

**RFP2024-08 IMPLEMENT CYBERSECUTITY PROGRAM FOR TRENTON WATER WORKS- VIRTUAL PROPOSAL OPENING DATE APRIL 11, 2024 AT 11:00AM**

RFP2024-08 IMPLEMENT CYBERSECURITY PROGRAM, RISK ASSESSMENT, IMPLEMENT APPROPRIATE CONTROLS, CREATE METHODS TO REPORT CYBERSECURITY INCIDENTS, CREATE AND EXERCISE RESPONSE AND RECOVERY PLANS AND PROVIDE CYBERSECURITY INCIDENTS, CREATE AND EXERCISE RESPONSE AND RECOVERY PLANS AND PROVIDE CYBERSECURITY AWARENESS AND TRAINING PROGRAM FOR THE CITY OF TRENTON , DEPARTMENT OF WATER AND SEWER							
NUMBER OF PROPOSERS:	6						
NAME OF BIDDER	SECURERANCE, LLC	DIGITAL TEAM SIX, INC.	CARTER SECURITY, LLC	TRYFACTA, INC.	FR SECURE, LLC	VERIZON NEW JERSEY, INC.	CYBER SECURITY CONSULTING OPS
	13916 MONROES BUSINESS PARK - SUITE 102	123 NORTH UNION AVENUE - SUITE 203	120 MADEIRA DR.	115 ROUTE 46 WEST BUILDING F	6550 YORK AVENUE S#500	ONE VERZON WAY	309 FELLOWSHIP ROAD - EAST GATE CENTER, SUITE 200
CITY, STATE, ZIP	TAMPA, FL 33635	CRANFORD, NJ 07016	ALBUEGUE, NM 87108	MOUNTAIN LAKES, NJ 07046	EDINA, MN 55435	BASKING RIDGE, NJ 07920	MT. LAUREL, NJ 08054
CONTACT NAME	PAUL ASHE	VIJAY VEDANABHATLA	CARTER SCHOERBERG	ARMAN DHAR	VANAE PEARSON	JENNIFER MUTCH	LINTON (TONY) WITTOCK
TELEPHONE	877-578-0215	973-668-6671	202-660-8066	925-640-3640	612-230-0427	973-202-2264	609-314-3999
FAX	N/A	N/A	N/A	408-503-0934	N/A	N/A	N/A
E-MAIL	<a href="mailto:pashe@securanceconsulting.com">pashe@securanceconsulting.com</a>	<a href="mailto:vijay@digitaalteamsix.com">vijay@digitaalteamsix.com</a>	<a href="mailto:carter@carter-sec.com">carter@carter-sec.com</a>	<a href="mailto:RFP@TRYFACTA.COM">RFP@TRYFACTA.COM</a>	<a href="mailto:vpearson@frsecure.com">vpearson@frsecure.com</a>	<a href="mailto:Jennifer.Mutch@Verizon.com">Jennifer.Mutch@Verizon.com</a>	<a href="mailto:Tonyw@cybersecurityconsultingops.com">Tonyw@cybersecurityconsultingops.com</a>
SUB-CONTRACTS	NONE	NONE	YES - SEE ATTACHED	NONE	N/A	NONE	NONE
STATEMENT OF OWNERSHIP DISCLOSURE	INCLUDED	INCLUDED	INCLUDED	INCLUDED	N/A	INCLUDED	INCLUDED
PROHIBITED INVESTMENT ACTIVITIES IN IRAN	INCLUDED	INCLUDED	INCLUDED	INCLUDED	N/A	INCLUDED	INCLUDED
ACKNOWLEDGEMENT OF RECEIPT OF ADDENDA #1 ISSUED 4-1-2024	INCLUDED	INCLUDED	INCLUDED	INCLUDED	N/A	INCLUDED	INCLUDED
