



STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS

Department of Administration

DIVISION OF PURCHASES

One Capitol Hill, 2nd floor

Providence, RI 02908

TEL: (401) 574-8100

FAX: (401) 574-8387

Website: www.purchasing.ri.gov

REQUEST FOR QUOTE (RFQ) – BID# 7550767

FORESCOUT NETWORK ACCESS CONTROL EQUIPMENT AND SERVICES - CCRI

SUBMISSION DEADLINE: 07/28/2016 at 11:00 AM (EST)

PRE-BID CONFERENCE:

NO

YES _____

Buyer Name: Sharon Louro

Title: Buyer I

QUESTIONS concerning this solicitation must be received by the Division of Purchases at (sharon.louro@purchasing.ri.gov) no later than **Monday July 18, 2016 @ 4:00 PM EST**.

Questions should be submitted in a *Microsoft Word attachment*. Please reference the **RFQ Bid # 7550767** on all correspondence. Questions received, if any, will be posted on the Rhode Island Division of Purchases website as an addendum to this solicitation. It is the responsibility of all interested parties to download this information.

NOTE TO VENDORS:

Vendors must register on-line at the Rhode Island Division of Purchases website at www.purchasing.ri.gov.

Offers received without the completed three-page Rhode Island Vendor Information Program (RIVIP) Generated Bidder Certification Cover Form attached may result in disqualification.

THIS PAGE IS NOT A BIDDER CERTIFICATION FORM



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The Division of Purchasing, on behalf of CCRI, is soliciting for ForeScout Network Access Control Equipment and Services.

- Vendors are required to complete Bid Form and submit with their proposal.
- All items within the bid form must be bid on in order to be considered.
- This bid needs to be detailed and priced on a per-line basis.
- In order to appropriately size the bid for Technical and Professional Services, read the sections listed on pages 3-9 to get a good understanding what needs to be included.
- The initial purchase of hardware and/or software (including license keys) must include first year maintenance/support and subscription costs.
- Optional pricing for support/maintenance for years 3 and 5 on current pricing is included in the bid form.
 - It is understood that manufacturer may increase support/maintenance costs of the products in future years.
 - Optional maintenance pricing will not be part of the evaluation process, it is for informational purposes only.
- Bidders must submit a hard copy of the bid form along with the RIVIP three – page Bidder Certification Cover Form.
- An Electronic Based File is attached that includes an Excel Spreadsheet for submission of the vendor bid form for this solicitation. No USB drives will be accepted.
- Submission instruction is as follows:
 - Please submit a **DISC (CD) copy** of your bid form in the same excel format provided.
 - Bidders are instructed to submit pricing **ONLY** in excel on the Electronic Based Excel File. Please do not print the Sample Spread Sheet(s) and manually enter pricing.
 - Once Disc Based File is completed submit an electronic version in Excel on a disc (CD). Also submit a **printed signed hard copy** of your Excel spread sheet with your proposal.



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1. Technical Specifications

The Community College of Rhode Island (CCRI) uses a mix of systems for network access control (NAC). These systems include Bradford and Aruba, which are used to manage user and device onboarding to the campus network. Due to changing technologies and end user requirements, CCRI wants to replace the existing NAC environment with a solution that is aligned with new technologies, security threats, and user devices.

1.1. The NAC will have the following features:

- 1.1.1. Network and Endpoint Visibility
- 1.1.2. Security Policy Enforcement
- 1.1.3. Security Infrastructure Integration
- 1.1.4. Role Based Access Control
- 1.1.5. Rogue Device Detection
- 1.1.6. Guest Provisioning Services
- 1.1.7. Application and Patch Management Enforcement
- 1.1.8. Threat Detection
- 1.1.9. Reporting
- 1.1.10. Ability to not have a client installed on most devices

2. Professional Services for Implementation

As part of the bid the Vendor is required to include Professional Services for Configuration and Implementation of the ForeScout Network Access Control Equipment. It is expected that in the following responsibilities are included to ensure a successful implementation that should provide an optimally functioning NAC and operates within the parameters acceptable to the college.



