

Finance & Facilities Committee

Monday, November 4, 2024 6:00 PM

District Office Conf Rm B, 512 Industrial Blvd., Waconia, MN 55387

1. DISCUSSION ITEMS

1.A. Possible Land Donation

Presenter: Dr. Brian
Gersich,
Superintendent

Results

Property Links

Parcel ID: 750191350

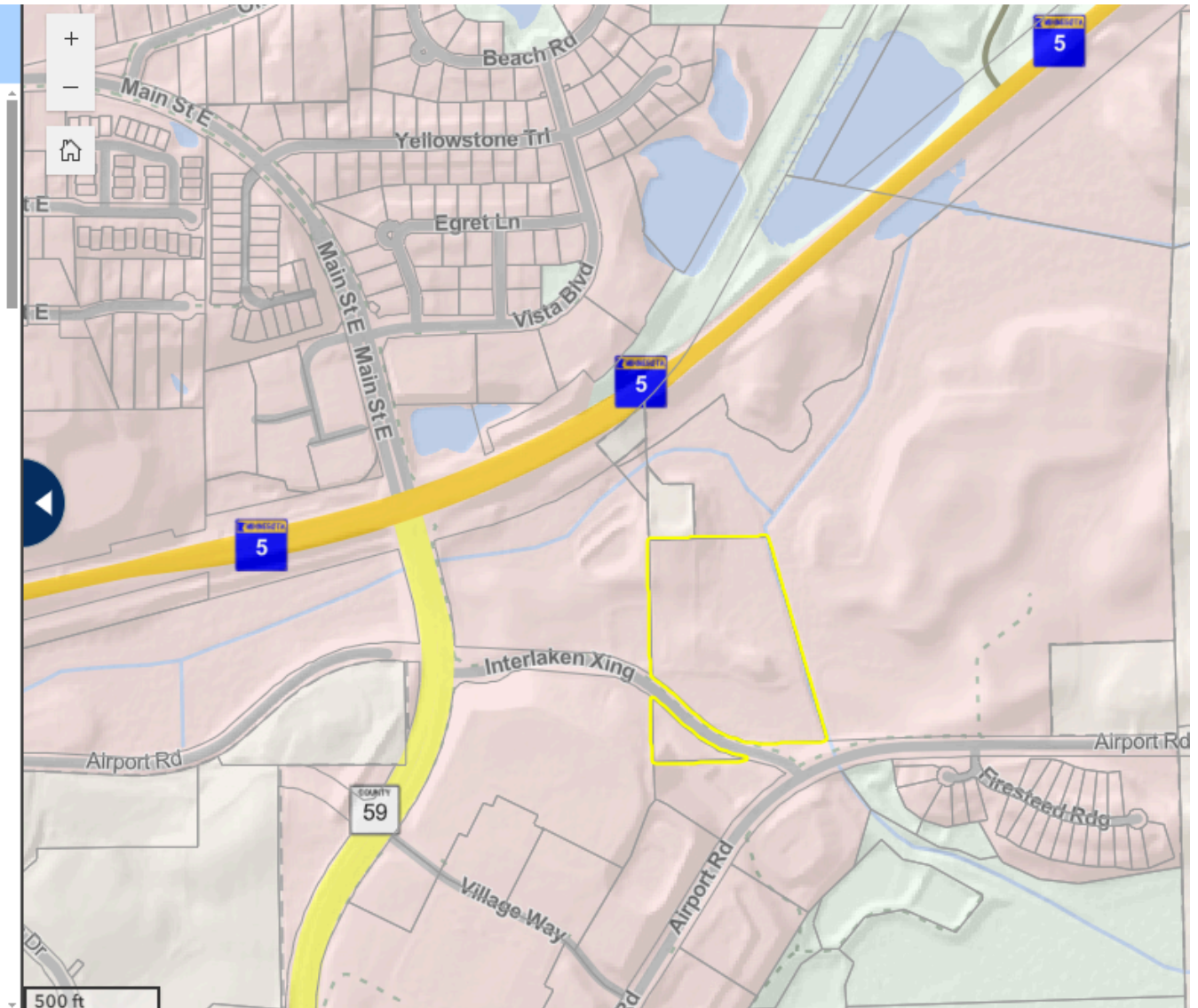
NO PHOTO AVAILABLE



Historical Imagery | Bird's Eye Imagery

Taxpayer Information

Taxpayer	PARADISE P I LLC ETAL
Taxpayer 2	C/O MICHAEL KNOTD
Taxpayer Address	415 LAKEVIEW TERRACE BLVD WACONIA, MN 55387-
Property Address	9550 AIRPORT RD WACONIA, MN 55387



