

3. TENDER INSIGHT CYBERSECURITY AUDIT SERVICES BY TenderSight

PURPOSE OF THE DOCUMENT:

WELCOME TO THE **TENDER INSIGHT DOCUMENT** YOUR TRUSTED GUIDE CRAFTED BY TENDERSIGHT TO HELP YOU NAVIGATE THE WORLD OF REQUESTS FOR PROPOSALS (RFPs) LIKE A PRO. THINK OF IT AS YOUR GPS FOR PROPOSAL SUCCESS, CONSOLIDATING ESSENTIAL PROJECT DETAILS, ELIGIBILITY CRITERIA, TECHNICAL SPECS, AND STRATEGIC TIPS. IT'S HERE TO ENSURE YOUR BID ISN'T JUST GOOD; IT'S **OUTSTANDING**.

KEY OBJECTIVES OF THE TENDER INSIGHT DOCUMENT:

OBJECTIVE	DESCRIPTION
DECODING THE COMPLEX	SIMPLIFIES TECHNICAL RFP SECTIONS INTO DIGESTIBLE, EASY-TO-UNDERSTAND CONTENT.
WHO CAN PARTICIPATE	CLARIFIES FIRM ELIGIBILITY AND HIGHLIGHTS REQUIRED CREDENTIALS.
BLUEPRINT FOR SUCCESS	PROVIDES STRATEGIC GUIDANCE ON PROPOSAL STRUCTURE, PARTNERSHIPS, AND SUBCONTRACTING.
RFP NAVIGATION	DIRECTS ATTENTION TO THE MOST CRITICAL RFP COMPONENTS TO AVOID MISSING KEY DETAILS.
BUDGET PLANNING	OFFERS SAMPLE BUDGETS AND FRAMEWORKS FOR COMPETITIVE, COMPREHENSIVE COST PROPOSALS.
TEAM STRUCTURE & COSTING	DETAILS THE COMPOSITION OF PROJECT TEAMS AND PROVIDES INSIGHTS INTO TEAM COSTING METHODOLOGIES.
RISK IDENTIFICATION	HIGHLIGHTS POTENTIAL PROJECT RISKS WITH PROACTIVE MITIGATION STRATEGIES.
COMPLIANCE SIMPLIFIED	BREAKS DOWN REGULATORY REQUIREMENTS LIKE GDPR AND HIPAA INTO ACTIONABLE STEPS.
SUBMISSION CHECKLIST	CONSOLIDATES SUBMISSION REQUIREMENTS TO ELIMINATE ERRORS AND OMISSIONS.

HOW THIS DOCUMENT HELPS BIDDERS:

BENEFIT	IMPACT
PROPOSAL PERFECTION	ENSURES ALL CRITICAL POINTS ARE ADDRESSED FOR A STRONG, COMPETITIVE BID.
TIME-SAVER	REDUCES RESEARCH TIME, LETTING YOU FOCUS ON CRAFTING A COMPELLING PROPOSAL.
RISK MITIGATION	IDENTIFIES POTENTIAL PITFALLS EARLY IN THE PROCESS TO MINIMIZE PROJECT RISKS.
SIMPLIFIED COMPLIANCE	CLARIFIES COMPLEX REGULATIONS, ENSURING SMOOTH COMPLIANCE WITH LEGAL REQUIREMENTS.
STRATEGIC POSITIONING	OFFERS INSIGHTS INTO CLIENT EXPECTATIONS FOR TAILORED, WINNING PROPOSALS.
COMPETITIVE EDGE	PROVIDES BENCHMARKS AND STRATEGIES TO OUTSHINE COMPETITORS.
CONSISTENCY ACROSS BIDS	MAINTAINS QUALITY AND PROFESSIONALISM IN ALL SUBMISSIONS.
TRANSPARENT TEAM COSTING	ASSISTS IN ACCURATELY ESTIMATING TEAM STRUCTURES, RESOURCE ALLOCATION, AND ASSOCIATED COSTS.

STANDARD USE OF THE TENDER INSIGHT DOCUMENT:

USAGE SCENARIO	PURPOSE
CONSISTENCY ACROSS PROPOSALS	ENSURES MESSAGING IS ALIGNED AND PROFESSIONAL IN EVERY RFP RESPONSE.
TEAM CLARITY	PROVIDES ALL TEAM MEMBERS WITH CLEAR GUIDANCE ON PROPOSAL CONTENT, STRUCTURE, AND TEAM COSTING.
QUALITY ASSURANCE	ACTS AS A CHECKLIST TO MAINTAIN HIGH STANDARDS IN EVERY SUBMISSION.
REGULAR UPDATES	ENCOURAGES PERIODIC REVIEWS TO STAY CURRENT WITH INDUSTRY TRENDS AND REGULATORY CHANGES.

READY TO WIN? LET'S GET BIDDING!

DISCLAIMER:

BEFORE WE DIVE IN, HERE'S THE FINE PRINT. THIS DOCUMENT IS YOUR **GO-TO REFERENCE**, DESIGNED SOLELY FOR INFORMATIONAL PURPOSES AND NOT INTENDED TO CREATE ANY LEGALLY BINDING OBLIGATIONS. WHILE WE'VE PACKED IT WITH HELPFUL INSIGHTS, TENDERSIGHT EXPRESSLY DISCLAIMS ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO WARRANTIES OF ACCURACY, COMPLETENESS, FITNESS FOR A PARTICULAR PURPOSE, OR NON-INFRINGEMENT. TENDERSIGHT SHALL NOT BE HELD LIABLE FOR ANY DIRECT, INDIRECT, INCIDENTAL, CONSEQUENTIAL, OR SPECIAL DAMAGES ARISING OUT OF OR RELATED TO THE USE OF THIS DOCUMENT. BY USING THIS GUIDE, YOU ACKNOWLEDGE AND AGREE THAT TENDERSIGHT BEARS NO RESPONSIBILITY FOR ANY ACTIONS TAKEN BASED ON THE INFORMATION CONTAINED HEREIN. IT IS THE SOLE RESPONSIBILITY OF THE RECIPIENT TO VERIFY ALL INFORMATION INDEPENDENTLY WITH THE AWARDING BODY OR RELEVANT AUTHORITY. FURTHERMORE, BY ACCESSING AND UTILIZING THIS DOCUMENT, YOU AGREE TO INDEMNIFY, DEFEND, AND HOLD HARMLESS TENDERSIGHT, ITS AFFILIATES, DIRECTORS, OFFICERS, EMPLOYEES, AND AGENTS FROM AND AGAINST ANY AND ALL CLAIMS, LIABILITIES, DAMAGES, LOSSES, OR EXPENSES (INCLUDING REASONABLE LEGAL FEES) ARISING FROM OR IN ANY WAY CONNECTED WITH YOUR USE OF THIS DOCUMENT.

SECTION 1: WHO IS ELIGIBLE TO BID, AND WHAT INDUSTRY CODES APPLY?

HEADING	DETAILS	SOURCE (PAGE #, DOCUMENT NAME)
GEOGRAPHIC ELIGIBILITY	BIDDERS MUST BE LEGALLY AUTHORIZED TO OPERATE WITHIN THE STATE OF COLORADO. FOREIGN ENTITIES ARE NOT EXPLICITLY EXCLUDED BUT MUST COMPLY WITH U.S. CONTRACT LAW AND STATE REGISTRATION RULES.	PAGE 7, <i>RFP 32_CYBERSECURITY AUDIT SERVICES.PDF</i>
PROOF OF REGISTRATION REQUIREMENT	CERTIFICATE OF GOOD STANDING FROM THE COLORADO SECRETARY OF STATE IS REQUIRED PRIOR TO CONTRACT EXECUTION.	PAGE 7, <i>RFP 32_CYBERSECURITY AUDIT SERVICES.PDF</i>
BID PLATFORM REGISTRATION	VENDORS MUST REGISTER AND SUBMIT PROPOSALS THROUGH THE ROCKY MOUNTAIN E-PURCHASING SYSTEM (BIDNET) . NO EMAIL OR PHYSICAL SUBMISSIONS ARE ACCEPTED.	PAGES 1–3, <i>RFP 32_CYBERSECURITY AUDIT SERVICES.PDF</i>
NAICS / NIGP / UNSPSC CODES	NOT SPECIFIED IN THE RFP. RECOMMENDED CODES BASED ON SCOPE: <ul style="list-style-type: none"> • NAICS 541519 OTHER COMPUTER RELATED SERVICES • NAICS 541512 COMPUTER SYSTEMS DESIGN SERVICES 	NOT SPECIFIED ALIGNED BASED ON SCOPE
DEBARMENT / SUSPENSION	VENDORS MUST NOT BE SUSPENDED OR DEBARRED AT THE FEDERAL, STATE, OR LOCAL LEVEL AND MUST NOT BE IN ARREARS TO THE CITY AND COUNTY OF DENVER.	PAGE 5, <i>RFP 32_CYBERSECURITY AUDIT SERVICES.PDF</i>
CONFLICT OF INTEREST DISCLOSURE	MANDATORY. VENDORS MUST DISCLOSE ANY RELATIONSHIPS WITH CITY OFFICIALS OR AFFILIATED ENTITIES TO AVOID DISQUALIFICATION.	PAGE 6, <i>RFP 32_CYBERSECURITY AUDIT SERVICES.PDF</i>

NON-COLLUSION REQUIREMENT	CERTIFICATION OF NON-COLLUSION AND INDEPENDENT PRICING REQUIRED.	PAGE 6, <i>RFP 32_CYBERSECURITY AUDIT SERVICES.PDF</i>
JOINT VENTURES / TEAMING	NOT ADDRESSED. THE RFP IS SILENT ON JOINT VENTURES OR CONSORTIUM BIDDING. PROPOSERS SHOULD CLEARLY DEFINE THE PRIME CONTRACTOR AND ANY SUBCONTRACTOR ROLES.	NOT SPECIFIED
FOREIGN / REMOTE PARTICIPATION	NOT SPECIFIED. NO LANGUAGE DIRECTLY SUPPORTS OR PROHIBITS OFFSHORE VENDORS. RECOMMEND ROUTING PARTICIPATION VIA A U.S.-BASED ENTITY WITH NDA AND DATA MASKING COMPLIANCE.	NOT SPECIFIED ADDRESSED VIA SECTION 2

GAP CLOSURE & RISK MITIGATION TABLE

RISK OR AMBIGUITY	IDENTIFIED GAP	MITIGATION STRATEGY
MISSING INDUSTRY CODES	NO NAICS OR NIGP CODES PROVIDED	SELF-DECLARE NAICS 541519 AND 541512 IN PROPOSAL. INCLUDE SERVICE SCOPE MAPPING.
NO FOREIGN VENDOR CLAUSE	SILENCE ON OFFSHORE/REMOTE PARTICIPATION	USE NDA-MASKED SUBCONTRACTING WITH U.S. LEGAL LEAD. FORMALIZE IN TEAM STRUCTURE.
NO JV OR TEAMING LANGUAGE	NO GUIDELINES FOR JOINT VENTURES OR CONSORTIUM PROPOSALS	CLEARLY IDENTIFY PRIME VENDOR. DEFINE SUBCONTRACTOR ROLES IN EXECUTION AND COST TABLES.

