



Information Regarding Awarding of Request for Proposal

Proposals for Enterprise Detection and Response Software were received and reviewed by a team of selected staff members of the Cherry Hill Board of Education. Proposals were evaluated and graded on the following criteria: Planning and Training Implementation, References and Current Client List, Enterprise Detection and Response Functions, and Cost of Software. The District is hereby posting the recommendation to award contracts because this was issued as a Request for Proposal under the Competitive Contract Process as outlined in N.J.S.A.18A:18A et seq.

Compilation of Individual Scoring Enterprise Detection & Response Software RFP# 2021-5		
SCORER	KROLL ASSOCIATES	MGT CONSULTING
MP	805	790
RS	850	835
Average Scores	845	829.50

Proposal Summaries

MGT's response was rated positively for cost but appeared to be lacking in technical implementation of features and lacked details in the response. The MGT response indicated that they had partial implementation of the front end but did not explain what was limited. The MGT proposal also did not include the ability to execute remote commands on clients. This functionality is critical when investigating, troubleshooting, and remediating potential malware issues. We require the ability to execute commands via the EDR system as due to the mobile nature of the devices the clients may not be connected to the district network.

Kroll's technical response included the front-end interface that can both document work done in response to a threat and execute commands on client end points.

Award Recommendation

We have selected Kroll as the highest ranked response to the EDR RFP. Kroll's implementation will enable the district to continue to monitor and secure our computing environment.

	Cost
Implementation Cost	\$0.00
Four (4) month cost of software for the period March 2021 – June 2021	\$54,000
One (1) year cost of software for the period July 2021 – June 2022	\$216,000
One (1) year cost of software for the period July 2022 – June 2023	\$216,000
One (1) year cost of software for the period July 2023 – June 2024	\$216,000
TOTAL	\$702,000

Additional Endpoints & Services	Cost
Provide a yearly cost for additional endpoint device(s) to be added as needed. (Per Endpoint)	\$72.00/endpoint
Consulting Services (Hourly Rate)	\$500
Travel Time (Hourly Rate)	50% of Hourly Rate
Media Preservation/Replication	\$400 per Media
Media/Data Storage	\$25 per Media per Month

The term of contract will be from March 1, 2021 to June 30, 2024 with the option for (1) one-year renewal as per N.J.S.A. 18A:18A-42. Payment for March 1, 2021 through June 30, 2021 will be made within 30 days of receiving invoice. Payments for subsequent one (1) year renewals will be made after July 1st each year.