



Request For Proposal

AlienVault SIEM Solution

CONTRACT # 1069 – 08/20/2015

LATE PROPOSALS WILL NOT BE ACCEPTED

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1. General Provisions

a) Scope of Services

The Town of Vernon ("Town") is now accepting proposals for the procurement, installation and configuration of an AlienVault USM SIEM Solution.

The intention of this Request For Proposal ("RFP") is to:

- Get the best value for the equipment specified in section 3.1.1
- Receive manufacturer provided engineering services, as well as any vendor provided engineering services (at no additional cost) associated with the equipment.

b) Qualifications of Vendors

The Town is seeking well qualified and experienced vendors for this project. As part of the proposal please include the following:

1. Provide three (3) current or former client references relative to the projects of this scope.

c) Proposals

The Town requires three (3) hard copies and one (1) digital copy (on CD-R disk or USB drive) of each vendor proposal. All proposal material is to be submitted to John D. Ward, Town Administrator, Town of Vernon located at 14 Park Place, Vernon, Connecticut 06066 by 11:00 AM August 20, 2015. Immediately following, all proposals received will be publicly opened and read aloud. E-mailed or faxed bids will not be accepted.

All questions about the proposals should be directed to Robert Sigan by email at rsigan@vernon-ct.gov; no later than August 5, 2015. Answers to all received questions will be posted on the Town's website under the bid section by August 7, 2015. All proposals must include the signature of a duly authorized officer or agent of the organization submitting the proposal.

d) Contract

This RFP is not a contract and, alone, shall not be interpreted as such. This RFP only serves as the instrument through which proposals are solicited. The Town reserves the right to make contract awards to the vendor or vendors whose proposal or components of the proposal is, in the opinion of the Town, best suited for use and the best value for the amount expended.

The Town will not necessarily be bound by the lowest bid. Quality, value, and performance of the system shall be considered at all times and the Town shall be the sole judge of such.

e) Proprietary Information

The Town recognizes that in responding to this RFP, vendors may submit proprietary information. To the extent allowed by law, the Town will keep confidential such proprietary information provided that the conditions as described in the following paragraph are met.

Proprietary information is submitted separately and must be clearly identified as containing proprietary information. Reference to the proprietary information must be clearly made in the proposal, and

conversely the section in the proprietary information packet shall be clearly labeled as to the location in the proposal that it references. Labeling a complete proposal proprietary, that is general in nature, may be cause for rejection of the proposal.

f) Taxes

The Town is tax exempt and will provide appropriate documentation if needed.

g) Additional Information, Pricing, and Negotiation

The price of the equipment in this proposal shall be itemized. Any and all manufacturer provided engineering services offered shall be inclusive. If price excludes certain fees/charges, either recurring or nonrecurring, vendors must provide a detailed list of excluded fees with a complete explanation of the nature of those fees.

In the event that information or pricing submitted by the vendor is unclear, the Town may request further explanation and/or pricing breakdowns from the vendor for the purpose of evaluation and decision making. The vendor shall answer requests for additional information or clarification in writing, and these responses will become part of the vendor’s proposal. Vendors failing to provide adequate information on any issue in a timely manner to allow a comprehensive evaluation by the Town shall be considered unresponsive, and their proposal may be subject to rejection.

2. Mandatory Requirements

a) Town Policies

Proposals must meet all requirements of applicable Town policies.

b) Added Value

Proposals shall include any added value services provided under a separate section labeled “Added Value”. Added value may include manufacturer provided engineering services, as well as any vendor provided engineering services (at no additional cost).

3. Product and/or Service Specifications

1.0 Technical Requirements

1.1 Equipment: All equipment provided shall be factory new and not “refurbished”. Equipment requirements are as follows:

Product Code	Product	Description	Quantity
USM-LIC-SSER-H.001	USM-Standard-Server Hardware Appliance	USM Standard Server, Hardware Appliance - License for one (1) USM Standard Server hardware appliance - Hardware deployment option, includes Titan Series hardware - First year Support & Maintenance included - First year AlienVault Labs Threat Intelligence subscription included - First year Lightspeed Replacement	1

