



Request for Quote

STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS
ONE CAPITOL HILL
PROVIDENCE RI 02908

BUYER: Mosca, Gary
PHONE #: 401-574-8124

CREATION DATE : 10-MAY-16
BID NUMBER: 7550596
TITLE: VARONIS DATA PROTECTION AND AUDITING
SOLUTION EQUIPMENT & SERVICES - RIC

BID CLOSING DATE AND TIME:08-JUN-2016 10:00:00

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RIC-PURCHASING
600 MOUNT PLEASANT AVENUE
PROVIDENCE, RI 02908
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RIC-PURCHASING
600 MOUNT PLEASANT AVENUE
PROVIDENCE, RI 02908
US

Requisition Number: 1459935

Note to Bidders: QUESTIONS about this solicitation must be emailed and received by the Division of Purchases at doa.purquestions3@purchasing.ri.gov no later than Monday, May 23, 2016, 4:00 PM, in a Microsoft Word attachment with the corresponding solicitation number. Questions, if any, and responses will be posted on the Division of Purchases website at www.purchasing.ri.gov as an addendum to this solicitation.

Line	Description	Quantity	Unit	Unit Price	Total
1	VARONIS DATA PROTECTION AND AUDITING SOLUTION EQUIPMENT & SERVICES - RIC, PER ATTACHED SPECIFICATIONS.	1.00	Each		

Delivery: _____

Terms of Payment: _____

It is the Vendor's responsibility to check and download any and all addenda from the RIVIP. This offer may not be considered unless a signed RIVIP generated Bidder Certification Cover Form is attached and the Unit Price column is completed. The signed Certification Cover Form must be attached to the front of the offer

BID SUMMARY

Varonis Data Auditing and Protection (DAP) software solution for unstructured data, installation and Professional Services to include the configuration and implementation of the DAP configuration. Bids with alternative manufacturers, brands, and/or models are not accepted, as substitutes for the listed configurations are not allowed.

The bid needs to be detailed and priced on a per-line basis.

In order to appropriately size the bid for Professional Services, read the Professional Services Specifications section to get a good understanding what needs to be included.

Bill of Materials

Please follow the below tables in providing the detailed bid. Pricing for all line items have to be provided.

Notes:

- The initial purchase of software (including license keys) must include first year maintenance/support and subscription costs.
- Any/All additional discounts provided on top of the one for the "List Price" is to be included in the Unit Price (final product price) on Bid Form.

It is expected that the offered DAP solution will allow for the implementation of the following features. If the DAP solution as specified does not provide this feature identify it and indicate what is required to implement the feature.

- File/data permissions management
- File/data auditing
- File/data access monitoring
- File/data Classification
- File/data discovery
- User Behavior Analytics
- Access threat detection
- Real-time alerting
- Active Directory auditing and reporting

Bid Form

Vendors are required to complete the Bid Form and submit with their proposal.

Varonis Data Auditing and Protection (DAP)

Part Number	Description	Qty	Unit Price	Extended Price
Software Products plus 1 year 24x7 Manufacturer Direct Support				
DA-1000L	DatAdvantage for Windows for 1000 Users	1		
DAPR-1P	DatAdvantage Probe/Collector 50SL	1		
DL-1000L	DatAlert for 1000 Users	1		
DC-1000L	IDU Classification Framework for 1000 Users	1		
DLX-1000L	DatAlert Analytics for 1000 Users	1		
DS-1000L	DatAdvantage for Directory Services for 1000 Users	1		
Manufacturer Software Subscription & Support for Year 1				
SSPDA1-1000L	DatAdvantage for Windows for 1000 Users	1		
SSPDAPR1-1P	DatAdvantage Probe/Collector 50SL	1		
SSPDL1-1000L	DatAlert for 1000 Users	1		
SSPDC1-1000L	IDU Classification Framework for 1000 Users	1		
SSPDS1-1000L	DatAlert Analytics for 1000 Users	1		
SSPDLX1-1000L	DatAdvantage for Directory Services for 1000 Users	1		
Professional Services				
	Design and Implementation (see separate section for specifications)			
TOTAL				

PROFESSIONAL SERVICES FOR IMPLEMENTATION

As part of the bid the Vendor is required to provide a line item for Professional Services for Configuration and Implementation of the provided Varonis Data Auditing and Protection (DAP) software solution for unstructured data. It is expected that in the professional services at least include the following responsibilities to ensure a successful implementation that should provide an optimally functioning Varonis DAP solution and operates within the parameters acceptable to the college.