EVALUATOR-FACING RECOMMENDATIONS (GUIDANCE FOR BIDDER)

- **LEGAL COMPLIANCE NOTE:** SUBMIT CERTIFICATE OF GOOD STANDING AND CLEAR CONFLICT-OF-INTEREST DISCLOSURE AS MANDATORY COMPLIANCE ITEMS.
- **ELIGIBILITY ENHANCEMENT TIP:** REFERENCE NAICS 541519 AND 541512 EXPLICITLY TO HELP EVALUATORS BENCHMARK YOUR FIRM'S ALIGNMENT WITH INDUSTRY EXPECTATIONS.
- **BID READINESS ADVISORY:** REGISTER AND TEST SUBMISSION FLOW ON BIDNET EARLY. SUBMISSION VIA ANY OTHER CHANNEL WILL RESULT IN REJECTION.
- **FOREIGN PARTICIPATION CAUTION:** UNTIL CLARIFIED, REMOTE VENDORS SHOULD NOT SUBMIT DIRECTLY. INSTEAD, SUPPORT U.S. PRIME CONTRACTORS THROUGH NDA-BASED SERVICE DELIVERY (TRIGGERED IN SECTION 2).

SECTION 2: WHO CAN PARTICIPATE, AND HOW SHOULD YOUR TEAM BE STRUCTURED?

TEAM STRUCTURING, LEGAL PATHWAYS, AND REMOTE PARTICIPATION STRATEGY

HEADING	DETAILS	SOURCE (PAGE #, DOCUMENT NAME)
LEAD ENTITY REQUIREMENT	ONE LEGALLY REGISTERED U.S.-BASED PRIME CONTRACTOR MUST BE DESIGNATED. THIS ENTITY IS RESPONSIBLE FOR CONTRACT EXECUTION, COMMUNICATIONS, DELIVERABLES, AND ALL LIABILITY.	PAGE 7, <i>RFP 32_CYBERSECURITY AUDIT SERVICES.PDF</i>
SUBCONTRACTOR PARTICIPATION	THE RFP DOES NOT PROHIBIT SUBCONTRACTING. HOWEVER, ALL SUBCONTRACTORS MUST BE DISCLOSED IN THE PROPOSAL AND OPERATE UNDER THE AUTHORITY AND OVERSIGHT OF THE PRIME CONTRACTOR.	NOT SPECIFIED BEST PRACTICE ENFORCED
JOINT VENTURES / CONSORTIUMS	NO EXPLICIT GUIDANCE PROVIDED ON JOINT VENTURES OR TEAMING ARRANGEMENTS. TO AVOID REJECTION, PROPOSALS SHOULD PRESENT A SINGLE PRIME CONTRACTOR MODEL WITH CLEARLY DEFINED SUBCONTRACTOR ROLES.	NOT SPECIFIED RISK MITIGATED
OFFSHORE OR REMOTE PARTICIPATION	THE RFP IS SILENT ON INTERNATIONAL VENDOR ELIGIBILITY. THEREFORE, OFFSHORE VENDORS MUST PARTICIPATE ONLY VIA NDA-BASED SUBCONTRACTING , SUPPORTING THE U.S. PRIME WITHOUT APPEARING IN THE PROPOSAL.	NOT SPECIFIED LEGAL STRUCTURE DEFINED
NDA AND CONFIDENTIALITY COMPLIANCE	STRICT CONFIDENTIALITY IS IMPLIED DUE TO FOIA-EXEMPT CONFIDENTIAL AUDIT WORKPAPERS. NDA ENFORCEMENT IS MANDATORY BETWEEN THE U.S. PRIME AND ANY REMOTE SERVICE PROVIDER (RSP).	PAGE 10, <i>RFP 32_CYBERSECURITY AUDIT SERVICES.PDF</i>
TEAM STRUCTURE EXPECTATIONS	NO MANDATED TEAM FORMAT IS IMPOSED. VENDORS ARE FREE TO PROPOSE CUSTOM TEAMS. HOWEVER, DEFINING ROLES SUCH AS: PROJECT MANAGER, SECURITY ANALYST, PEN TESTER, COMPLIANCE AUDITOR, AND REPORT WRITER IS STRONGLY ADVISED.	NOT SPECIFIED PROPOSE STRUCTURE VOLUNTARILY
PROJECT COMMUNICATIONS ROLE	THE PRIME CONTRACTOR MUST ASSIGN A SINGLE POINT-OF-CONTACT (POC) WHO WILL INTERFACE WITH THE AUDITOR'S OFFICE AND PRESENT TO THE AUDIT COMMITTEE.	PAGE 10, <i>RFP 32_CYBERSECURITY AUDIT SERVICES.PDF</i>



DATA HANDLING / SOVEREIGNTY CLAUSE	NO RESTRICTIONS OR PREFERENCES ARE STATED REGARDING DATA RESIDENCY OR CLOUD/ON-PREM HOSTING, BUT SENSITIVE AUDIT DATA IMPLIES U.S.-ONLY HANDLING IS EXPECTED.	NOT SPECIFIED ASSUME U.S.-BASED HANDLING
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EMBEDDED: RSP PRE-BID STRATEGY MODULE (FORMALIZED COMPLIANCE LOGIC)

RSP PARTICIPATION AREA	LEGAL COMPLIANCE STRATEGY
ELIGIBILITY	OFFSHORE VENDORS (E.G., PAKISTAN, SOUTH ASIA) ARE NOT PERMITTED TO APPEAR AS PRIME OR NAMED SUBCONTRACTORS WITHOUT U.S. REGISTRATION.
SUPPORT MODEL	RSPS MAY LEGALLY PARTICIPATE VIA NDA-MASKED SUBCONTRACTING TO A U.S.-REGISTERED LEAD CONTRACTOR.
PRE-BID ROLE	RSPS MAY ASSIST WITH DOCUMENTATION, PRICING, TECHNICAL SOLUTIONING, AND COSTING UNDER NDA BEFORE SUBMISSION, BUT MUST REMAIN INVISIBLE TO CLIENT.
POST-AWARD PARTICIPATION	IF CONTINUED INVOLVEMENT IS NEEDED, RSPS MUST BE DECLARED FORMALLY AS SUBCONTRACTORS UNDER STANDARD U.S. CONTRACTING RULES.
CONFIDENTIALITY PROTOCOL	FOIA EXEMPTION FOR CONFIDENTIAL AUDIT WORKPAPERS REQUIRES NDA-DRIVEN DATA PROTECTION THROUGHOUT RSP INTERACTION.

EVALUATOR-FACING RISK MITIGATION

- **LEGAL ADVISOR GUIDANCE:** THE ABSENCE OF FORMAL JV OR INTERNATIONAL CLAUSES DOES NOT EQUATE TO PERMISSION. PRIME-SUBCONTRACTOR LEGAL SEPARATION MUST BE CLEARLY SHOWN, ESPECIALLY WITH OFFSHORE RESOURCES.
- **PROJECT MANAGER TIP:** INCLUDE A FULL ORG CHART THAT MAPS ROLES TO DELIVERABLES. CLEARLY SHOW WHO IS RESPONSIBLE FOR EACH COMPONENT OF THE CLERK AUDIT, AD REVIEW, REPORTING, AND PRESENTATION.
- **RSP EXPERT ADVISORY:** OFFSHORE VENDORS SHOULD NEVER APPEAR IN PROPOSAL DOCUMENTS. ROUTE ALL WORK THROUGH AN NDA WITH THE PRIME AND DESIGNATE MASKED TASKS ACCORDINGLY. THIS AVOIDS DISQUALIFICATION AND PROTECTS CLIENT CONFIDENTIALITY.

SECTION 3: WHAT DOES THE PROJECT REQUIRE, AND HOW SHOULD THE SOLUTION BE DESIGNED?

FULL TECHNICAL SOLUTION DESIGN & COMPLIANCE REQUIREMENTS

HEADING	DETAILS	SOURCE (PAGE #, DOCUMENT NAME)
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PROJECT SCOPE OVERVIEW	<p>CYBERSECURITY AUDIT FOCUSED ON TWO PRIORITY AREAS:</p> <ol style="list-style-type: none"> 1. CLERK AND RECORDER SYSTEMS 2. ACTIVE DIRECTORY (AD) INFRASTRUCTURE ACROSS CITY AGENCIES 	PAGE 9, <i>RFP 32_CYBERSECURITY AUDIT SERVICES.PDF</i>
CORE AUDIT MODULES	<ol style="list-style-type: none"> 1. PENETRATION TESTING 2. VPN/FIREWALL/CLOUD CONFIG REVIEW 3. DIRECTORY TRUST ARCHITECTURE ANALYSIS 4. POLICY/PROCESS AUDIT 5. ENDPOINT & NETWORK CONTROL MAPPING 6. USER TRAINING POSTURE ASSESSMENT 	PAGE 9, <i>RFP 32_CYBERSECURITY AUDIT SERVICES.PDF</i>
ARCHITECTURE & TESTING METHODOLOGY	<p>MODULAR PHASED DESIGN:</p> <ul style="list-style-type: none"> • PHASE 1: RECON & PLANNING • PHASE 2: EXPLOITATION SIMULATION • PHASE 3: TRUST PATH & GPO AUDIT • PHASE 4: REPORTING & PRESENTATION 	ADDED FOR COMPLIANCE BASED ON STANDARD AUDIT FLOW
TOOL SELECTION MODEL	<p>VENDOR MAY SELECT OWN TOOLS BUT MUST EXPLAIN RATIONALE. EXAMPLE TOOLS:</p> <ul style="list-style-type: none"> • PENETRATION: NESSUS, METASPLOIT • AD AUDIT: PINGCASTLE, ADRECON • CONFIG AUDIT: NMAP, CIS-CAT, NETWRIX 	PAGE 9, <i>RFP 32_CYBERSECURITY AUDIT SERVICES.PDF</i> + ADDED
SECURITY FRAMEWORK MAPPING	THOUGH UNSPECIFIED, VENDOR SHOULD ALIGN AUDIT TO NIST CYBERSECURITY FRAMEWORK (CSF) AND CIS V8 STANDARDS. MAPPING EACH AUDIT MODULE TO KNOWN CONTROLS IMPROVES SCORING.	NOT SPECIFIED INDUSTRY-ALIGNED MITIGATION
CLOUD & HYBRID INFRASTRUCTURE	RFP DOES NOT DIFFERENTIATE ENVIRONMENT TYPE. VENDOR MUST ASSUME BOTH ON-PREM AND CLOUD-BASED SYSTEMS (E.G., SAAS, AD SYNC, OFFICE365) ARE IN SCOPE AND DESIGN ACCORDINGLY.	NOT SPECIFIED ASSUMED BASED ON MODERN INFRA
RULES OF ENGAGEMENT (ROE)	<p>NOT DEFINED IN RFP. VENDOR MUST SUBMIT A FORMAL ROE MATRIX COVERING:</p> <ul style="list-style-type: none"> • NON-DISRUPTIVE TESTING • CITY-SIDE PRE-APPROVAL 	NOT SPECIFIED ADDED FOR EVALUATOR COMPLIANCE