REQUIRED EVIDENCE AFFIRMATIVE ACTION REGULATIONS QUESTIONNAIRE	INCLUDED	INCLUDED	INCLUDED	INCLUDED	N/A	INCLUDED	INCLUDED
NON-COLLUSION AFFIDAVIT	INCLUDED	INCLUDED	INCLUDED	INCLUDED	N/A	INCLUDED	INCLUDED
AMERICANS WITH DISABILITIES ACT OF 1990 LANGUAGE	INCLUDED	INCLUDED	INCLUDED	INCLUDED	N/A	INCLUDED	INCLUDED
NJ BUSINESS REGISTRATION CERTIFICATE FOR CONTRACTOR	INCLUDED	INCLUDED	REQUIRED FROM AWARDED PROPOSER	REQUIRED FROM AWARDED PROPOSER	REQUIRED FROM AWARDED PROPOSER	INCLUDED	REQUIRED FROM AWARDED PROPOSER
EIC	REQUIRED FROM AWARDED PROPOSER WITH SIGNED CONTRACTS	CERT# 69752 EXP. 2/15/2030	REQUIRED FROM AWARDED PROPOSER WITH SIGNED CONTRACTS	REQUIRED FROM AWARDED PROPOSER WITH SIGNED CONTRACTS	REQUIRED FROM AWARDED PROPOSER WITH SIGNED CONTRACTS	CERT#1673 EXP. 5/15/2025	REQUIRED FROM AWARDED PROPOSER WITH SIGNED CONTRACTS
MANDATORY EQUAL EMPLOYMENT OPPORTUNITY EXHIBIT A	INCLUDED	INCLUDED	INCLUDED	INCLUDED	N/A	INCLUDED	INCLUDED
STATE & FEDERAL DEBARMENT CERTIFICATIONS	INCLUDED	INCLUDED	INCLUDED	INCLUDED	N/A	INCLUDED	INCLUDED
ETHICS COMPLAINT DISCLOSURE	INCLUDED	INCLUDED	INCLUDED	INCLUDED	N/A	INCLUDED	INCLUDED
CERTIFICATE OF INSURANCE	REQUIRED FROM AWARDED PROPOSER	REQUIRED FROM AWARDED PROPOSER	REQUIRED FROM AWARDED PROPOSER	REQUIRED FROM AWARDED PROPOSER	REQUIRED FROM AWARDED PROPOSER	REQUIRED FROM AWARDED PROPOSER	REQUIRED FROM AWARDED PROPOSER
CITY OF TRENTON RESIDENT EMPLOYMENT POLICY	INCLUDED	INCLUDED	INCLUDED	INCLUDED	N/A	INCLUDED	INCLUDED
60-DAY EXTENSION COMPLIANCE	YES	YES	YES	YES	N/A	NO	INCLUDED
COMPLIANCE WITH EMERGENCY SERVICES	YES	YES	YES	YES	N/A	YES	YES
THREE (3) REFERENCES	YES	YES	YES	YES	N/A	YES	YES
W-9	N/A	N/A	N/A	N/A	N/A	N/A	N/A
SEE ATTACHED TOTAL AMOUNT, BREAKDOWN OF PRICING OR HOURLY RATES ATTACHED	SEE ATTACHED BREAKDOWN OF PRICING ATTACHED	SEE ATTACHED BREAKDOWN OF PRICING ATTACHED	SEE ATTACHED BREAKDOWN OF PRICING ATTACHED	SEE ATTACHED BREAKDOWN OF PRICING ATTACHED	N/A	SEE ATTACHED BREAKDOWN OF PRICING ATTACHED	SEE ATTACHED BREAKDOWN OF PRICING ATTACHED
EXCEPTIONS (IF ANY)	NONE	NONE	NONE	NONE	NONE	NONE	NONE
FATAL FLAW	NONE	NONE	NONE	NONE	INCOMPLETE PROPOSAL - FATAL DEFECT	NONE	NONE