		<p>Service included</p> <ul style="list-style-type: none"> - Includes one (1) LaunchPad training seat (expires 30 days from purchase date if not used) - Shipping included - 1.2TB local storage (No NAS/SAN support) - 2 x 1GbE network interfaces - 5,000 eps event correlation 	
USM-LIC-SLOG-H.001	USM Standard Logger, Hardware Appliance	<p>USM Standard Logger, Hardware Appliance</p> <ul style="list-style-type: none"> - License for one (1) USM Standard Logger hardware appliance - Hardware deployment option, includes Titan Series hardware - First year Support & Maintenance included - First year Lightspeed Replacement Service included - Shipping included - 1.8TB storage, uncompressed - 2 x 1GbE network interfaces - 15,000 eps event collection 	1
USM-LIC-SSEN2x10-H.001	USM Standard Sensor 2x10GbE, Hardware Appliance	<p>USM Standard Sensor, 2x10GbE Hardware Appliance</p> <ul style="list-style-type: none"> - License for one (1) USM Standard Sensor 2x10GbE hardware appliance - Hardware deployment option, includes Titan Series hardware - First year Support & Maintenance included - First year AlienVault Labs Threat Intelligence subscription included - First year Lightspeed Replacement Service included - Shipping included - 2 x 10GbE network interfaces - 1.2TB local storage (limited, SAN/NAS not supported) - 1 Gbps IDS throughput - 2500 eps event collection 	2
PS-RC1D.001	Remote Consultant	<p>Remote Consultant</p> <ul style="list-style-type: none"> - One (1) day (8 total hours) remote Certified AlienVault Consultant - Remote access to AlienVault systems in customer environment required - Expires 90 days from purchase date if not used 	3
Optional TRN-USM-PUB-5T1S.001	Public USM Training Pass, 5 day course	<p>Public USM Training Pass, 5 day course, AlienVault USM for Security Engineers</p> <ul style="list-style-type: none"> - 5 days of instruction delivered Live Online or In Person at a training facility 	2

		Note: This item is not mandatory	
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The above equipment must also include first year support (8x5) and first year of AlienVault Labs Threat Intelligence.

2.0 Support

2.1 Inquiries: All inquiries to sales or general administration shall receive a response from the vendor within one (1) business day.

2.2 Additional Agreements: Additional agreements shall not be allowed. The contract award and corresponding Purchase Order (PO) shall be the only documentation allowed for the purchase of equipment. The PO shall reference this contract and shall not deviate from the goods and services offered under the resulting contract award. Such documents shall be null and void. Any document utilized other than the contract award and corresponding PO(s) shall be invalid and all liability shall be the responsibility of the vendor. Any equipment delivered and installed under any of these null and void circumstances shall be removed immediately by the vendor and at the expense of the vendor.

2.3 Discounted Pricing: The discount, as awarded in the resulting contract, shall be a minimum discount and shall remain firm for the entire contract period. Additional discounts may be negotiated with the vendor as appropriate. Vendors shall make the Town aware of any Manufacturer's promotions and discounts being offered as they apply to the resulting contract award. Price decreases shall become immediately effective on the date specified in the Manufacturer's printed notice of change. Price decreases shall also include promotional pricing, and the Town shall receive the lower of the promotional pricing, and the negotiated contract discount price. The vendor shall bill the Town at the reduced prices for all deliveries made on and after the date of the manufacturer's price reduction. The vendor shall also promptly provide the Town with a letter of notice concerning the decrease in price of equipment.

3. Terms and Conditions

a) Proposal Withdrawal

No proposal can be withdrawn after it is filed unless the vendor makes a request in writing to the Town Administrator, John D. Ward, 14 Park Place, Vernon, Connecticut 06066 prior to the time set for the opening of proposals.

b) Proposal Acceptance

The Proposals must remain valid for a period not less than forty-five (45) days to allow for evaluation.

c) Incurring Costs

The Town and their technical consultants accept no responsibility for any expense incurred in the proposal preparation and presentation; such expenses are to be borne exclusively by the respondent vendor.

d) Collusion Among Vendors

Multiple proposals from an individual, firm, partnership, corporation or association under the same or different names are subject to rejection by the Town. Reasonable grounds for believing that a vendor is interested in more than one proposal for the work contemplated may result in rejection of all bids in which the vendor is interested. Any or all proposals will be rejected if there is any reason for believing that collusion exists among the vendors. Participants in such collusion may not be considered in future

solicitations for the same work. Each vendor, by submitting a bid, certifies that it is not a party to any collusive action.

e) Irregular Proposals

Proposals may be rejected if they show omissions or irregularities of any kind. Proposals taking or noting exception to any element requested may be rejected in their entirety.

f) Minor Irregularities

Minor irregularities in proposals, which are immaterial or inconsequential in nature, may be waived wherever it is determined to be in the best interest of the Town.