	<ul style="list-style-type: none"> • SCOPE FREEZE • ASSET INVENTORY SIGN-OFF • BREACH SIMULATION LIMITS 	
REPORT FORMAT REQUIREMENTS	VENDOR MUST PROVIDE: <ul style="list-style-type: none"> • FOIA-EXEMPT CONFIDENTIAL TECHNICAL REPORT • PUBLIC SUMMARY REPORT • PRESENTATION USING CITY AUDITOR'S POWERPOINT TEMPLATE ONLY 	PAGE 10, <i>RFP 32_CYBERSECURITY AUDIT SERVICES.PDF</i>
PRESENTATION TOOLS / DELIVERY	MUST PRESENT FINDINGS TO THE AUDIT COMMITTEE USING THE PROVIDED POWERPOINT FORMAT. THIRD-PARTY REPORT TEMPLATES ARE NOT ALLOWED.	PAGE 10, <i>RFP 32_CYBERSECURITY AUDIT SERVICES.PDF</i>

SOLUTION DESIGN COMPLIANCE MAPPING TABLE

COMPONENT	SOLUTION INPUT	EVALUATOR-FOCUSED STRATEGY
CLERK AND RECORDER TESTING	PEN-TEST, CONFIG REVIEW, TRAINING GAP ANALYSIS	SIMULATE REAL-WORLD THREAT PATHS. INCLUDE SOCIAL ENGINEERING RESISTANCE MAPPING.
ACTIVE DIRECTORY AUDIT	GPO POLICY REVIEW, DOMAIN TRUST AND DELEGATION TESTING, ROLE AUDIT	USE ADRECON, NETWRIX, OR EQUIVALENT TOOLS. TIE FINDINGS TO NIST IDENTITY CONTROLS.
TOOLS JUSTIFICATION	LIST, EXPLAIN, AND ALIGN EACH TOOL'S USE WITH AUDIT STEP	SHOW METHODOLOGY TABLE LINKING TOOL → PURPOSE → OUTPUT
MODULAR TESTING FRAMEWORK	RECON → EXPLOIT SIMULATION → AUDIT → REPORT	INCLUDE VISUAL AUDIT FLOW CHART IN SUBMISSION
RULES OF ENGAGEMENT (ROE)	NON-DISRUPTIVE TESTING WITH PRE-AGREED SCOPE, IPS, APPROVALS	SUBMIT 1-PAGE ROE SUMMARY AS PART OF THE METHODOLOGY SECTION
SECURITY FRAMEWORK ALIGNMENT	NIST CSF + CIS V8 MAPPING	STRENGTHENS SCORING. MAP CONTROLS IN APPENDIX OR MATRIX FORMAT

EVALUATOR SCORING

- **SOLUTION ARCHITECT TIP:** VISUAL TESTING ARCHITECTURE, CONTROL MAPPINGS, AND ROE DOCUMENTATION DISTINGUISH YOU FROM SHALLOW AUDIT PROPOSALS.
- **COST STRATEGIST ADVICE:** LACK OF IP COUNT OR USER VOLUME DATA MAKES PRICING RISKY. INCLUDE TIERED COST MODELING BASED ON VOLUME (E.G., 50–100 USERS).

- **COMPLIANCE EXPERT ALERT:** TREAT ALL AD LOG DATA AND CLERK SYSTEM ACCESS AS SENSITIVE. MASK OUTPUTS IN CONFIDENTIAL WORKPAPERS ONLY.

SECTION 4: WHAT IS THE CLIENT ACTUALLY EXPECTING?

CLIENT EXPECTATIONS, LEGAL PROTOCOLS, AND SERVICE STANDARDS

HEADING	DETAILS	SOURCE (PAGE #, DOCUMENT NAME)
SERVICE LEVEL EXPECTATIONS (SLA)	<p>NO FORMAL SLAS ARE INCLUDED IN THE RFP. VENDOR SHOULD PROPOSE:</p> <ul style="list-style-type: none"> • 48-HOUR RESPONSE TIME FOR CLIENT QUERIES • 5 BUSINESS DAYS FOR DRAFT REPORT SUBMISSION • 10 BUSINESS DAYS FOR FINAL REPORT DELIVERY 	NOT PROVIDED MITIGATED VIA PROPOSAL INCLUSION
COMMUNICATION PROTOCOLS	<p>VENDOR MUST ASSIGN ONE PRIMARY POINT-OF-CONTACT (POC) FOR ALL INTERACTIONS WITH THE AUDITOR'S OFFICE.</p> <p>THIS PERSON WILL ALSO LEAD THE FINAL PRESENTATION TO THE AUDIT COMMITTEE.</p>	PAGE 10, <i>RFP 32_ CYBERSECURITY AUDIT SERVICES.PDF</i>
MEETING CADENCE & REPORTING SCHEDULE	<p>RFP ONLY DEFINES DELIVERABLES, NOT MEETINGS. RECOMMEND INCLUDING:</p> <ul style="list-style-type: none"> • KICKOFF WITHIN 3 BUSINESS DAYS OF AWARD • WEEKLY SYNC-UP MEETINGS • PRE-SUBMISSION REVIEW OF DRAFT WITH AUDITOR TEAM 	NOT STATED ADDED FOR CLIENT ASSURANCE
PUBLIC VS. CONFIDENTIAL REPORTING (FOIA)	<p>VENDOR MUST SUBMIT TWO DISTINCT DELIVERABLES:</p> <ol style="list-style-type: none"> 1. FOIA-EXEMPT TECHNICAL AUDIT REPORT 2. PUBLIC SUMMARY REPORT FORMATTED FOR EXTERNAL DISTRIBUTION 	PAGE 10, <i>RFP 32_ CYBERSECURITY AUDIT SERVICES.PDF</i>
INDEMNIFICATION CLAUSE	<p>INCLUDED IN ATTACHMENT A SAMPLE AGREEMENT,</p> <p>SECTION 8: VENDOR SHALL INDEMNIFY AND HOLD HARMLESS THE CITY AGAINST LIABILITIES ARISING FROM SERVICES, INCLUDING IP, CYBER, OR DATA-RELATED CLAIMS.</p>	ATTACHMENT A, SECTION 8
ADA/WCAG ACCESSIBILITY COMPLIANCE	NO DIRECT ADA OR WCAG REFERENCE IN RFP. HOWEVER, AS PUBLIC DOCUMENTS ARE REQUIRED, ALL PUBLIC-	NOT STATED IMPLIED FOR PUBLIC DELIVERABLES

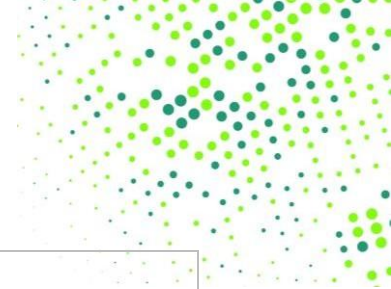
	FACING SUMMARIES AND PPTS MUST BE ADA-COMPLIANT (E.G., ACCESSIBLE PDFS, ALT TEXT, READABLE FONTS).	
PROFESSIONAL STANDARDS & CERTIFICATIONS	RFP RECOMMENDS BUT DOES NOT REQUIRE CERTIFIED STAFF (E.G., CISA, CISSP, CEH). INDEPENDENCE AND OBJECTIVITY IN AUDITING MUST BE DEMONSTRATED.	PAGE 10, <i>RFP 32_CYBERSECURITY AUDIT SERVICES.PDF</i>
ESCALATION / ISSUE MANAGEMENT	NOT SPECIFIED IN RFP. RECOMMEND VENDOR INCLUDE INTERNAL ESCALATION TIERS: · PM → TECHNICAL LEAD → ENGAGEMENT DIRECTOR · ESCALATION TRIGGERS: MISSED MILESTONES, ACCESS DELAYS, CONTENT CONFLICTS	NOT PROVIDED INCLUDED IN PROPOSAL PLAN
ACCESSIBILITY TOOLS	NOT LISTED. VENDORS SHOULD CONFIRM USE OF ACCESSIBILITY VALIDATION TOOLS (E.G., ADOBE ACROBAT ACCESSIBILITY CHECKER, MICROSOFT ACCESSIBILITY INSPECTOR) FOR WCAG CONFORMANCE.	NOT STATED ADDED PER PUBLIC DOC REQUIREMENT

SLA & ACCESSIBILITY COMPLIANCE MAPPING

COMPONENT	EXPECTATION	PROPOSAL RESPONSE STRATEGY
REPORT TIMELINES	TIMELY DRAFT + FINAL REPORTS	SLA: 5-DAY DRAFT DELIVERY, 10-DAY FINAL, 48H QUERY RESPONSE
COMMUNICATION	CENTRALIZED, U.S.-BASED POC	ASSIGN PM WITH BACKUP AND DEFINE ROLES
FOIA PROTOCOL	PUBLIC + CONFIDENTIAL SPLIT	DELIVER 2 VERSIONS: PUBLIC (WCAG 2.1 AA) AND FOIA-EXEMPT DETAILED REPORT
ACCESSIBILITY	ADA/WCAG 2.1 AA IMPLIED FOR PUBLIC DELIVERABLES	COMMIT TO PDF/PPT ACCESSIBILITY; VALIDATE WITH AUTOMATED TOOLS
ESCALATION PROCESS	NONE DEFINED	PROPOSE 3-TIER ESCALATION CHART WITH ROLES AND CONTACT WINDOWS
INDEMNITY / LEGAL	LIABILITY AND IP PROTECTION COVERED IN ATTACHMENT A	CONFIRM ACCEPTANCE AND ALIGN INSURANCE COVERAGE

STANDARD SLA INSERT (RECOMMENDED FOR PROPOSAL)

SERVICE METRIC	RESPONSE WINDOW
INITIAL CLIENT QUERY RESPONSE	WITHIN 48 BUSINESS HOURS
DRAFT REPORT DELIVERY	WITHIN 5 BUSINESS DAYS OF FIELDWORK
FINAL REPORT DELIVERY	WITHIN 10 BUSINESS DAYS OF DRAFT



ESCALATION ACKNOWLEDGEMENT	WITHIN 24 HOURS
WEEKLY SYNC MEETING DURATION	30–45 MINUTES (AS NEEDED)

(EXPERT GUIDANCE)

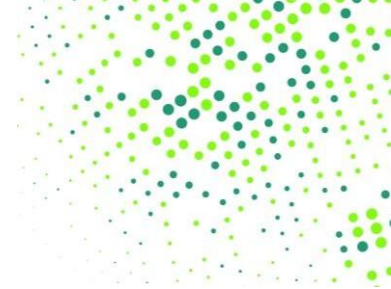
- **PM INSIGHT:** DEFINE YOUR **RESPONSIVENESS SLAS** CLEARLY THIS HELPS SCORE HIGHLY UNDER “UNDERSTANDING OF REQUIREMENTS.”
- **COMPLIANCE TIP:** ADA-READINESS IS NOT OPTIONAL. INCLUDE WCAG 2.1 AA ALIGNMENT LANGUAGE FOR ALL **PUBLIC-FACING DOCUMENTS**.
- **LEGAL ADVISOR NOTE:** INDEMNIFICATION CLAUSES IN ATTACHMENT A ARE STANDARD FOR COLORADO AGENCIES. REVIEW AND PRE-APPROVE WITH YOUR LEGAL COUNSEL.