# FEE PROPOSAL

Securance has provided hourly rate schedules for all staff roles that will be assigned to TWW's project in the table below. Paul Ashe will be TWW's engagement manager, while Chris Bunn, Ray Resnick, Jerry Bruggeman, and Montrell Hill will be TWW's senior cybersecurity consultants.

Consultant Role	Hourly Rate
Engagement Manager	\$140
Senior Cybersecurity Consultants	\$132
All Securance Resources – Incident Response (5-Year Technical Support Retainer)	\$250

# B. Fee Proposal

Date: 04/08/24

**Quote: CLPR-24-3155**

Prepared for:  
Trenton Water Works  
319 East State Street  
Trenton, NJ 08608

Prepared by  
Digital Team Six  
123 N. Union Ave, Suite# 203  
Cranford, NJ 07016

Proposal for the Cybersecurity Program implementation at Trenton Water Works. Culperl is the managed Cybersecurity solution that's purpose built for NJ State, Local Government agencies and associated Water and Wastewater agencies. With certified Security Operations Center, managed Access Management and Network Management modules, Culperl provides compliant cybersecurity controls, timely alerting and proactive remediation for cyber security incidents.

**Total Not to exceed one time program implementation cost: \$216,228**

Activity	Description	Type	Blended Rate	Est. Hours	Rate	Total
Discovery and Cyber Risk Assessment	Asset, data flows, and resource alignments discovery at Trenton Water Works locations. Perform cyber risk assessment and threat modeling aligned to NIST, WQAA and NJ JIF MEL frameworks for current compliances.	One Time Activities	150 /hr	254	\$38,100	\$38,100
Cyber Risk Mitigation and Regulatory Compliance	Update Cybersecurity policies, risk management procedures and standards. Enhance Cybersecurity controls to meet mandated compliances mentioned above. Certified vCISO liaison with NJCCIC.	One Time Activities	180 /hr	402	\$72,360	\$72,360
<b>Total</b>	<b>Not to exceed one-time services amount</b>					<b>\$110,460</b>

Product	Description	Type	Term	Control Rooms	MSRP	Discounted	Annual
Digital Team Six Culperl Cybersecurity Solution <sup>5</sup>	Security Operations Center (SOC), access controls and network management utilizing proprietary Cybersecurity technology with 24 X 7 X 365 cybersecurity support.	Subscription	1 Year <sup>6</sup>	2 <sup>7</sup>	\$6,780 /Control Room/Month	\$4,407 /Control Room/Month	\$105,768

<sup>5</sup> Includes software and hardware licensing of individual Culperl components.

<sup>6</sup> 1 year term with option to renewal terms can be revisited after the first year.

<sup>7</sup> Trenton Water Works Main and Aux control rooms.

## Cost and Price Proposal

Carter-Security, LLC is please to provide the Trenton Department of Water and Sewer (DOWS) with a firm fixed price in the first year of \$181,000.00. Depending on the level of accomplishments made by DOWS in year one, the level of effort for years 2-5 will (based on historical averages) be greatly diminished and should allow the total costs of ownership to remain under the established budget for this program of \$300,000.00.

### Implement Cybersecurity Program as described in the SOW\*

Level of Effort: 200 man-hours (\*) Does not include Technical Support for 5 years.

Consultant	Level of Effort	Rate	Total
Carter Schoenberg	400	\$250.00	\$100,000.00
Brooks Thornhill	100	\$225.00	\$22,500.00
Total			\$122,500.00

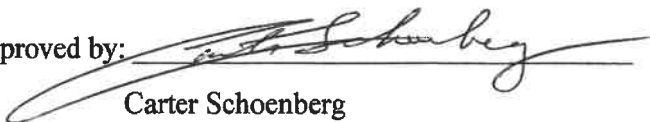
### Continued Support

Consultant	Level of Effort Annually (5 Year Period)	Rate	Total
Carter Schoenberg	120	\$250.00	\$30,000.00
Brooks Thornhill	60	\$225.00	\$13,500.00
Total			\$43,500.00

### Providing Bid Phase Services

Consultant	Level of Effort Annually (5 Year Period)	Rate	Total
Carter Schoenberg	60	\$250.00	\$15,000.00
Total			\$15,000.00

Approved by:



Carter Schoenberg

Date: 4-9-24

President & Owner: Carter-Security, LLC

**NOTICE OF INTENT TO SUBCONTRACT FORM  
(MANDATORY IF APPLICABLE)**

This notice of intent **must** be completed and included as part of each proposer's proposal. Failure to submit this form will cause rejection of the RFP as non-responsive.

Please check one of the below-listed boxes:

☒ If awarded this contract, I will engage subcontractors to provide certain goods and/or services.

