Cybersecurity Products, Solutions and Services

Executive Summary

Lead Agency: City of Tucson, AZ

RFP#: 240160

RFP Posting Date: March 14th, 2024

Preproposal Date: March 27th, 2024

Response Due Date: April 15th, 2024

Number of Responses: 27

Awarded to: ANM

Procurement Agent: Tracy Garcia

Project Description:

The City of Tucson, acting as lead agency for Axia Cooperative, issued RFP #240160 on March 14th, 2024, to seek proposals from qualified firms and establish a comprehensive national cooperative contract for Cybersecurity Products, Solutions and Services.

The RFP requested proposals for seven categories related to Cybersecurity:

- Security Solutions & Tools
- Identity and Access Management (IAM)
- Data Security and Privacy
- Security Consulting and Advisory Services
- Regulatory Compliance and Governance Services
- Managed Security and Professional Services
- Emerging Technologies and Future-Proofing Services

The solicitation included cooperative purchasing language in the Background and Special Terms and Conditions sections:

> **Background -** The City of Tucson, as the Lead Procurement Agency, as defined in Attachment D, has partnered with Axia Coop LLC ("Axia Cooperative") to make the resultant contract ("Master Agreement") from this solicitation available to other public agencies nationally, including state and local governmental entities; public and private primary, secondary and higher education entities; non-profit entities; and agencies for the public benefit ("Public Agencies"), through Axia Cooperative's cooperative purchasing program. The City of Tucson is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with Axia Cooperative as a Participating Public Agency in Axia Cooperative's cooperative purchasing program. Attachment D contains additional information on Axia Cooperative and the cooperative purchasing agreement.
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> **Special Terms and Conditions 7.2** - Any Contract resulting from this solicitation shall be for the use of the City of Tucson. In addition, public and nonprofit agencies that have registered with Axia Cooperative or entered into a Cooperative Purchasing Agreement with the City of Tucson's

Department of Procurement are eligible to participate in any subsequent Contract. See http://www.tucsonprocurement.com/coop_partners.aspx and click on Cooperatives for a list of the public and nonprofit agencies that have currently entered into Cooperative Purchasing Agreements with the City of Tucson. Additionally, this contract is eligible for use by the Strategic Alliance for Volume Expenditures (SAVE) cooperative. See http://www.mesaaz.gov/home/showdocument?id=23638 for a listing of participating agencies. The parties agree that these lists are subject to change. Any orders placed to, or services required from, the successful Contractor(s) will be requested by each participating agency. Payment for purchases made under this agreement will be the sole responsibility of each participating agency. The Contractor may negotiate additional expenses incurred as a result of participating agencies' usage of this contract (i.e., freight charges, travel related expenses, etc.). The City shall not be responsible for any disputes arising out of transactions made by others. The Contractor(s) will provide an electronic copy of the complete Contract to the City of Tucson Department of Procurement upon receipt of the Notice of Intent to Award. At the City's request, the successful Contractor(s) may also be requested to provide an electronic copy of the complete Contract to a participating agency.

Notice of the solicitation was publicly posted on the City of Tucson's website and emailed to all registered vendors who have indicated that email is their preferred delivery method. The solicitation was also advertised in the following:

- City of Tucson website
- Axia Cooperative website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- New Jersey Herald
- Albany Times Union
- Daily Journal of Commerce, OR
- Deseret News, UT
- Seattle Daily Journal of Commerce, WA

Proposals were received from the following:

- Advanced Network Management Inc.
- Amsys Innovative Solutions
- Beacon Systems, Inc.
- Blueshift Cybersecurity, Inc.
- Clango, Inc.
- CohnReznick LLP
- Concordant LLC
- CyberForce|Q
- DigitalXForce & iTRUSTXForce Corporation
- Global Market Innovators
- Global Solutions Group, Inc.
- Guidehouse Inc.
- HyeTech
- Info-Tech Research Group Inc.
- Integral Partners LLC
- MGT of America Consulting, LLC
- NewPush
- Paloma Technologies, LLC
- PivIT Global
- Securance LLC
- Sentinel Technologies
- Simeio
- Tec-Refresh, Inc.
- TierSolution, Inc.
- VasSecCo
- vCloud Tech Inc.
- ViLogics, Inc.

The proposals were evaluated, per category, by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter negotiations with **Advanced Network Management Inc. (ANM)** and proceed to contract award upon successful completion of negotiations.

The City of Tucson, Axia Cooperative, and **ANM** successfully negotiated a contract, which was executed with a contract effective date of August 19th, 2024.

The contract includes:

- Security Solutions & Tools
- Identity and Access Management (IAM)
- Data Security and Privacy
- Security Consulting and Advisory Services
- Regulatory Compliance and Governance Services
- Managed Security and Professional Services
- Emerging Technologies and Future-Proofing Services

Term:

> The term of the Contract shall commence upon award and shall remain in effect for a period of three (3) years, unless terminated, canceled, or extended as otherwise provided. The City of Tucson shall have the right, at its sole option, to renew the Contract for two (2) additional one-year periods or portions thereof.

ANM pricing is located at https://www.axiacoop.org/contracts/

Axia Cooperative Landing Pages: https://www.axiacoop.org