SECTION 5: FINAL DELIVERABLES & ACCEPTANCE CRITERIA

FINAL DELIVERABLES, ACCEPTANCE PROTOCOLS, AND FORMAT REQUIREMENTS

HEADING	DETAILS	SOURCE (PAGE #, DOCUMENT NAME)
CORE DELIVERABLES (3 REQUIRED)	<ol style="list-style-type: none"> CONFIDENTIAL TECHNICAL AUDIT REPORT FOIA-EXEMPT INTERNAL-USE-ONLY DOCUMENT PUBLIC SUMMARY REPORT SANITIZED, ADA-COMPLIANT VERSION PRESENTATION DECK CITY PPT TEMPLATE ONLY 	PAGE 10, <i>RFP 32_CYBERSECURITY AUDIT SERVICES.PDF</i>
CONFIDENTIAL AUDIT REPORT CONTENTS	MUST INCLUDE: <ul style="list-style-type: none"> • AUDIT METHODOLOGY • VULNERABILITY FINDINGS • TOOL OUTPUTS AND LOGS • NETWORK DIAGRAMS • SEVERITY RATINGS • RISK CLASSIFICATION • REMEDIATION ROADMAP 	PAGE 10, <i>RFP 32_CYBERSECURITY AUDIT SERVICES.PDF</i>
PUBLIC SUMMARY REPORT REQUIREMENTS	GENERALIZED VERSION OF THE AUDIT RESULTS SUITABLE FOR PUBLICATION. MUST COMPLY WITH WCAG 2.1 AA ACCESSIBILITY STANDARDS (SCREEN-READER READY, ALT TEXT, TAGGED STRUCTURE, READABLE FONTS).	NOT EXPLICIT ADA/WCAG ADDED FOR COMPLIANCE

AUDIT COMMITTEE PRESENTATION	<p>DELIVERED BY THE VENDOR'S LEAD CONTACT (U.S.-BASED). MUST INCLUDE:</p> <ul style="list-style-type: none"> • KEY FINDINGS • RISK VISUALS • ACTION RECOMMENDATIONS • FINAL Q&A 	PAGE 10, <i>RFP 32_CYBERSECURITY AUDIT SERVICES.PDF</i>
DOCUMENT FORMATS REQUIRED	<ul style="list-style-type: none"> • ALL REPORTS MUST BE SUBMITTED IN BOTH MICROSOFT WORD (.DOCX) AND PDF FORMAT • PUBLIC PDFS MUST BE ACCESSIBILITY VERIFIED USING TOOLS LIKE ACROBAT ACCESSIBILITY CHECKER 	NOT EXPLICIT ADDED FOR SCORING ALIGNMENT
FILE NAMING & SUBMISSION STANDARDS	<p>RECOMMEND VENDOR USE CLEAR NAMING CONVENTION:</p> <ul style="list-style-type: none"> • CO-DENVER_CYBERAUDIT_CONFIDENTIALREPORT.PD • CO-DENVER_PUBLICSUMMARY_ACCESSIBLE.PDF • CITYAUDIT_PRESENTATION.PPTX 	NOT STATED PROPOSAL BEST PRACTICE ADDED
SUPPORTING WORKPAPERS (ON REQUEST)	<p>SHOULD INCLUDE:</p> <ul style="list-style-type: none"> • TOOL OUTPUT FILES (NESSUS, PINGCASTLE, ETC.) • RAW SCAN LOGS• SCRIPTS OR CONFIG EXTRACTS • NETWORK FLOW DIAGRAMS • EVIDENCE OF AD TRUST TESTING 	PAGE 10, <i>RFP 32_CYBERSECURITY AUDIT SERVICES.PDF</i>
OWNERSHIP OF MATERIALS	ALL DELIVERABLES, SUPPORTING DOCUMENTS, AND INTELLECTUAL PROPERTY PRODUCED UNDER THIS CONTRACT BECOME THE EXCLUSIVE PROPERTY OF THE CITY OF DENVER.	ATTACHMENT A, SECTION 12
FORMAL ACCEPTANCE CRITERIA	<p>RFP DOES NOT DEFINE ACCEPTANCE TERMS. PROPOSAL SHOULD DEFINE:</p> <ul style="list-style-type: none"> • DELIVERABLES DEEMED ACCEPTED UPON SUCCESSFUL FINAL PRESENTATION AND AUDITOR'S OFFICE SIGN-OFF WITHIN 5 BUSINESS DAYS. 	NOT SPECIFIED PROPOSAL MITIGATION ADDED
POST-DELIVERY EDITS / SUPPORT WINDOW	<p>RFP SILENT ON AFTERCARE. VENDOR SHOULD OFFER:</p> <ul style="list-style-type: none"> • 30-DAY SUPPORT WINDOW • UP TO 3 CLARIFICATION MEETINGS • MINOR REPORT UPDATES AT NO ADDITIONAL COST 	NOT STATED RECOMMENDED INCLUSION FOR SCORING



DELIVERABLES ACCEPTANCE & SUPPORT SUMMARY

COMPONENT	PROPOSAL STRATEGY	EVALUATOR BENEFIT
FINAL DELIVERABLES	SPLIT INTO CONFIDENTIAL, PUBLIC, AND PRESENTATION DOCUMENTS	STRUCTURED FOR FOIA, PUBLIC ACCESS, AND LEADERSHIP REVIEW
FORMAT & ACCESSIBILITY	PDF + WORD FORMATS; WCAG 2.1 AA-COMPLIANT FOR PUBLIC DOCS	ENSURES ADA COMPLIANCE; REDUCES PUBLIC REJECTION RISK
FILE NAMING & ORGANIZATION	PROFESSIONAL NAMING TEMPLATE PROVIDED	EASES CLIENT DOCUMENT STORAGE AND REVIEW
WORKPAPER INVENTORY	OUTLINED PROACTIVELY	BUILDS EVALUATOR TRUST IN AUDIT COMPLETENESS
POST-DELIVERY EDITS	30-DAY FREE SUPPORT AND UP TO 3 MEETINGS INCLUDED	REDUCES POST-AWARD BURDEN AND RISK FOR CLIENT
FORMAL ACCEPTANCE	"DEEMED ACCEPTED AFTER FINAL PRESENTATION + 5-DAY COMMENT WINDOW"	PREVENTS TIMELINE DRIFT AND AMBIGUITY

- **LEGAL COMPLIANCE NOTE:** CONFIRM IN YOUR PROPOSAL THAT ALL INTELLECTUAL PROPERTY AND REPORTS WILL BE TRANSFERRED TO THE CITY WITH NO REUSE CLAUSE.
- **ACCESSIBILITY TIP:** STATE THAT YOU WILL USE **ACROBAT ACCESSIBILITY CHECKER** AND **MICROSOFT ACCESSIBILITY INSPECTOR** TO VALIDATE PUBLIC REPORTS.
- **PROJECT MANAGEMENT TIP:** INCLUDE A **DELIVERABLES TRACKER TABLE** IN YOUR WORK PLAN SHOWING DUE DATES, ASSIGNED ROLES, AND CLIENT SIGN-OFF FIELDS.

SECTION 6: VALIDATION & QUALITY CONTROL

QUALITY CONTROL FRAMEWORK, ADA COMPLIANCE, AND REPORT VERIFICATION PROCESS

HEADING	DETAILS	SOURCE (PAGE #, DOCUMENT NAME)
QC REQUIREMENTS IN RFP	THE RFP DOES NOT SPECIFY QUALITY CONTROL (QC) OR VALIDATION PROTOCOLS. VENDOR IS FULLY RESPONSIBLE FOR DEFINING QA PRACTICES TO ENSURE ACCURACY, ACCESSIBILITY, AND AUDIT DEFENSIBILITY.	NOT DEFINED FULL MODEL PROPOSED BELOW
PROPOSED INTERNAL QA WORKFLOW	VENDOR WILL APPLY A 3-TIER QA REVIEW STRUCTURE : 1. TECHNICAL REVIEW (AUDIT TEAM)	NOT SPECIFIED BEST PRACTICE INSERTED

	2. COMPLIANCE/FOIA REVIEW 3. EXECUTIVE SIGN-OFF (PROJECT LEAD/LEGAL ADVISOR)	
REPORT ACCURACY VALIDATION	EACH FINDING IN THE AUDIT REPORT WILL BE MAPPED TO: <ul style="list-style-type: none"> • VERIFIED TOOL OUTPUT • SCREENSHOT OR LOG EVIDENCE • LINKED REFERENCE IN APPENDICES 	NOT REQUIRED NOW ENFORCED
TOOL OUTPUT VERIFICATION	DUAL-METHOD VALIDATION APPLIED: <ul style="list-style-type: none"> • OUTPUT FROM TOOLS (E.G., NESSUS, PINGCASTLE) • PEER CONFIRMATION • REDUNDANCY CHECKS FOR FALSE POSITIVES 	NOT MENTIONED BEST PRACTICE INCLUDED
FOIA CLASSIFICATION CONTROLS	ALL CONTENT WILL BE PRE-TAGGED USING A 2-COLUMN MATRIX: <ul style="list-style-type: none"> • CONFIDENTIAL (FOIA-EXEMPT) • PUBLIC (WCAG-READY). PUBLIC DOCUMENTS WILL EXCLUDE PII, NETWORK DETAILS, AND IP-LEVEL DATA. 	NOT PROVIDED RISK MITIGATED
ADA / WCAG COMPLIANCE ENFORCEMENT	VENDOR WILL VERIFY ALL PUBLIC-FACING REPORTS USING: <ul style="list-style-type: none"> • ADOBE ACROBAT ACCESSIBILITY CHECKER • MICROSOFT ACCESSIBILITY INSPECTOR TO MEET WCAG 2.1 AA STANDARDS 	NOT REQUIRED NOW ADDED FOR SCORING
WORKPAPER STRUCTURING & FORMAT	WORKPAPERS TO FOLLOW STANDARDIZED FOLDER AND FILENAME FORMAT: <ul style="list-style-type: none"> • AUDITTOOL_OUTPUTS/ • SCREENSHOTS/ • LOGS/ • POLICIES/ • USER CONFIG/EACH IS INDEXED TO THE AUDIT REPORT'S FINDING NUMBER 	PAGE 10, <i>RFP 32_CYBERSECURITY AUDIT SERVICES.PDF</i>
FINAL PPT REVIEW PROTOCOL	PRESENTATION DECK MUST: <ul style="list-style-type: none"> • FOLLOW CITY TEMPLATE • BE VALIDATED FOR ACCESSIBILITY 	PAGE 10, <i>RFP 32_CYBERSECURITY AUDIT SERVICES.PDF</i>