ALL PROPOSERS THAT INTEND TO ENGAGE SUBCONTRACTORS MUST ALSO SUBMIT A COMPLETED AND CERTIFIED SUBCONTRACTOR UTILIZATION PLAN WITH THEIR PROPOSALS. PROPOSERS SHOULD ALSO SUBMIT A NEW JERSEY BUSINESS **REGISTRATION CERTIFICATE** FOR EACH SUBCONTRACTOR AS WELL AS ANY **LICENSES** HELD BY SUBCONTRACTORS WITH THEIR REQUEST FOR PROPOSAL.

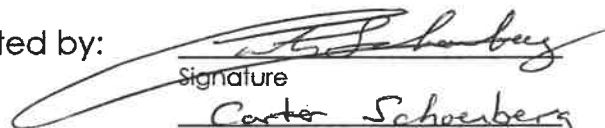
☐ If awarded this contract, I do not intend to engage subcontractors to provide any goods and/or services.

**ALL PROPOSERS THAT DO NOT INTEND TO ENGAGE SUBCONTRACTORS MUST  
ATTEST TO THE FOLLOWING CERTIFICATION:**

I hereby certify that if the award is granted to my firm and if I determine at any time during the course of the contract to engage subcontractors to provide certain goods and/or services, I will submit the Subcontractor Utilization Plan for approval to the Business Administrator or his legal representative in advance of any such engagement of subcontractors. Additionally, I certify that in engaging subcontractors, I will make a good faith effort to achieve the subcontracting set-aside goals established for this contract, and I will attach to the plan documentation of such efforts.

Respectfully submitted by:

(Seal—if bid is by a  
corporation)



Signature

Carter Schoenberg

Name, typed or printed

President / Owner

Title

Carter Security, LLC

Name of Firm

120 Madeira Dr, Albuquerque, NM 87108

Business Address/Zip

702 660 8066

Telephone

Fax

**PROVIDE A LIST SUB-CONTRACTORS  
COPY OF LICENSES SUBMITTED WITH PROPOSAL SUBMITTAL  
(MANDATORY IF APPLICABLE)**

NAME Rhombus S  
ADDRESS Wright Patterson AFB  
CITY, STATE, ZIP DAYTON, OH 45324  
TELEPHONE: (907) 476-8124  
FAX NO. \_\_\_\_\_  
TRADE \_\_\_\_\_  
LICENSE NO. \_\_\_\_\_

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY, STATE, ZIP \_\_\_\_\_  
TELEPHONE: \_\_\_\_\_  
FAX NO. \_\_\_\_\_  
TRADE \_\_\_\_\_  
LICENSE NO. \_\_\_\_\_

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY, STATE, ZIP \_\_\_\_\_  
TELEPHONE: \_\_\_\_\_  
FAX NO. \_\_\_\_\_  
TRADE \_\_\_\_\_  
LICENSE NO. \_\_\_\_\_

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY, STATE, ZIP \_\_\_\_\_  
TELEPHONE: \_\_\_\_\_  
FAX NO. \_\_\_\_\_  
TRADE \_\_\_\_\_  
LICENSE NO. \_\_\_\_\_

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY, STATE, ZIP \_\_\_\_\_  
TELEPHONE: \_\_\_\_\_  
FAX NO. \_\_\_\_\_  
TRADE \_\_\_\_\_  
LICENSE NO. \_\_\_\_\_

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**PRICE PROPOSAL****1 FEE STRUCTURE**

Proposed Staff	Hourly Rate	Total Number of hours	Item Total
Project Manager	\$162.50	182.00	\$29,575.00
Senior Cybersecurity Architect	\$182.00	1456.00	\$264,992.00
		<b>Total</b>	<b>\$294,567.00</b>

**\*Out of scope**

Cybersecurity technical support is not part of this proposal; a separate proposal will be submitted for security operations and technical support.



## Engagement Investment

Risk Assessment Program	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6
NIST CSF Risk Assessment - L2	✓		✓		✓	
Update Risk Assessment		✓		✓		✓
Roadmap	✓	✓	✓	✓	✓	✓
Vulnerability Scanning once every 6 Months*	✓	✓	✓	✓	✓	✓
vCISO Services	✓	✓	✓	✓	✓	✓
Incident Response Retainer	✓	✓	✓	✓	✓	✓
Information Security Awareness Training Session	✓					
IR Plan Coaching and Tabletop		✓				
Policy Coaching and Writing		✓				
DR Plan Coaching and Tabletop		✓				

\*Missed scans do not carryover

\*Since building a security program takes time some engagements will likely need to be completed in years 2+. Our approach is to address the most significant risks in a prioritized order.