- End-to-end project management and planning
- Full Discovery and Design of all DAP Solution features available and to the specifications of the college. Note this project has to be operated from the perspective that the design is done “from scratch” to ensure an optimal design. So all DAP policies and related configuration details have to be defined and be specific to the needs and requirements of the college, so no boilerplate installation.
Also discover all relevant infrastructure for which visibility and control services are needed.
- Provide a complete and detailed Design Specifications document (“Blueprint”) on which the implementation will be based. Note this should include the integration of all targets hosting data that is subject to the Varonis DAP solution.
- Provide a proactive management plan that allows the college on a progressive basis to scrub the system of unnecessary data elements allowing for an optimal functioning of the DAP Solution
- Installation, staging, and configuring of all software components of the DAP Solution, following the Design Specifications document. Note: this implies that all configuration details have to be included in the Design Specifications document prior to installation
- Integrate DAP Solution into existing Active Directory Infrastructure
- Create Data Classification policies to identify data types that the college deems critical, as well as additional data types relevant to the college
- Create Visibility Reports based on data points collected during initial phase following the deployment
- Create Alerting Thresholds associated with analytics and certain file access events to create maximum visibility of data
- Assist the college to allow the designated DAP Solution administrators to gain understanding on how data retention structures have been organized and permissions are applied to said structures, based on the collected visibility data
- Assist the college to allow the designated DAP Solution administrators to gain understanding of who the “Top Talkers” are within the different data retention structures determine authorization, based on the collected visibility data
- Assist the college for a period of 6 months on a 1-day per month basis with remediation of deficiencies in the data retention infrastructure, including anomalous permissions of different kinds and data retention structure optimization
- Provide “over the shoulder” training to designated Varonis DAP Solution administrators as part of the implementation to ensure familiarization with the operations of the DAP solution. Note: this is separate from possible the manufacturer support training program.

- Provide “As Built” document that details the implementation and can be used by the college as baseline definition for their Change Management Process.

VENDOR REQUIREMENTS

A vendor submitting a bid to the specified DAP configuration and related Professional Services is regarded as acceptable if it meets the following requirements:

- Vendor’s operating office needs to be within a radius of 50 miles from the college to ensure that vendor can dispatch engineers and technician to the college campus quickly with short travel times and for designated college IT staff to easily travel to the vendor’s office.
- At the Vendor’s operating office, the vendor needs to have data center facilities to allow for staging and testing of the DAP solution prior to installing it to site to allow for designated college IT staff to work with the solution without restriction before deploying it into production.
- Vendor is required to be a Gold Partner of the DAP developer for which they provide the bid
- Vendor is required to only use own employees to perform all the work related to the project. No part of project can be contracted out.
- Vendor is required to only assign employees to the project who are Manufacturer Certified for the products they will be working on.
- Vendor is required to start the project within 15 business days (3 calendar weeks) after receiving the Purchase Order and must be able to complete the implementation and configuration, as well as the initial remediation phase the project within 20 business days (4 calendar weeks) after starting the project.
- Vendor must be able to allow for a flexible implementation time line, recognizing the business/academic needs of the college
- Vendor is required to assign a dedicated project manager to the project
- Vendor is required to provide at least 3 references of highly identical Varonis DAP projects (provide summary of project scope) for customers in the education or non-profit market.

End.

Contract Terms and Conditions

Table of Contents

Terms and Conditions.....VI
 BID STANDARD TERMS AND CONDITIONSVI
 TERMS AND CONDITIONS FOR THIS BIDVI
 INSURANCE REQUIREMENTSVI
 RIVIP INFO - BID SUBMISSION REQUIREMENTSVI
 PURCHASE AGREEMENT BIDVII
 DELIVERY PER AGENCYVII
 FISCAL YEAR - AWARD EXTENDING PAST FISCAL YR ENDVII

Terms and Conditions

BID STANDARD TERMS AND CONDITIONS

TERMS AND CONDITIONS FOR THIS BID

INSURANCE REQUIREMENTS

AN INSURANCE CERTIFICATE IN COMPLIANCE WITH PROVISIONS OF ITEM 31 (INSURANCE) OF THE GENERAL CONDITIONS OF PURCHASE IS REQUIRED FOR COMPREHENSIVE GENERAL LIABILITY, AUTOMOBILE LIABILITY, AND WORKERS' COMPENSATION AND MUST BE SUBMITTED BY THE SUCCESSFUL BIDDER(S) TO THE DIVISION OF PURCHASES PRIOR TO AWARD. THE INSURANCE CERTIFICATE MUST NAME THE STATE OF RHODE ISLAND AS CERTIFICATE HOLDER AND AS AN ADDITIONAL INSURED. FAILURE TO COMPLY WITH THESE PROVISIONS MAY RESULT IN REJECTION OF THE OFFEROR'S BID. ANNUAL RENEWAL CERTIFICATES MUST BE SUBMITTED TO THE AGENCY IDENTIFIED ON THE PURCHASE ORDER. FAILURE TO DO SO MAY BE GROUNDS FOR CANCELLATION OF CONTRACT.