g) Cancellation of the RFP and Rejection of Proposals

The Town may cancel this RFP, in whole or in part, or may reject any/all proposals submitted in response, whenever this action is determined to be in their best interest. In the event of such suspension, termination or modification, the Town shall have no liability or obligation to any of the proposers preparing or submitting proposals under this RFP.

h) Public Information Act Notice

Vendors should give specific attention to the identification of those portions of their proposals that they deem to be confidential, or to contain proprietary information or trade secrets. Such information should be removed from the general portion of the proposal and submitted under separate cover. Envelopes containing confidential or proprietary information should be conspicuously marked and sealed. Vendors should provide justification why such material upon request, should not be disclosed by the Town.

i) Vendor Investigation

Before submitting a proposal, each vendor shall make all investigations and examinations necessary to ascertain all conditions and requirements affecting the full performance of the contract, and to verify any representations made by the Town that the vendor will rely upon. No pleas of ignorance of such conditions and requirements resulting from failure to make such investigations and examinations will relieve the successful vendor from its obligations to comply in every detail with all the provisions and requirements of the contract documents, or will be accepted as a basis for any claim whatsoever for any monetary consideration on the part of the successful vendor.

j) Laws and Regulations

It shall be understood and agreed that any and all articles and/or equipment furnished on this proposal shall comply fully with all Local, State and Federal laws and regulations.

k) Acceptance of Terms and Conditions

By submitting a response to this RFP, a vendor shall be deemed to have accepted all the terms, conditions, and requirements set forth in the RFP unless otherwise clearly noted and explained in its proposal. All proposals submitted in response to this RFP become the property of the Town. The selected firm must meet all municipal, state and federal AA and EEO practices and requirements. MBEs/WBEs/SBEs are encouraged to apply. The Town reserve the right to reject any or all proposals in whole or part, to award any one service or group of services or all services, to negotiate with any or all companies submitting proposals, and to enter into an agreement with any company for any services mentioned in this RFP; if it is deemed in the best interest of the Town.

l) Non-Conflict of Interest Statement

It is unlawful for any officer, employee or agent of the Town to participate personally in his/her official capacity through decision, approval, disapproval, recommendation, advice or investigation in any contract or other matter in which he/she, his/her spouse, parent, minor child, brother or sister, has a financial interest, or to which any firm, corporation, association, or other organization in which he/she has a financial interest, or in which he/she is serving as an officer, director, trustee, partner, or employee, or agent. The successful bidder agrees that during the term of the contract and for twenty four (24) months following the exit conference, the successful bidder, its employees, agents, and representatives, shall not, with or without compensation, on behalf of the successful bidder, or another person, entity, or corporation, take any action in connection or receive any benefit with any specific matter, finding or recommendation associated in any way with this project, except with the express written consent of the Town .

m) Non-Discrimination of Employment

The Town actively subscribes to a policy of equal employment opportunity and will not discriminate against any employee or applicant because of race, sex, age, color, physical or mental handicap, marital status, sexual affiliation, religion, national origin or political affiliation. The vendor shall not discriminate in any manner against any employee because of race, sex, age, color, physical or mental handicap, marital status, sexual affiliation, religion, national origin or political affiliation.

n) Order of Preference

In any and all cases of conflict between this document and the attachments, the following order of precedence shall govern;

- a. This solicitation document
- b. Addendum(s) signed by the vendor

o) Anti-Bribery Affidavit

Vendors and consultants are required to be aware that any person convicted of bribery, attempted bribery, or conspiracy to bribe under the laws of any State or federal government, or found civilly liable under a State or federal anti-trust statute, shall be subject to disqualification from entering into a contract with the Town for the supply of materials, supplies, equipment, or services by the person.

p) Confidentiality

Vendor shall treat confidential all information, reports, and documents, hereafter, "data", regardless of form, that vendor receives or is provided access by the Town. Vendor shall take all precautions necessary to prevent disclosure of such data to others except upon the express written approval of the Town. Any third party to whom vendor is authorized to provide data shall be required, as a condition of receiving such data, to execute confidentiality agreement satisfactory to the Town. Vendor shall not use data for any purpose other than the performance of work contemplated under the contract. Upon the Town's request, vendor will return to the Town all copies of data. Vendor shall safeguard against disclosure to all others data in vendor's possession for a period for seven years after completion of the work and only if permitted by law.

If Respondent believes that any information in its proposal shall be treated as confidential that material shall be clearly marked. The Town shall endeavor to protect confidential material from disclosure to non-Town employees to the extent required by State or Federal Law. In no event will the Town be responsible for the inadvertent disclosure of your response to this RFP.