Name	Price	QTY	Terms	Subtotal
Year 1 Security Program followed by 5 years of support	\$5,000	72	Per month, invoiced quarterly	\$360,000

**Total (USD) \$360,000**

This Proposal Expires In 60 Days

Termination: There is a minimum requirement of a 12-month commitment. If Client cancels this Statement of Work for any reason in months 1-12, then Client agrees to pay the cost of a one-year commitment. If Client cancels this Statement of Work in any month following the 12th month, then Client agrees to pay 20% of a one-year fee as a termination fee.

## Client Acceptance

City of Trenton - Department of Water and Sewer

Signature of Authorized Agent

Date

Upon completion information regarding payment details will be sent to [btuve@frsecure.com](mailto:btuve@frsecure.com), your finance department will need this.

## Contact Information

FRSecure LLC  
Attn: Vanae Pearson  
6550 York Ave S #500  
Edina, MN 55435  
Phone 612-230-0427  
Email: [vpearson@frsecure.com](mailto:vpearson@frsecure.com)

## CONFIDENTIAL INFORMATION

This document may contain information that is privileged, confidential or otherwise protected from disclosure. Dissemination, distribution or copying of this document or the information herein is prohibited without prior permission of FRSecure.



## 11. EXHIBIT A - PRICING & ASSUMPTIONS

### Summary

The City of Trenton did not include an exhibit in the solicitation inclusive of a pricing sheet and an area to document the list of assumptions. Verizon created a pricing sheet that is titled "Exhibit A - Pricing & Assumptions" inclusive of the pricing and a list of assumptions.

### Pricing

Description	Total Price
Security Services	\$300,000.00

### Assumptions

- The shall not exceed total compensation amount estimated at \$300,000 in the Request For Proposal (RFP) is for the Period of Performance (PoP) of one (1) calendar year. Once the implementation is complete, the Firm will be required to provide a proposal for a five (5) calendar year Period of Performance (PoP) for technical support that will be for response in case of an incident or breakdown.
- The Firm's delivery personnel will perform the services from locations that are remote from the Customer's locations.
- The Firm's delivery personnel are required to be citizens of the United States of America.
- The Firm's delivery personnel are required to deliver services from locations based in the United States of America.
- The Firm that performs the Risk Assessment will not be excluded from performing the implementation of the project work associated with the "Implement Appropriate Controls" requirements in the RFP due to an Organizational Conflict of Interest (OCI).
- For the "Implement Appropriate Controls" requirement in the RFP, the Firm delivering the services will not be required to implement changes to the configuration of the network. The Firm will provide recommended changes to the Customer to consider for implementation.
- For the "Implement Appropriate Controls" requirement in the RFP, the Firm delivering the services:
  - a) Will provide consulting services that provide recommendations to the Customer for consideration.
  - b) Will not install/uninstall hardware.
  - c) Will not install/uninstall software.
  - d) Will not maintain hardware currency (e.g., firmware updates, device upgrades).
  - e) Will not maintain software currency (e.g., software updates).
  - f) Will not monitor for availability (e.g., uptime, downtime, outage notifications).
  - g) Will not provide 24x7x365 security monitoring and response of hardware and software.
  - h) Will not remediate vulnerabilities related to hardware and software.
  - i) Will not perform decommissioning activities of hardware and software (e.g., uninstall software, remove hardware, sanitize media).
- The Customer is responsible for the hardware, software, and maintenance agreements procured during the Period of Performance (PoP).

## Cost of MSSP Services

**Cost for Managed Security Services Provider (MSSP) - Yearly**

**Resources allocated for this project and pay scale.**

Managed Security Services Provider Tasks (MSSP)	Internal/ External Assessment	Policy Review/ Creation	Incident Response	Employee's Training	SIEM Setup	SIEM Monitoring Alerts	Project Manager	Hourly Salary Hourly
Tony Wittock	X	X	X	X	X	X		\$100
Paul Warner		X	X					\$75
Adrian Johnson					X	X	X	\$50
Will Waylee					X	X	X	\$40
Floyd Woods	X				X	X		\$50