NOTE: IF THIS BID COVERS CONSTRUCTION, SCHOOL BUSING, HAZARDOUS WASTE, OR VESSEL OPERATION, APPLICABLE COVERAGES FROM THE FOLLOWING LIST MUST ALSO BE SUBMITTED TO THE DIVISION OF PURCHASES PRIOR TO AWARD: * PROFESSIONAL LIABILITY INSURANCE (AKA ERRORS & OMISSIONS) - \$1 MILLION OR 5% OF ESTIMATED PROJECT COST, WHICHEVER IS GREATER. * BUILDER'S RISK INSURANCE - COVERAGE EQUAL TO FACE AMOUNT OF CONTRACT FOR CONSTRUCTION. * SCHOOL BUSING - AUTO LIABILITY COVERAGE IN THE AMOUNT OF \$5 MILLION. * ENVIRONMENTAL IMPAIRMENT (AKA POLLUTION CONTROL) - \$1 MILLION OR 5% OF FACE AMOUNT OF CONTRACT, WHICHEVER IS GREATER. * VESSEL OPERATION - (MARINE OR AIRCRAFT) - PROTECTION & INDEMNITY COVERAGE REQUIRED IN THE AMOUNT OF \$1 MILLION.

RIVIP INFO - BID SUBMISSION REQUIREMENTS

It is the Vendor's responsibility to check and download any and all addenda from the RIVIP. This offer may not be considered unless a signed RIVIP generated Bidder Certification Cover Form is attached and the Unit Price column is completed. The signed Certification Cover Form must be attached to the front of the offer. When delivering offers in person to One Capitol Hill, vendors are advised to allow at least one hour additional time for clearance through security checkpoints.

MAILING ADDRESS FOR BID PROPOSALS ISSUED BY THE STATE OF RHODE ISLAND, DIVISION OF PURCHASES

All Bid Proposals must be submitted by mail or hand delivered to:

- State of Rhode Island
- Department of Administration
- Division of Purchases, Second floor
- One Capitol Hill
- Providence, RI 02908-5855

DIVESTITURE OF INVESTMENTS IN IRAN REQUIREMENT:

No vendor engaged in investment activities in Iran as described in R.I. Gen. Laws §37-2.5-2(b) may submit a bid proposal to, or renew a contract with, the Division of Purchases. Each vendor submitting a bid proposal or entering into a renewal of a contract is required to certify that the vendor does not appear on the list maintained by the General Treasurer pursuant to R.I. Gen. Laws §37-2.5-3.

PURCHASE AGREEMENT BID

BIDDING (a) A single price shall be quoted for each item against which a proposal is submitted. This price will be the maximum in effect during the agreement period. Any price decline at the manufacturer's level shall be reflected in a reduction of the agreement price to the State. (b) Quantities, if any, are estimated only. The agreement shall cover the actual quantities ordered during the period. Deliveries will be billed at the single, firm, awarded unit price quoted regardless of the quantities ordered. (c) Bid price is net F.O.B. destination and shall include inside delivery at no extra cost. (d) Bids for single items and/or a small percentage of total items listed, may, at the State's sole option, be rejected as being non-responsive to the intent of this request. **ORDERING** (a) The User Agency(s) will submit individual orders for the various items and various quantities as may be required during the agreement period. (b) Exception - Regardless of any agreement resulting from this bid, the State reserves the right to solicit prices separately for any extra large requirements for delivery to specific destinations.

Mailing Address for Bid Proposals issued by the State of Rhode Island, Division of Purchases:

All Bid Proposals must be submitted to the following address:

State of Rhode Island
Department of Administration
Division of Purchases, 2nd Floor
One Capitol Hill
Providence, RI 02908

DELIVERY PER AGENCY

DELIVERY OF GOODS OR SERVICES AS REQUESTED BY AGENCY.

FISCAL YEAR - AWARD EXTENDING PAST FISCAL YR END

AWARDS EXTENDING BEYOND JUNE 30TH ARE SUBJECT TO AVAILABILITY OF FUNDS. CONTINUATION OF THE CONTRACT BEYOND THE INITIAL FISCAL YEAR WILL BE AT THE DISCRETION OF THE STATE. TERMINATION MAY BE EFFECTED BY THE STATE BASED UPON DETERMINING FACTORS SUCH AS UNSATISFACTORY PERFORMANCE OR THE DETERMINATION BY THE STATE TO DISCONTINUE THE GOODS/SERVICES, OR TO REVISE THE SCOPE AND NEED FOR THE TYPE OF GOODS/SERVICES; ALSO MANAGEMENT OWNER DETERMINATIONS THAT MAY PRECLUDE THE NEED FOR GOODS/SERVICES.