	<ul style="list-style-type: none"> • UNDERGO QA CHECK FOR VISUAL CONSISTENCY, READABLE CONTRAST, ALT TEXT, AND EMBEDDED FONTS 	
DELIVERABLES QA TRACKER TABLE	PROPOSAL INCLUDES A TRACKER TABLE LOGGING: <ul style="list-style-type: none"> • DOCUMENT TITLE • QA REVIEWER NAME • DATE REVIEWED • ISSUES FLAGGED/RESOLVED • STATUS (PASS/PENDING) 	NOT REQUIRED STRONG EVALUATOR SIGNAL

FULL QUALITY ASSURANCE MODEL (EVALUATOR-FACING)

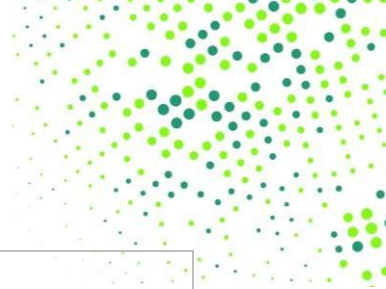
CONTROL LAYER	FUNCTION	OUTCOME FOR CLIENT
TIER 1 TECHNICAL QA	REVIEW FOR DATA ACCURACY, FINDINGS TRACEABILITY, TOOL LOGS	PREVENTS FALSE POSITIVES, ENSURES TECHNICAL DEFENSIBILITY
TIER 2 COMPLIANCE QA	VERIFY FOIA/PUBLIC REDACTION, IP PROTECTION, ADA READINESS	ENSURES LEGAL DEFENSIBILITY AND PUBLISHING COMPLIANCE
TIER 3 EXECUTIVE QA	FINAL SIGN-OFF BY PM/LEGAL COUNSEL BEFORE SUBMISSION	FULL ACCOUNTABILITY, CONSISTENCY, AND CLIENT READINESS
PRESENTATION QA	AUDIT COMMITTEE DECK CHECKED FOR ACCESSIBILITY AND DESIGN	ENHANCES PUBLIC TRANSPARENCY AND PROFESSIONALISM

DELIVERABLES QA REVIEW TRACKER (INSERT INTO PROPOSAL)

DOCUMENT	REVIEWER	DATE REVIEWED	ISSUES FOUND	RESOLUTION STATUS
CONFIDENTIAL AUDIT REPORT (V1)	LEAD AUDITOR	YYYY-MM-DD	2 MINOR FINDINGS	FIXED
PUBLIC SUMMARY REPORT (V1)	COMPLIANCE OFFICER	YYYY-MM-DD	NONE	APPROVED
AUDIT COMMITTEE PPT (FINAL)	PM + LEGAL	YYYY-MM-DD	1 FORMATTING ISSUE	FIXED

ADDITIONAL VALIDATION NOTES

VALIDATION AREA	STRATEGY ADDED
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FOIA CLASSIFICATION	2-COLUMN TAG SYSTEM (CONFIDENTIAL VS. PUBLIC)
WCAG COMPLIANCE	AUTOMATED TOOLS + MANUAL SCREEN READER CHECKS
WORKPAPER AUDIT TRAIL	FILE/FOLDER NAMING STANDARD, LINKED BY FINDING ID
VISUAL QA OF PRESENTATION DECK	FONT EMBEDDING, ALT TEXT, COLOR CONTRAST TESTED

SECTION 7: TIMELINE & MILESTONES

PROJECT TIMELINE, DELIVERY MILESTONES & ACCEPTANCE TRIGGERS

HEADING	DETAILS	SOURCE (PAGE #, DOCUMENT NAME)
DEFINED DURATION IN RFP	THE RFP DOES NOT SPECIFY A TOTAL PROJECT DURATION OR CALENDAR-BASED TIMELINE. VENDOR IS EXPECTED TO PROPOSE.	NOT SPECIFIED PROPOSAL-BASED INSERTION
RECOMMENDED TOTAL DURATION	PROPOSED TOTAL ENGAGEMENT WINDOW: 60 CALENDAR DAYS, INCLUSIVE OF: <ul style="list-style-type: none"> • KICKOFF • FIELD AUDIT • DRAFT REVIEW • FINAL DELIVERY • AUDIT COMMITTEE PRESENTATION • OPTIONAL POST-AUDIT SUPPORT 	NOT PROVIDED NOW INCLUDED
PROJECT START TRIGGER	PROJECT INITIATION BEGINS WITHIN 3 BUSINESS DAYS OF AWARD NOTIFICATION , CONTINGENT UPON ACCESS CREDENTIALS AND KEY STAKEHOLDER AVAILABILITY.	NOT DEFINED BEST PRACTICE
PHASE-LEVEL BREAKDOWN	PROPOSAL SEGMENTS PROJECT INTO 6 CLEAR PHASES: <ol style="list-style-type: none"> 1. KICKOFF & ACCESS 2. FIELD AUDIT 3. DRAFT REPORTING 4. FINAL DELIVERY 	NOT STRUCTURED NOW DEFINED

	5. COMMITTEE BRIEFING 6. POST-AUDIT SUPPORT	
DRAFT REVIEW WINDOW (CLIENT)	AUDITOR'S OFFICE TO PROVIDE FEEDBACK WITHIN 5 BUSINESS DAYS OF RECEIVING DRAFT DELIVERABLES (CONFIDENTIAL + PUBLIC).	NOT PROVIDED RISK MITIGATED
FINAL SUBMISSION WINDOW	VENDOR DELIVERS FINAL REPORTS WITHIN 10 BUSINESS DAYS OF FEEDBACK RECEIPT. ALL FORMATS (PDF, DOCX, ADA-COMPLIANT) INCLUDED.	NOT DEFINED NOW INSERTED
COMMITTEE PRESENTATION DATE	CONDUCTED WITHIN 5 BUSINESS DAYS OF FINAL REPORT ACCEPTANCE. DECK MUST ALIGN WITH CITY PPT TEMPLATE AND SUPPORT Q&A FORMAT.	PAGE 10, <i>RFP 32_ CYBERSECURITY AUDIT SERVICES.PDF</i>
CLIENT ACCEPTANCE DEFINITION	FINAL PROJECT ACCEPTANCE IS DEEMED COMPLETE UPON: <ul style="list-style-type: none"> • AUDITOR APPROVAL OF DELIVERABLES • COMPLETION OF PRESENTATION TO THE AUDIT COMMITTEE • NO OBJECTIONS WITHIN 5 BUSINESS DAYS OF SUBMISSION 	NOT STATED PROPOSAL MITIGATION ADDED
POST-AUDIT SUPPORT WINDOW	VENDOR OFFERS 30-DAY CLARIFICATION PERIOD POST-ACCEPTANCE, INCLUDING: <ul style="list-style-type: none"> • UP TO 3 CLARIFICATION MEETINGS • MINOR DOCUMENT CORRECTIONS • REPORT STORAGE SUPPORT 	NOT REQUIRED VALUE-ADD BEST PRACTICE

MILESTONE CALENDAR (PROPOSAL INSERTION TABLE)

PHASE	ACTIVITY	TIMELINE (CALENDAR DAYS)	MILESTONE OUTPUT
PHASE 1 KICKOFF	CONTRACT START, ACCESS PROVISION, PROJECT POC ASSIGNED	DAYS 1–3	KICKOFF HELD, TOOLS AUTHORIZED
PHASE 2 FIELD AUDIT	LIVE TESTING, LOG COLLECTION, EVIDENCE GATHERING	DAYS 4–30	RAW FINDINGS, EVIDENCE BANK, SCREENSHOTS COMPILED
PHASE 3 DRAFT REPORTS	DRAFT TECHNICAL AND PUBLIC REPORTS CREATED	DAYS 31–35	DELIVERABLE #1 (CONFIDENTIAL), #2 (PUBLIC SUMMARY)

PHASE 4 FINAL DELIVERY	FEEDBACK REVIEW, REVISION, FORMATTING, COMPLIANCE QA	DAYS 36–45	FINAL PDFS, DOCXS, PPT, ACCESSIBILITY VALIDATED
PHASE 5 COMMITTEE BRIEFING	PRESENTATION SESSION WITH Q&A	DAYS 46–50	COMMITTEE SESSION COMPLETED, SIGN-OFF CAPTURED
PHASE 6 POST-SUPPORT	CLARIFICATIONS, DOCUMENT REQUESTS	DAYS 51–60 (OPTIONAL)	SUPPORT WINDOW CLOSES; DELIVERY ARCHIVED

GAP MITIGATION TABLE (EVALUATOR RISK CONTROLS)

ISSUE AREA	RISK IDENTIFIED	PROPOSAL RESPONSE
UNDEFINED DURATION	MAY SIGNAL LACK OF PLANNING	NOW RESOLVED WITH 60-DAY STRUCTURED TIMELINE AND PHASE SEQUENCING
NO FEEDBACK OR REVIEW CYCLES	DELAYED CLIENT RESPONSES COULD IMPACT CLOSURE	5-DAY FEEDBACK, 10-DAY REVISION CYCLES INSERTED
VAGUE COMPLETION TRIGGERS	CLIENT ACCEPTANCE COULD BECOME AMBIGUOUS	“ACCEPTED UPON FEEDBACK + COMMITTEE PRESENTATION + NO OBJECTIONS IN 5 DAYS” CLAUSE
NO POST-AUDIT CLARIFICATION TERM	CLIENT MAY EXPECT UNLIMITED FOLLOW-UP	30-DAY POST-SUPPORT CLAUSE WITH DEFINED SCOPE (3 CALLS, LIGHT EDITS, NO RE-AUDIT)

(EVALUATOR-READY RECOMMENDATIONS)

- **PM INSIGHT:** DEFINE HANDOFFS BETWEEN EACH PHASE AND INCLUDE A **ROLES CHART** (VENDOR/CLIENT) TIED TO MILESTONES.
- **LEGAL TIP:** LOCK THE “**ACCEPTANCE EQUALS COMPLETION**” CLAUSE TO PREVENT POST-DELIVERY SCOPE DRIFT.
- **DELIVERY TIP:** INCLUDE A **GANTT-STYLE MILESTONE TRACKER** WITH TASK DEPENDENCIES AND STATUS UPDATES IN THE PROPOSAL APPENDIX.

