

Financial Services
Mr. Ron Y. Steiger, Chief Financial Officer

**SUBJECT: AWARD REQUEST FOR PROPOSALS NO. RFP-21-013-
MJ – CYBERSECURITY TRAINING SOFTWARE**

COMMITTEE: FISCAL ACCOUNTABILITY & GOVERNMENT RELATIONS

**LINK TO STRATEGIC
PLAN: EFFECTIVE AND SUSTAINABLE OPERATIONAL
PRACTICES**

Procurement Management Services, at the request of Information Technology Services, released the above-referenced solicitation. The purpose of this Request for Proposals (RFP) is to establish a contract, for Software as a Service (SaaS) application training with a variety of courses for employees to take to increase employee cybersecurity awareness as needed by Miami-Dade County Public Schools. This RFP was advertised on the Procurement Management Services website, as well as DemandStar. This contract impacts all District employees, which breaks down to an annual amount of \$7.75 per employee based on the annual contract amount of \$266,666. The solicitation was shared with the District's Office of Economic Opportunity (OEO) for additional community outreach.

The initial term of the bid shall be for a three (3) year period, commencing upon contract execution, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be extended for two (2) additional one (1) year periods, and if needed, an additional ninety (90) days beyond the expiration of the renewal period, pending contract negotiations.

The Goal Setting Committee recommended that this solicitation be open with a 15 point preference for all M-DCPS certified Non-Minority Women and African American prime firms. The Goal Setting Committee also recommended that points be assigned on a sliding scale for non-certified prime contractors working with a M-DCPS certified Non-Minority Women or African American subcontractor. Any other Non-Minority Women or African American firms certified with another entity outside of the Metropolitan Statistical Area (MSA) was also eligible to receive 1-5 points for 1-5% pledged participation.

Thirteen (13) vendors responded to this advertised bid. Based on the criteria listed in the solicitation and the Selection Committee's scoring, oral presentations, and a Q&A session, two (2) vendors are being recommended for award, of which one (1) is certified. In the event that the District and the highest ranked proposer are unable to reach mutual agreement, the Selection Committee voted to select and negotiate with the second highest ranked proposer.

M-DCPS OEO staff verified the Small, Micro, Veteran and/or M/WBE certification status of the firm(s).

Fund Source

ESSER

OTHER

RECOMMENDED: That The School Board of Miami-Dade County, Florida:

1. **AWARD** REQUEST FOR PROPOSALS NO. RFP-21-013-MJ – CYBERSECURITY TRAINING SOFTWARE, to provide Software as a Service (SaaS) application training with a variety of courses for employees to take to increase employee cybersecurity awareness as needed by Miami-Dade County Public Schools, effective upon contract execution, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidder, be extended for two (2) additional one (1) year renewal periods thereto and if needed, an additional ninety (90) days beyond the expiration of the renewal period, pending contract negotiations, as follows:

Highest Ranked Proposer

MGT OF AMERICA CONSULTING, LLC
4320 WEST KENNEDY BOULEVARD, SUITE 200
TAMPA, FL 33609
OWNER/OFFICER: CARLA LUKE

Second Highest Ranked Proposer

DIGITALERA GROUP, L.L.C. MWBE
4931 SW 75TH AVENUE
MIAMI, FL 33155
OWNER/OFFICER: CLIFFORD J. DYER
HISPANIC AMERICAN

2. **AUTHORIZE** the Superintendent to purchase up to a total estimated amount of \$800,000, for the initial contract term of three (3) years, and an amount not to exceed \$266,666, for each subsequent one (1) year extension period(s). Board authorization of this recommendation does not mean the amounts shown will be expended.