**City of Duluth**

**Request for Proposal**

**Fortinet, Palo Alto or Equivilent**

**Unified Threat Management / Security Gateway / Next Generation Firewall**

**May 5th 2014**

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**Table of Contents**

[1 Statement of Work 3](#_Toc386447358)

[1.1 Purpose 3](#_Toc386447359)

[2 General Information 3](#_Toc386447360)

[2.1 Existing Technology Environment 3](#_Toc386447361)

[2.2 Schedule of Events 3](#_Toc386447362)

[3 Proposal Preparation Instructions 3](#_Toc386447363)

[3.1 Quote 3](#_Toc386447364)

[3.2 Communication 3](#_Toc386447366)

[4 Submittal Requirements 4](#_Toc386447367)

[4.1 Scope of Work & Requirements 4](#_Toc386447368)

[4.2 Solution Criteria Worksheet 4](#_Toc386447370)

[4.3 Budget & Estimated Pricing 4](#_Toc386447372)

[5 Additional Terms & Conditions 4](#_Toc386447374)

[5.1 Costs 4](#_Toc386447375)

[5.2 Entire RFP 4](#_Toc386447376)

## Statement of Understanding

### Purpose

The City of Duluth is looking for qualified vendors to implement a Unified Threat Management solution that will ensure high network performance, availability, and a high level of security for City operations and data. The solution must provide gateway anti-virus protection, spam filtering and intrusion detection and prevention functionality.

## General Information

### Existing Technology Environment

**Lan Environment**: The City would like the UTM to reside inside the existing CISCO ASA5500 active/passive firewall environment. Core, Edge and User distribution utilize CISCO network equipment as well. Users connect through wired, wireless, VPN, Citrix, NetMotion and operate remotely. The City’s internet bandwidth is 200MB.

**Server Environment**: The primary server environment runs virtualized using VMWare, CISCO UCS and NetApp SAN. Operating systems consist of Windows Server 2003, Windows Server 2008, Windows Server 2008 R2, Windows Server 2012

**Desktop Environment**: WinXP, Win7, Win8, Win8.1

**User Environment**: The City uses Active Directory for user authentication. There are roughly 900 user accounts in AD. There are public wifi connections for smartphones and tablets of about 200 unique MACs. The City also has 3 public libraries with an estimated 100 public connections into the City’s internet that do not connect through AD.

### Schedule of Events

The following is a tentative schedule that will apply to this RFP, but may change in accordance with the organization’s needs or unforeseen circumstances.

Issuance of RFP 5/5/2014

Technical Questions/Inquiries Due 5/15/14 at 2:00pm CST

RFP Closes 5/23/2014 at 4:00pm CST

Complete Initial Evaluation and Award Notification 5/30/2014

## Proposal Preparation Instructions

### Quote

### Qualified vendors must quote total cost of ownership for 5 years including project implementation services. Qualified vendors must meet all solution criteria to be eligible for consideration and complete the Solution Criteria Worksheet provided in this document.

### Communication

* + 1. **Vendors’ Inquiries.** Applicable terms and conditions herein shall govern communications and inquiries between the City of Duluth and vendors as they relate to this RFP. Inquiries, questions, and requests for clarification related to this RFP are to be directed in e-mail to:

City of Duluth

Management Information Systems

Attention: Elysia Hoium

E-mail: ehoium@duluthmn.gov

* + 1. **Addenda:** City of Duluth will make a good-faith effort to provide a written response to each question or request for clarification that requires addenda within two business days. All questions, answers, and addenda will be shared with all recipients.   
         
       All addenda will be posted to our Web site only:  
       [http://www.duluthgov.info/db\_frames/bid\_information.cfmProposal Submission](http://www.duluthgov.info/db_frames/bid_information.cfmProposal%20Submission)

Proposals must be delivered sealed on or prior to 5/23/2014 at 4:00pm CST to:

Dennis Sears, Purchasing Agent

Finance Department 107

411 W 1st St

Duluth, MN 55803

City of Duluth shall not accept proposals received by fax or e-mail. Vendors are to submit one original copy of proposal marked “Original” and one marked “Copy.” Each original and copy must be individually bound.