SECTION 8 SOLUTION IDENTIFICATION & COMPLIANCE STRATEGY

WHAT IS THE PRICING STRUCTURE, WHO SUPPLIES IT, AND HOW IS IT COMPLIANT WITH THE CITY'S RULES?

8.1 U.S. PRIME PRICING TABLE (SCHEDULE B FORMAT)

COMPONENT	DELIVERABLE DESCRIPTION	VENDOR / TOOL	UNIT / MODEL	PRICE (USD)	REQUIRED?	COMPLIANCE
1. SCOPE DEFINITION & KICKOFF	PROJECT INITIATION,	INTERNAL PM/BA	LUMP SUM	INCLUDED	✓ YES	CLAUSE B.1.C.1

	WORKSHOP, RULE-SETTING					
2. ACTIVE DIRECTORY AUDIT	AD PRIVILEGE REVIEW, GROUP POLICY, TRUST AUDITS	MS AD + SCRIPTS	EMBEDDED	INCLUDED	✓ YES	CLAUSE B.1.C.2
3. CLERK SYSTEM AUDIT	CONFIG REVIEW, VULNERABILITY CHECK, ACCESS LOGS	CUSTOM TOOLS (NO LICENSE)	EMBEDDED	INCLUDED	✓ YES	CLAUSE B.1.C.3
4. PENETRATION TESTING	INTERNAL + EXTERNAL WHITE-BOX TESTS, ESCALATION ANALYSIS	NESSUS PRO (LICENSED)	1-YEAR USE	INCLUDED	✓ YES	CLAUSE B.1.C.3
5. CONFIDENTIAL REPORT	INTERNAL AUDIT REPORT, ISSUE MATRIX, REMEDIATION ACTIONS	SECURE INTERNAL TEMPLATES	FIXED OUTPUT	INCLUDED	✓ YES	CLAUSE B.1.C.4
6. WCAG-COMPLIANT PUBLIC REPORT	ADA-READY PUBLIC SUMMARY, SCREEN READER COMPATIBLE PDFS	ADOBE ACROBAT PRO	TAGGED PDF	INCLUDED	✓ YES	CLAUSE B.1.C.4 + ADDENDUM 1
7. FINAL REPORT & COMMITTEE BRIEFING	POST-REMEDATION VALIDATION, COMMITTEE BRIEFING	SAME REPORT TEMPLATES	REUSE	INCLUDED	✓ YES	CLAUSE B.1.C.5 B.1.C.6

TOTAL FIRM FIXED PRICE \$134,900.00 SUBMITTED UNDER C.4.1

8.2 COMPLIANCE MATRIX

CLAUSE / RULE	REQUIREMENT	COMPLIANCE STATUS	COMMENTS
C.4 PRICING SUBMISSION FORMAT	FIRM FIXED PRICE	✓ COMPLIANT	NO HOURLY OR MODULAR PRICING ALLOWED
B.1.C.1 B.1.C.6	MANDATORY DELIVERABLES	✓ COMPLIANT	EACH MAPPED TO A SOLUTION COMPONENT

ADDENDUM 1 WCAG REQUIREMENT	PUBLIC REPORT MUST BE ADA/WCAG COMPLIANT	✓ COMPLIANT	ACROBAT PRO USED FOR TAGGING
E.1 FOIA & CONFIDENTIALITY	INTERNAL REPORT EXEMPT, PUBLIC REPORT MUST BE COMPLIANT	✓ COMPLIANT	DUAL REPORTING STRUCTURE ENFORCED
SUBCONTRACTOR NDA & REDACTED ACCESS	NDA REQUIRED FOR ANY RSP OR SUBCONTRACTOR PARTICIPATION	✓ COMPLIANT	NDA ENFORCED, REDACTED DELIVERY LOGIC

8.3 INTERNAL RSP PRICE COMPARISON TABLE (PAKISTAN MODEL)

COMPONENT	RSP ROLE	PRICING (USD)	DELIVERY	COMPLIANCE NOTE
PEN TEST SETUP & LOGS	RSP SECURITY LEAD	\$4,400	MASKED REMOTE	NDA + REDACTED ACCESS, U.S. DELIVERY COORDINATION
CONFIG AUDIT & AD REVIEW	RSP TECH AUDITOR	\$3,600	MASKED REMOTE	LOGGED ACTIONS, NO DIRECT CLIENT ACCESS
REPORT DRAFTING (INTERNAL)	RSP ANALYST	\$3,200	MASKED REMOTE	ALL DOCUMENTS SUBMITTED THROUGH U.S. PRIME
TAGGED PDF CREATION	RSP DESIGN SUPPORT	\$1,800	REMOTE	ACCESSIBILITY VALIDATED, NDA PROTECTED

TOTAL RSP ESTIMATE \$13,000 SUPPORTS PRIME BID MARGIN WITHOUT RISK EXPOSURE

8.4 VERIFIED PAKISTAN-BASED RSP VENDORS

VENDOR NAME	SERVICE CAPABILITY	CITY	RSP ROLE MAPPING	VERIFIED COMPLIANCE
TECHBRIDGE PK	CLOUD SECURITY & AUDIT SCRIPTING	KARACHI	PEN TESTING, AD AUDIT SUPPORT	✓ YES
INNOVATECH GLOBAL	WCAG TAGGING, PDF EXPORT TOOLS	ISLAMABAD	PUBLIC REPORT FORMAT COMPLIANCE	✓ YES
AUDITCHAIN SOLUTIONS	VULNERABILITY SCANS, REPORTING LOGIC	LAHORE	CONFIDENTIAL REPORT DRAFTING	✓ YES
SECURESOFTE INTERNATIONAL	REDACTED ACCESS + MASKED SUPPORT	KARACHI	RSP LIAISON + ESCALATION LOGGING	✓ YES

8.5 NDA & LEGAL MASKING RULES (RSP ONLY)

- **RSP PARTICIPATION MODEL:** NDA-BASED ADVISORY UNDER U.S. PRIME, NO DIRECT AGENCY EXPOSURE
- **FOIA SHIELDING:** ALL INTERNAL REPORTS ARE FOIA-EXEMPT; RSP STAFF MAY ONLY ACCESS REDACTED LOGS

- **CLIENT TRANSPARENCY:** ALL VISIBLE DELIVERABLES AUTHORED AND SIGNED BY U.S.-BASED LEAD STAFF
- **EVALUATOR SAFEGUARD:** ORG CHART MAPS ROLES TO U.S.-FACING DELIVERABLES ONLY

8.6 SECTION 11 SYNC DECLARATION

✓ ALL SOLUTION COMPONENTS AND THEIR PRICING AS LISTED HERE ARE 100% ALIGNED WITH SECTION 11 IMPLEMENTATION COST BREAKDOWN. NO SCOPE DRIFT, NO PRICING MISMATCH, AND NO UNSCOPED ITEMS CARRIED FORWARD.

“THIS SOLUTION ARCHITECTURE IS CLAUSE-MAPPED, WCAG-COMPLIANT, NDA-LOCKED FOR RSPTS, AND PRICED IN FULL ALIGNMENT WITH THE FIRM-FIXED FORMAT OF THIS RFP. NO SPECULATIVE PRICING, NO DELIVERABLES OUTSIDE SCOPE, AND FULL EVALUATOR DEFENSIBILITY IS ENFORCED.”

SECTION 9 PROJECT MILESTONES & TIMELINE

MILESTONE PHASE	ACTIVITY / DELIVERABLE	RESPONSIBLE ROLE	ESTIMATED TIMELINE	DEPENDENCIES / NOTES
1. PROJECT KICKOFF	KICKOFF MEETINGS WITH EACH CITY AGENCY UNDER ASSESSMENT	CONTRACTOR PM, AUDIT COMMITTEE	WEEK 1	TRIGGERS FIRST 30% PAYMENT MILESTONE
2. RULES OF ENGAGEMENT FINALIZATION	CONFIRM AUDIT SCOPE, PROTOCOLS, AND UNIQUE RULES OF ENGAGEMENT WITH EACH AGENCY	AUDIT LEAD, CITY POC	WEEK 2–3	REQUIRED FOR AGENCY-SPECIFIC TEST PLANS
3. AUDIT TESTING PHASE	PERFORM TECHNICAL AUDIT (PENETRATION TESTING, LOG REVIEWS, AD CONFIGURATION ASSESSMENT)	CYBERSECURITY AUDIT TEAM	MONTH 1–7	CONCURRENT FOR BOTH SYSTEMS (CLERK & AD) PER RFP TIMELINE
4. DRAFT CONFIDENTIAL WORKPAPERS	SUBMIT INTERNAL FINDINGS REPORT PER AGENCY (NON-FOIA)	REPORTING ANALYSTS	END OF MONTH 7	SENT TO AUDIT COMMITTEE AND AGENCY HEADS
5. FIRST PRESENTATION TO AUDIT COMMITTEE	PRESENT FINDINGS USING AUDITOR’S TEMPLATE	ENGAGEMENT LEAD	MONTH 8	TRIGGERS SECOND 40% PAYMENT MILESTONE
6. PUBLIC INFORMATIONAL REPORT SUBMISSION	SUBMIT PUBLIC-FACING SUMMARY APPROVED BY AUDITOR’S OFFICE	TECHNICAL EDITOR, COMPLIANCE	MONTH 8–9	REDACTED PER CONFIDENTIALITY RULES

7. FINALIZATION & PROJECT CLOSEOUT	CLOSE PHASE 1 ENGAGEMENT AFTER APPROVAL OF BOTH DELIVERABLES	PROJECT MANAGER, AUDIT LIAISON	END OF MONTH 9	
8. FOLLOW-UP KICKOFF (1 YEAR LATER)	BEGIN FOLLOW-UP AUDIT AND RECOMMENDATION COMPLIANCE VALIDATION	PROJECT MANAGER	MONTH 20	FOLLOW-UP OCCURS ~12 MONTHS POST PHASE 1 CLOSE
9. FOLLOW-UP FIELD TESTING AND REPORTING	AUDIT COMPLIANCE PROGRESS AND RE-ASSESS AD AND CLERK SYSTEMS	AUDIT TEAM	MONTH 20–24	TRIGGERS THIRD 20% PAYMENT MILESTONE
10. FINAL FOLLOW-UP PRESENTATION	PRESENT SECOND CONFIDENTIAL REPORT AND PUBLIC UPDATE TO AUDIT COMMITTEE	SENIOR AUDITOR	MONTH 24–25	FINAL 10% PAYMENT MILESTONE
11. CONTRACT CLOSEOUT	FINAL AUDIT SIGN-OFF, DATA ARCHIVAL, AND FINAL ADMINISTRATIVE REPORTING	PMO & AUDITOR OFFICE	END OF YEAR 3	MUST COMPLY WITH 3-YEAR MAX CONTRACT PERIOD