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2.1. Project Planning

Vendor will plan deployment of the new technology, taking into account any downtime required to execute the planned work, working around CCRI's scheduling requirements. As part of this phase, Vendor will present a Project Plan to CCRI for CCRI's review and approval. CCRI's resources and any third-party vendors will be coordinated and communicated to CCRI such that they are prepared for deployment.

2.2. Provide Specifications for Physical/Environmental Aspects

- 2.2.1. Procure all Vendor provided equipment for installation
- 2.2.2. Ship/deliver equipment to the client's site in accordance with implementation schedule
- 2.2.3. Designate and coordinate engineering resources according to an agreed upon schedule
- 2.2.4. Planning and Design
- 2.2.5. Staging and Configuration
- 2.2.6. Installation, Cutover, and Testing
- 2.2.7. Documentation
- 2.2.8. Follow up to ensure any implementation related issues are addressed in a timely manner

2.3. Technical Implementation Strategy

The primary flow of responsibilities during deployment will consist of the following:

- 2.3.1. Stage and configure CounterACT10000 hardware or VM appliances
- 2.3.2. Stage and configure Enterprise Manager in VM environment
- 2.3.3. Upgrade primary software, apply licenses, and upgrade all built-in plug-ins
- 2.3.4. License device and apply software and licensing for all paid-for plug-ins
- 2.3.5. Engineer will have multiple detailed design and discovery sessions to review plans for integration, policies, and cutover and migration strategies before any



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changes to the environment are made. These discussions may alter the exact detail of the tasks outlined

- 2.3.6. Create a configuration template for network infrastructure devices to tie into CounterACT
- 2.3.7. Integrate CounterACT into all core switches, wireless controllers, and VPN gateways via SNMP and SSH
- 2.3.8. Integrate CounterACT into Active Directory infrastructure
- 2.3.9. Design and deploy new 801.2x SSIDs for use by faculty, staff, students, guests and contractors
- 2.3.10. Configure Active Directory group policies to allow agentless access into corporate controlled endpoints
- 2.3.11. Register all Active Directory controlled endpoints via an agentless approach, then push agent silently to corporate controlled devices
- 2.3.12. Machines not capable of agentless integration will have the client manually installed via captive portal or via manual installation process where appropriate
- 2.3.13. There will be no "registration" process for corporate controlled devices, user identification for all corporate and student smart devices will come from the 802.1.x process
- 2.3.14. Design and deploy new SSID to primarily service guest users
- 2.3.15. Configure network to restrict resource availability from guest users
- 2.3.16. Design and deploy guest captive portal, which leverages custom HTML to direct users through a process of identification and registration. Password delivery via email and SMS will be required.
- 2.3.17. Non-Standard IP-Enabled devices will be registered via a mix of profiling and manual assignment
- 2.3.18. Configure best practice policies to provide high level and low level endpoint visibility of all non-server IP addresses



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- 2.3.19. Migrate relevant policies and integrations from legacy NAC systems that may be deployed in the environment; these systems may include Bradford and Aruba
- 2.3.20. Primary posture checking of anti-virus applications, OS updates, and other agents and software critical to CCRI will be performed for all corporate machines; actions and remediation will not be activated until a later phase and will therefore will not be completed as part of this project
- 2.3.21. Integration into SCCM and WSUS management systems for added functionality and control
- 2.3.22. Leverage the automation of ForeScout to profile and assign printer and other utility devices to appropriate wired VLANs
- 2.3.23. Configure enforcement policies based on a mixture of VLAN switching, access-control lists, virtual firewall, and 802.1x functions
- 2.3.24. Configure SPAN port in the core to leverage threat detection, virtual firewall, and additional visibility
- 2.3.25. Configure and tune behavioral IPS functionality
- 2.3.26. Configure FireEye appliance to send specific messages to ForeScout based on specific events occurring within the system
- 2.3.27. Configure Threat Protection plug-in to accept messages from FireEye appliance and translate messages to a format Forescout will understand
- 2.3.28. Design and deploy policy flow to take specific NAC actions depending on the messages being received from FireEye
- 2.3.29. Configure and Deploy Data-Exchange plug-in (DEX) in a basic form to be used later for reporting out to an external database. Fully configuring this plug-in and the external database are not part of this project.
- 2.3.30. Configure and Deploy Syslog plug-in to push specific profile and event information to a local syslog server depending on what policy is hit at the time