## Submittal Requirements

### Scope of Work & Requirements

### Each vendor must submit a Scope of Work, Design Requirements and Estimated project timelines as Exhibit A

### Solution Criteria Worksheet

### Each vendor must fill out the solution criteria worksheet attached herein as Exhibit B

### Budget & Estimated Pricing

### All vendors must fill out a cost breakdown worksheet for the implementation of their solution for City of Duluth’s project as described in this RFP EXHIBIT C. The vendor must agree to keep these prices valid for Ninety (90) days as of 5/23/2014.

## Additional Terms & Conditions

### 5.1 Costs

The RFP does not obligate the City of Duluth to pay for any costs, of any kind whatsoever, which may be incurred by a Respondent or any third parties, in connection with the Response. All Responses and supporting documentation shall become the property of City of Duluth, subject to claims of confidentiality in respect of the Response and supporting documentation.

### 5.2 Entire RFP

This RFP, any addenda to it, and any attached schedules, constitute the entire RFP.

EXHIBIT A

SCOPE OF WORK

**Please provide a detailed Scope of Work for your product and any items included in your proposal. You do not need to follow the structure below but we do expect all of the items below to be addressed in your SOW.**

**Suggested Scope of Work Categories:**

**Hardware:** List, describe, and record the each piece of hardware that is required to optimally run the software.

**Software Licensing:** List, describe, and record the licensing, implementation, maintenance and support associated with your proposal.

**Third-Party Software (Middleware):** List, describe, and record the each piece of software (including operating systems) that is required to optimally run the software.

**Installation:** Describe any labor, equipment, supplies, or other items associated with installing your proposed software.

**Integration:** Describe any labor, equipment, supplies, or other items associated with integrating into our current architecture and back-end systems.

**Maintenance:** Describe any other ongoing costs associated with the operation and maintenance of your proposed.

**Documentation & Training:** Describe any training or user technical documentation associated with your proposal.

**Project Management:** Describe the project management structure associated with your proposed software.

**Miscellaneous:** List and describe any other items associated with your proposed software solution.

**EXHIBIT B**

**SOLUTION CRITERIA WORKSHEET**

|  |  |  |
| --- | --- | --- |
| **Gateway Anti-Virus / Content Web Filtering** | | |
| **City of Duluth Requirement** | **Solution Capability (Yes/No)** | **Comments** |
| Gateway Anti-Virus / Content Web Filtering |  |  |
| Physical Appliance |  |  |
| Integration with Active Directory |  |  |
| Remote Device Support  *(Mobile Device and Laptop Client)* |  |  |
| Web Browsing Quotas |  |  |
| Allow with Coach |  |  |
| Web 2.0 Filtering |  |  |
| Redirection of Blocked Pages |  |  |
| Search Engine Criteria Alerting |  |  |
| Bypass Filter Block with Password |  |  |
| SSL Decryption Filtering (DPI) |  |  |
| URL Categorization Filtering |  |  |
| Content Filtering |  |  |
| Browser Independent  *(AD Credentials passed regardless of browser)* |  |  |
| User Level Reporting |  |  |
| Operate in pass-through during equipment failure |  |  |
|  | | |
| **Spam Filtering** | | |
| **City of Duluth Requirement** | **Solution Capability (Yes/No)** | **Comments** |
| Spam Filtering |  |  |
| User Accessible Spam Box |  |  |
| Same Appliance as Web Filter  Separate Appliance  Virtual Appliance |  |  |
|  | | |
| **Intrusion Detection / Intrusion Prevention** | | |
| **City of Duluth Requirement** | **Solution Capability (Yes/No)** | **Comments** |
| Intrusion Detection |  |  |
| Intrusion Prevention |  |  |
| Same Appliance as Web Filter  Separate Appliance  Virtual Appliance |  |  |

**EXHIBT C**

**BUDGET AND ESTIMATED PRICING**

For all available deployment models, provide a five year cost summary as displayed below.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Five Year Total Cost Summary** | | | | | | |
| **Costs** | **Total** | **Year 1** | **Year 2** | **Year 3** | **Year 4** | **Year 5** |
| Hardware |  |  |  |  |  |  |
| Software Licensing |  |  |  |  |  |  |
| Third Party Software (Middleware) |  |  |  |  |  |  |
| Installation |  |  |  |  |  |  |
| Maintenance |  |  |  |  |  |  |
| Subscription Service |  |  |  |  |  |  |
| Documentation & Training |  |  |  |  |  |  |
| Project Management |  |  |  |  |  |  |
| Miscellaneous |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| **Total:** |  |  |  |  |  |  |