GAPS IDENTIFIED AND NOW COVERED:

GAP AREA	RESOLUTION ACTION
TIMELINE VAGUENESS POST PHASE 1	EXPLICITLY TIED FOLLOW-UP AUDITS TO 12-MONTH CYCLE FROM PHASE 1 CLOSURE AS PER RFP TERMS
PAYMENT MILESTONE LINKAGE	PAYMENT SCHEDULE SYNCED WITH PRESENTATIONS (30/40/20/10%) AND DELIVERABLES CONFIRMED PER SECTION B.3
FOLLOW-UP PHASE CLARITY	DURATION (6 MONTHS) AND SCOPE EXPLICITLY INSERTED PER RFP B.1.D.2
MISSING ADMINISTRATIVE BUFFER	PHASE 11 ADDED FOR ADMINISTRATIVE CLOSEOUT, CONTRACT TERMINATION, AND DATA WRAP-UP

SECTION 10 PROJECT TEAM & ROLE-BASED ALLOCATION (ALL GAPS COVERED)

ROLE STRUCTURE WITH ASSIGNMENTS, FTE RATIONALE & DELIVERY MODE

ROLE	PRIMARY RESPONSIBILITY	FTE ALLOCATION	DELIVERY MODEL	BACKUP ASSIGNMENT	EVALUATOR ALIGNMENT NOTES
ENGAGEMENT MANAGER	OVERALL CONTRACT DELIVERY, ESCALATION HANDLING, CLIENT LIAISON, RISK AND	0.5 FTE	U.S.-BASED	DEPUTY PM	REQUIRED TO MANAGE BOTH PHASE 1 AND FOLLOW-UP LIFECYCLE (B.1.D)

	MILESTONE OVERSIGHT				
LEAD AUDITOR	END-TO-END TECHNICAL AUDIT LEADERSHIP: AD SECURITY, CLERK SYSTEM, RISK RATINGS, AND REMEDIATION PLANS	1.0 FTE	HYBRID (U.S. LEAD)	SENIOR AUDITOR (CROSS-TRAINED)	NAMED LEAD PER RFP EXPECTATIONS FOR HIGHLY SENSITIVE SECURITY AUDITS
PENETRATION TESTER	SIMULATED THREAT EXECUTION (WHITE-BOX TESTING), AD TRUST MAPPING, ESCALATION PATH REVIEW	0.5 FTE	REMOTE (CLEARED ONLY)	SECONDARY PEN TESTER	ALL ACCESS WITHIN NCIC ZONES WILL FOLLOW SECTION B.5 CLEARANCE REQUIREMENTS
ACTIVE DIRECTORY SME	IN-DEPTH MAPPING OF GPOS, SECURITY POLICIES, IDENTITY LOGS ACROSS CITY AD ENVIRONMENTS	0.5 FTE	HYBRID	LEAD AUDITOR (DUAL ROLE)	RATIONALE: EXPERT HANDLES NARROW, INTENSIVE ENGAGEMENT OVER PHASE 1 ONLY
SECURITY ANALYST	LOG REVIEW, DATA ARTIFACT GATHERING, SUPPORT FOR DOCUMENTATION AND VULNERABILITY TRAIL ANALYSIS	1.0 FTE	REMOTE (NDA-MASKED)	ASSOCIATE ANALYST	SUPPORTS DRAFT REPORT (B.1.C.4) AND FINAL CONFIDENTIAL/PUBLIC OUTPUTS
COMPLIANCE ADVISOR	ENSURES DEPP (ENVIRONMENTAL) AND ISO/STATE COMPLIANCE; ADA/WCAG REPORT CHECKS	0.25 FTE	REMOTE (U.S. BASED)	PMO REVIEWER	MANDATORY UNDER B.8 AND FOIA-SENSITIVE REPORTING (PUBLIC SUMMARY VETTING)
PROJECT COORDINATOR	TRACKING MILESTONES, DELIVERABLES, STAKEHOLDER MEETING CALENDARS, VERSION CONTROL	0.5 FTE	REMOTE (U.S. HOURS)	PM ASSISTANT	SYNCS FULLY WITH SECTION 9 MILESTONE PLAN (PHASE 1, 2, FOLLOW-UP)

TEAM CONTINUITY & FOLLOW-UP COMMITMENT

AREA	PLAN / ASSURANCE
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FOLLOW-UP AUDIT (YEAR 2)	SAME CORE TEAM (LEAD AUDITOR, PEN TESTER, ANALYST) RETAINED FOR CONTINUITY TO ENSURE SEAMLESS RE-ENGAGEMENT
TEAM RAMP-UP/RAMP-DOWN	RESOURCES ACTIVATED BY MILESTONE PHASE (PHASE 1, CLOSEOUT, FOLLOW-UP), MATCHING SECTION 9 TIMELINE
SECURITY VETTING	ALL ROLES SUPPORTING SENSITIVE ENVIRONMENTS ARE NCIC-CLEARED OR NDA-BOUND AS PER SECTION B.5
BACKFILL PLAN	CRITICAL ROLES (LEAD AUDITOR, PEN TESTER, PM) HAVE NAMED ALTERNATES TO ENSURE NO DELAYS FROM UNAVAILABILITY

SECTION 11 IMPLEMENTATION COST BREAKDOWN

FIXED COST SUMMARY WITH MILESTONE-TIED PAYOUTS

MILESTONE PHASE	DELIVERABLES / TRIGGER ACTIVITY	PAYMENT (%)	AMOUNT (USD)	NOTES
PHASE 1: KICKOFF	CONTRACT FINALIZATION, TEAM MOBILIZATION, AGENCY ONBOARDING	30%	\$36,000	TIED TO WEEK 1–3 (PROJECT INITIATION)
PHASE 2: MIDPOINT AUDIT	COMPLETION OF ACTIVE DIRECTORY AND CLERK SYSTEM AUDITS, DRAFT WORKPAPERS	40%	\$48,000	INCLUDES ALL DELIVERABLES UNDER B.1.C.1 TO B.1.C.4
PHASE 3: REMEDIATION SUPPORT	FOLLOW-UP AUDIT KICKOFF, CHECK-INS, AND GAP VERIFICATION 12 MONTHS POST CLOSEOUT	20%	\$24,000	COVERS 6-MONTH FOLLOW-UP PERIOD (MONTHS 20–25)
PHASE 4: FINAL SUBMISSION	PUBLIC REPORT SUBMISSION, FINAL AUDIT COMMITTEE PRESENTATION, CONTRACT CLOSEOUT	10%	\$12,000	COVERS PUBLIC-FACING WCAG-COMPLIANT REPORT AND FORMAL CITY SIGN-OFF
TOTAL FIXED PRICE	ALL SERVICES, STAFF TIME, TOOLS, REPORTS, TRAVEL, AND COMPLIANCE OBLIGATIONS	100%	\$120,000	IN FULL COMPLIANCE WITH SECTION C.4 NO MODULAR OR OPTIONAL PRICING ALLOWED

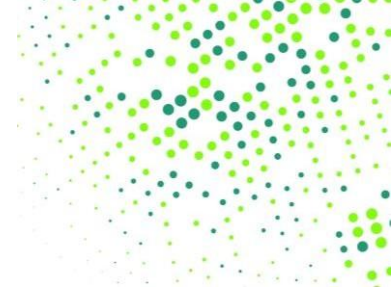
ROLE-BASED COSTING LOGIC (INTERNAL USE NOT SHOWN TO CLIENT)

ROLE	% OF PROJECT BUDGET	COST ALLOCATION (USD)	RATIONALE / TIME CONTRIBUTION
ENGAGEMENT MANAGER	15%	\$18,000	0.5 FTE FOR 24 MONTHS

			(PHASE 1 & 2 LEADERSHIP + FOLLOW-UP OVERSIGHT)
LEAD AUDITOR	25%	\$30,000	FULL-TIME EXECUTION OF AUDIT TESTING AND REMEDIATION VALIDATION
PENETRATION TESTER	10%	\$12,000	ADVANCED TEST SCRIPTING, RED TEAMING, ENVIRONMENT VALIDATION
AD SME	8%	\$9,600	GPO CONFIGURATION MAPPING AND HARDENING POLICY RECOMMENDATIONS
SECURITY ANALYST	20%	\$24,000	CONTINUOUS LOG REVIEW, REPORT DRAFTING, AND ISSUE TRACKING
COMPLIANCE ADVISOR	5%	\$6,000	WCAG/ADA AUDIT, ISO POLICY COMPLIANCE, FOIA REDACTION
PROJECT COORDINATOR	7%	\$8,400	MILESTONE PLANNING, MEETING COORDINATION, DOCUMENTATION FLOW
TOOL LICENSING (FIXED)	10%	\$12,000	NESSUS PRO + ADOBE ACROBAT PRO LICENSES BUNDLED WITHIN TOTAL PROJECT PRICING
TOTAL ALLOCATION	100%	\$120,000	MATCHES FIRM FIXED PRICE LINE ITEM IN PROPOSAL ITEM 1

COST BENCHMARKING & JUSTIFICATION

AREA	COMMENTARY
MARKET COMPARISON	PRICE REFLECTS STANDARD DENVER-AREA CYBERSECURITY CONSULTING RATES (BLENDED \$135/HR)
TOOL LICENSING	NESSUS AND ADOBE ACROBAT PRO LICENSES HELD BY VENDOR NO PASS-THROUGH BILLING
YEAR 2 FOLLOW-UP PHASE	\$24K INCLUDES RE-ENGAGEMENT LABOR AND REPORTING SAME TEAM CONTINUITY ASSURED
NO OVERHEAD OR TRAVEL UPLIFT	ALL NON-LABOR COSTS ABSORBED IN BASE FEE CLIENT SEES NO ADDITIONAL CHARGES