1.B. Technology RFP Update

Presenter: Pam
Carman, Director of
Finance and
Operations



MEMORANDUM

TO: Finance Committee, ISD 110 School Board

FROM: Pam Carman, Director of Finance & Operations
Erika Nesvig, Director of Educational Services
Aleksandr Simanovich, Technology Manager

DATE: November 4, 2024

SUBJECT: Update Technology RFP

Purpose

This memo provides a summary of the work completed for the technology assessment Request for Proposal (RFP) and our decision to move forward with Pivotalogic to conduct the assessment.

Background

On August 15, 2024 Waconia Public Schools (ISD #110) issued an RFP seeking proposals from qualified technology firms to perform a comprehensive assessment of the district's technology environment. The assessment covers several key areas, including network infrastructure, data center/server rooms, cybersecurity, IT asset management, user experience and support, E-Rate compliance, educational technology, data management, and governance.

Process Summary

1. RFP Development:
 - Worked with the technology team and District Educational Services (DES) to identify priority assessment areas.
 - Developed the RFP based on these priority areas to ensure comprehensive evaluation.
2. Vendor Selection:
 - Partnered with Catalyst to distribute the RFP and assess vendor responses.
 - Evaluated vendors based on interviews, reference checks, and sample reports.
 - Reviewed proposals from Blueprint Technology, Cyber Advisors, CESO, FRSecure, Marco, and Pivotalogic.
3. Evaluation Criteria:
 - Expertise and Experience (28%): Relevant experience in security assessments.
 - Comprehensiveness of Assessment Plan (26%): Thoroughness and detail in assessment proposal.

- Ability to Meet District Requirements and Timelines (24%): Alignment with specific district needs.
 - Total Value of Services (22%): Cost-effectiveness of proposed services.
4. Finalist Selection and Reference Checks:
- Based on initial evaluations, CESO and Pivotalogic were selected as finalists.
 - Reference checks for both vendors confirmed their reliability, detailed reporting, and strong post-assessment support. Pivotalogic, in particular, was noted for its ongoing support and flexibility in adapting to client budget constraints.

Determination:

Based on this process, we are moving forward with Pivotalogic. Their proposal met all priority requirements, demonstrated strong expertise, and provided clarity in reporting tailored for diverse audiences. This partnership will span 14 weeks, with a budget not to exceed \$25,000, funded from the existing technology budget.

Technology Assessment: Sourcing Summary

Project Overview

Department:	Technology Department	Date:	10/4/2024
Category:	Technology Assessment	Sourcing Process:	RFP
Participating Vendors:	<ul style="list-style-type: none"> • Blueprint Technology (Quoted) • Cyber Advisors (Quoted) • CESO (Quoted) • FRSECURE (Quoted) • Loffler (Did Not Quote) • Marco (Quoted) • Pivot Logic (Quoted) 		
Profess Notes:	<ul style="list-style-type: none"> • An RFP was conducted to see proposals for a comprehensive assessment of components of the district's current technology environment. • Seven (7) vendors were solicited for proposals, 6 responded with quotes. 		

Qualification Checklist

	Blueprint Security	Cyber Advisors	CESO	FRSECURE	Marco	Pivotologic
Do you agree with the District Terms, conditions, specifications, & requirements as described in this RFP?	Y	Y	Y	Y	Y	Y
Are you authorized to do business with Minnesota public schools?	Y	Y	Y	Y	Y	Y
Do you have the resources and capabilities to complete your report(s) by the 12/13/2024 deadline?	Y	Y	Y	Y	Y	Y
Does your proposal address your process, methodology, data sources, and metrics to be utilized?	Y	Y	Y	Y	Y	Y
Does your proposal denote specific timelines and milestones during the process?	Y	Y	Y	Y	Y	Y
Did you include a draft of your proposed consultant agreement with your firm?	Y	Y	Y	Y	Y	Y