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- 2.3.31. Review monitor mode visibility policy data and begin planning for enforcement
- 2.3.32. Test user experience for laptop on wired and wireless, mobile devices, and non-standard IP-enabled devices
- 2.3.33. Roll out full enforcement of ForeScout policies to all devices on core wireless networks and wired networks via a phased in approach
- 2.3.34. Test user experience for laptop on wired and wireless networks, mobile devices, and non-standard IP-enabled device
- 2.3.35. Train CCRI IT and helpdesk teams on features and functionality of platform
- 2.3.36. Vendor will provide Day 2 support for issues that may arise from the new solution during the first week following "Go- Live" of enforcement and remediation actions in early summer
- 2.3.37. Creation of a detailed user guide that will be used to educate internal IT staff and users of the network
- 2.3.38. Shutdown and decommission Bradford NAC and Aruba appliances
- 2.3.39. Scrub network of legacy Bradford configurations that are no longer needed
- 2.3.40. Provide documentation of solution components and data flow

3. Vendor Responsibilities

Vendor will assign a team with the necessary experience delivering projects of similar scope and size. Exact staffing will vary based on need as Vendor ensures accurate and complete coverage of specific areas. The following key roles would be assigned by phase on this project on behalf of Vendor:

- **Project Roles and Responsibilities**

At a minimum, Vendor will have the following staff assigned to the project with similar skills and experience (**titles are for reference purposes only**)



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Title	Responsibility
Solutions Architect	Working directly with the Client, understands the development effort and business goals of the project. Will be responsible for the vision that underlies the solution and the execution of that vision into the solution. Will participate in the early phase to ensure project and technical continuity with the Project Manager and Principle Engineer.
Project Manager	Responsible to manage the project engagement through the entire project life cycle including but not limited to project initiation, planning, execution, adoption and closure. Establish project timelines, milestones, and success factors in concert with the client and their stakeholders. Vendor’s single point of contact for managing project communication, schedule, issues, risk and resources.
Principle Engineer	As the senior technical role on the engagement, responsible to ensure the solution meets the objectives of the project, the design and technical implementation strategy is technically sound, and is the technical escalation point for the project team.
Technical Subject Matter Expert (SME)	Vendor will staff the project with experienced certified engineers who will carry out the technical tasks throughout the project.

4. A Vendor submitting a bid for the specified ForeScout and related Professional Services is regarded as acceptable and is required to meet the following requirements:

4.1. 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.

4.2. At the Vendor’s operating office, the vendor needs to have data center facilities to allow for staging and testing of the ForeScout NAC Equipment prior to installing it to



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site to allow for designated college IT staff to work with the solution without restriction before deploying it into production.

- 4.3.** Vendor is required to be a Gold Level Partner of the ForeScout manufacturer for which they provide the bid
- 4.4.** 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.
- 4.5.** Vendor is required to only assign employees to the project who are Manufacturer Certified for the products they will be working on.
- 4.6.** Vendor must be able to allow for a flexible implementation time line, recognizing the business/academic needs of the college
- 4.7.** Vendor is required to assign a dedicated project manager to the project
- 4.8.** Vendor is required to provide at least 3 references of highly identical ForeScout projects (provide summary of project scope) for customers in the education or non-profit market.

TERMS AND CONDITIONS

DELIVERY PER AGENCY

DELIVERY OF GOODS OR SERVICES AS REQUESTED BY AGENCY.

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

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

VENDOR SPECIFICATIONS

ALL VENDORS MUST INCLUDE SPECIFICATIONS WITH BID PROPOSAL (EVEN THOSE BIDDING BRAND SPECIFIED). FAILURE TO SUBMIT SPECIFICATIONS WITH BID PROPOSAL MAY RESULT IN DISQUALIFICATION OF BID. ITEMS IN CATALOGS MUST BE CLEARLY MARKED AND PAGES TABBED.

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.

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.