Technology Assessment: Sourcing Summary

References

Data Point	Blueprint Security	Cyber Advisors	Ceso	FRSECURE	Marco	Pivotalogic
Ref #1	Casper College Kent Brooks 307-268-2703	By Request	St. Francis Schools Karsten Anderson 651-347-2965	By Request	Belcourt District Travis LaRocque 701-278-4439	Westonka Schools Cory Wolf 952-491-8027
Ref #2	St. Cloud Schools Jim Tasto 320-370-8126	By Request	St. Anthony Schools Dr. Renee Corneille 612-298-1979	By Request	Grand Forks School Spencer Anderson 701-317-0794	Intermediate District Kim Helgeson 763-550-7138
Ref #3	Westonka Schools Cory Wolf 952-491-8027	By Request	Centennial Schools Patrick Chaffey 763-792-6031	By Request	University City Schools Dr. Robert Dillon 314-290-4097	Eastern Carver Matthew Haga 952-556-6134

Proposed Fees – Original Quotes

Data Point	Blueprint Security	Cyber Advisors	CESO	FRSECURE	Marco	Pivotalogic
Network Infrastructure	N/A	\$22,500 - \$45,000	\$2,475	Did Not Quote	\$3,500.00	Included in Total
Data Center/Server Room	N/A	\$22,500 - \$45,000	\$2,475	Did Not Quote	\$9,500.00	Included in Total
Cyber Security	\$40,400.00	\$17,000 - \$26,500	\$1,980 - \$19,480*	\$27,025	\$6,000.00	Included in Total
IT Asset Review	N/A	\$31,500 - \$38,000	\$2,640	Did Not Quote	Did Not Quote	Included in Total
User Experience & Support	N/A	Did Not Quote	\$4,950	Did Not Quote	Did Not Quote	Included in Total
E-Rate Compliance & Optimization	N/A	Did Not Quote	\$1,980	Did Not Quote	Did Not Quote	Included in Total
Educational Technology	N/A	Did Not Quote	\$4,950	Did Not Quote	Did Not Quote	Included in Total
Data Management & Analytics	N/A	Did Not Quote	\$3,300	Did Not Quote	Did Not Quote	Included in Total
Governance & Financial Stewardship	N/A	Did Not Quote	\$2,640	Did Not Quote	Did Not Quote	Included in Total
Total	\$40,400.00	\$93,500 - \$154,500	\$27,390 - \$44,890	\$27,025	\$19,000.00	\$24,999.99

Technology Assessment: Sourcing Summary

- CESO's High range in costs for Cyber security are if Vulnerability and Penetration testing are done. Cost is not to exceed \$19,480
- CESO's costs assume the project as a whole, if broken out between sections they would observe the right to re-assess their fees
- Pivotlogic costs assume the project as a whole (all sections)

Finalist and Limited Proposals

- **Elimination of Vendors:** Blueprint Security, Cyber Advisors, and FRSECURE were eliminated due to the limited scope of quoted services and their pricing.
- **Selection of Finalists:** CESO, Marco, and Pivotlogic were chosen as finalists and invited for an interview and finalist presentation>
- **Narrowing the Field:** Following the interviews, presentation reviews, and an in-depth evaluation, CESO and Pivotlogic were selected as final candidates. Both vendors were asked to provide quotes for the five most critical sections of the RFP, allowing flexibility in pricing based on district priorities. Additionally, each vendor submitted reporting and presentation samples to ensure alignment with our expectations for clarity and communication.

Data Point	CESO	Pivotlogic
Network Infrastructure	Included in Total	Included in Total
Cyber Security	\$6,450.00 - \$23,950.00	Included in Total
User Experience & Support	Included in Total	Included in Total
Data Management & Analytics	Included in Total	Included in Total
Governance & Financial Stewardship	Included in Total	Included in Total
Total	\$15,210.00 - \$32,710.00	\$17,000.00

*CESO's costs range for Cyber Security – Low range does not include penetration and vulnerability testing; High range included P&V and is not to exceed \$23,950.00

1.C. September Bank Reconciliation

Presenter: Pam
Carman, Director of
Finance and
Operations

Transfers

	Transfers To	Transfers From
Security Bank	2,200,000.00	
	250,000.00	
	2,500,000.00	
 Bond Disbursement		
OPEB EQUITY		
OPEB		
2018 COPS		
 Hometown Bank		
AAC Proceeds		
2019 Lease (Tennis Court)		
2024 BONDS		4,800.00
		157,010.06
OPEB Equity		
OPEB		
PM-A Operating	4,800.00	2,200,000.00
	157,010.06	250,000.00
		2,500,000.00
 Refunding Bonds		
2017 COPS-US Bank		
PMA		
KleinBank General to Activities		
Old National		
Mid Country		
LTFM Bond		
Facility Bond to Debt Service		
 Total Transfers	5,111,810.06	5,111,810.06