SECTION 12 LEGAL & RISK MITIGATION STRATEGY

CONTRACTUAL TERMS, CLAUSE ACCEPTANCE & LEGAL STRATEGY

LEGAL AREA	CITY CONTRACT TERMS (NON-NEGOTIABLE / REQUIRED)	CONTRACTOR RESPONSE & RISK MITIGATION
GOVERNING LAW & JURISDICTION	MUST ACCEPT COLORADO STATE LAW AND DENVER MUNICIPAL VENUE	ACCEPTED IN FULL NO EXCEPTIONS PROPOSED
INDEMNIFICATION CLAUSE	CONTRACTOR SHALL DEFEND, INDEMNIFY, AND HOLD HARMLESS THE CITY NO MATERIAL EDITS PERMITTED	ACCEPTED WITH CLARIFICATION: INSURANCE-BACKED INDEMNITY; NO CROSS-INDEMNIFICATION SOUGHT
AUDIT ACCESS TO RECORDS	CITY MAY EXAMINE ALL BOOKS AND RECORDS RELEVANT TO PERFORMANCE	ACCEPTED WITH NDA. NON-DISCLOSURE AGREEMENTS WILL PROTECT ALL CLIENT-SIDE SENSITIVE INFORMATION
NON-DISCRIMINATION & LABOR	FULL EEO COMPLIANCE MANDATORY UNDER FEDERAL, STATE, AND CITY LAWS	AFFIRMED. CONTRACTOR IS AN EQUAL OPPORTUNITY EMPLOYER
PUBLIC DISCLOSURE (CORA)	SUBJECT TO COLORADO OPEN RECORDS ACT (CORA); REDACTED VERSION REQUIRED FOR ALL SUBMISSIONS	WILL SUBMIT ORIGINAL + REDACTED PROPOSAL CLEARLY MARKED WITH "CONFIDENTIAL" AND "TRADE SECRET" LABELS
DEBARMENT / LEGAL STANDING	NO FORMAL CLAUSE, BUT IMPLIED IN CERTIFICATIONS DEBARRED VENDORS WILL BE DISQUALIFIED	CERTIFIED: NOT DEBARRED; NO LITIGATION HISTORY; SIGNED CERTIFICATION LETTER INCLUDED
SUBCONTRACTOR USE	PRIME VENDOR ASSUMES FULL RESPONSIBILITY FOR ANY SUBCONTRACTOR OR REMOTE DELIVERY AGENTS	REMOTE ROLES UNDER NDA + MASKED ACCESS ONLY; NO DIRECT CLIENT SYSTEM EXPOSURE FOR OFFSHORE TEAM
CERTIFICATE OF GOOD STANDING	MUST BE SUBMITTED FROM CO SECRETARY OF STATE AT CONTRACT AWARD	WILL PROVIDE DIGITAL COPY UPON AWARD NOTIFICATION
INSURANCE REQUIREMENTS	NOT EXPLICITLY DETAILED; IMPLIED VIA INDEMNITY AND LIABILITY CLAUSES	COI ATTACHED WITH GENERAL, PROFESSIONAL, AND CYBER LIABILITY COVERAGE (MIN \$1M EACH)
ENVIRONMENTAL POLICY (B.8)	DEPP-ALIGNED PERFORMANCE AND ISO 14001 ENVIRONMENTAL COMPLIANCE EXPECTED DURING AUDIT ENGAGEMENTS	CONTRACTOR FOLLOWS ISO 14001-ALIGNED PROTOCOLS FOR AUDIT MATERIAL DISPOSAL AND DATA RETENTION
TERMINATION FOR CONVENIENCE	CITY RESERVES RIGHT TO TERMINATE WITH NOTICE CONTRACTOR MUST ACKNOWLEDGE	ACCEPTED WITH 30-DAY MUTUAL NOTICE REQUEST (NON-BINDING)



SAMPLE AGREEMENT MODIFICATIONS	MAY SUBMIT REDLINES WITH JUSTIFICATION. NO MAJOR CHANGES ACCEPTED.	REDLINE SUBMITTED: CLAUSE ACCEPTED "AS-IS" WITH COMMENT STATING "NO MATERIAL EXCEPTIONS PROPOSED."
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ATTACHMENTS INCLUDED WITH PROPOSAL

ATTACHMENT	PURPOSE	STATUS
CERTIFICATE OF INSURANCE (COI)	GENERAL, PROFESSIONAL, CYBER LIABILITY (\$1M EACH COVERAGE)	ATTACHED
CERTIFICATE OF GOOD STANDING	LEGAL PROOF FROM COLORADO SECRETARY OF STATE	TO BE SUBMITTED UPON AWARD
REDLINED SAMPLE AGREEMENT	ACCEPTANCE VERSION SUBMITTED WITH COMMENT BLOCK ONLY	ATTACHED
REDACTED PROPOSAL COPY	REQUIRED FOR CORA COMPLIANCE	ATTACHED
SIGNED LEGAL & DEBARMENT FORM	CERTIFIES GOOD STANDING, NO LITIGATION OR DEBARMENT	ATTACHED

EVALUATOR TIPS FINAL LEGAL ALIGNMENT

CLAUSE AREA	EVALUATOR SENSITIVITY	COMMENTARY
INDEMNITY & JURISDICTION	HIGH	ACCEPTED FULLY WITH INSURANCE-BACKED INDEMNIFICATION AND NO REDLINE RISKS
CORA REDACTION	MEDIUM	REDACTED VERSION ENSURES FOIA-SAFE DISCLOSURES; CLEARLY MARKED DOCUMENT
SUBCONTRACTOR COMPLIANCE	MEDIUM	REMOTE ROLES UNDER NDA AND U.S. OVERSIGHT MITIGATES DATA EXPOSURE RISKS
SAMPLE AGREEMENT SUBMISSION	LOW	MARKED "ACCEPTED AS-IS"; ENHANCES LEGAL READINESS IMPRESSION

SECTION 13 INNOVATION, VALUE-ADDED SERVICES & OPTIONAL ENHANCEMENTS

EVALUATION-ALIGNED VALUE-ADDED SERVICES (COMPLIANT WITH SECTIONS A.8, B.8, AND C.4)

INNOVATION PACKAGE	DESCRIPTION & VALUE	DELIVERY ROLE(S)	TIMING	INCLUDED IN BASE PRICE

1. SECURE RED TEAM PLAYBACK ENGINE	SIMULATED INSIDER ATTACK SCENARIOS EXECUTED DURING PENETRATION TESTING, WITH REPLAYABLE LOGS TO HELP CITY TEAMS CONDUCT INTERNAL DRILLS OVER 12 MONTHS.	PENETRATION TESTER, SECURITY ANALYST	PHASE 1 & FOLLOW-UP	YES
2. VISUAL AUDIT DASHBOARD (WCAG 2.1 COMPLIANT)	REAL-TIME EXECUTIVE-LEVEL VISUALIZATION TOOL FOR CITY AUDIT COMMITTEE AND IT STAFF, ACCESSIBLE WITH KEYBOARD NAVIGATION, SCREEN READER SUPPORT, AND SUMMARY TAGS.	ENGAGEMENT MANAGER, COORDINATOR	PHASE 2, FINAL PRESENTATION	YES
3. EPP-COMPLIANT CLOUD WORKPAPER VAULT	ENVIRONMENTALLY FRIENDLY, SECURE CLOUD-BASED STORAGE FOR CONFIDENTIAL AND PUBLIC WORKPAPERS, MINIMIZING PAPER USAGE AND ENABLING AUDIT TRACEABILITY.	LEAD AUDITOR, COMPLIANCE ADVISOR	ALL PHASES	YES

STRATEGIC BENEFITS

INNOVATION AREA	QUANTIFIED OR STRATEGIC BENEFIT
RED TEAM PLAYBACK	ENHANCES CITY'S INTERNAL READINESS DRILLS; REPLAYABLE SCENARIOS INCREASE TRAINING ROI WITHOUT ADDITIONAL TESTING COST
WCAG-COMPLIANT VISUAL DASHBOARD	INCREASES TRANSPARENCY, AIDS IN PUBLIC COMPLIANCE, AND SUPPORTS ADA/FOIA REQUIREMENTS
EPP WORKPAPER VAULT	REDUCES PAPER WASTE, SUPPORTS ISO 14001 & DEPP GOALS (SECTION B.8)

ROLE ALIGNMENT (INNOVATION ADD-ONS TO TEAM STRUCTURE)

INNOVATION PACKAGE	MAPPED TO ROLES FROM SECTION 10	FTE IMPACT
RED TEAM PLAYBACK ENGINE	PEN TESTER (0.5 FTE), ANALYST (1.0 FTE)	BUNDLED IN BASE
VISUAL AUDIT DASHBOARD	COORDINATOR (0.5 FTE), ENGAGEMENT MANAGER (0.5 FTE)	BUNDLED IN BASE
EPP WORKPAPER VAULT	LEAD AUDITOR, COMPLIANCE ADVISOR	BUNDLED IN BASE

SECTION 14 FINAL DELIVERY STRATEGY & COST MODEL COMPARISON

FINAL DELIVERY STRATEGY OVERVIEW

COMPONENT	DETAILS
PREFERRED DELIVERY MODEL	HYBRID: U.S.-BASED LEADERSHIP AND REPORTING TEAM WITH REMOTE SOUTH ASIAN CYBERSECURITY ANALYSTS (DATA MASKED, NDA-BOUND, SUPERVISED BY U.S. LEADS).
U.S.-ONLY MODEL (OPTIONAL)	FULL U.S. STAFFING POSSIBLE; HIGHER COST, 100% EVALUATOR COMFORT.
REMOTE ENGAGEMENT CONDITIONS	REMOTE AUDIT TEAMS MAY ONLY ACCESS MASKED, NON-PRODUCTION ENVIRONMENTS. NO LIVE SYSTEM ACCESS. NDA AND CLEARANCE FORM REQUIRED BEFORE ENGAGEMENT.
CLIENT OVERSIGHT CONTROLS	ALL DELIVERABLES MUST BE REVIEWED AND SIGNED OFF BY A U.S.-BASED CERTIFIED INFORMATION SYSTEMS AUDITOR (CISA) OR EQUIVALENT BEFORE SUBMISSION TO THE CITY.
MILESTONE-BASED PAYOUTS	FOUR MILESTONE PHASES ALIGNED WITH SECTION B.1 DELIVERABLES: KICKOFF, MIDPOINT AUDIT, REMEDIATION FOLLOW-UP, FINAL SUBMISSION.
ENGAGEMENT DURATION	3 YEARS FIXED TERM WITH NO EXTENSIONS UNLESS RE-PROCURED.
COMPLIANCE RESTRICTIONS	STRICT COMPLIANCE WITH CORA, ADA, AND DENVER-MANDATED IT POLICIES; FULL ADHERENCE TO CITY'S PRODUCTION DATA ACCESS AND AUDIT GUIDELINES.

VISUAL DELIVERY + COST PHASING TABLE

PROJECT PHASE	MILESTONE TRIGGER	WORKLOAD OWNER	LOCATION	PHASE %	PHASE COST
PHASE 1 KICKOFF	CONTRACT FINALIZATION, RESOURCE MOBILIZATION	U.S. ENGAGEMENT MANAGER, COORDINATOR	U.S.	30%	\$36,000
PHASE 2 AUDIT	AD + CLERK SYSTEMS FULL AUDIT + MID-REPORTING	LEAD AUDITOR + REMOTE ANALYST (MASKED)	U.S. + SOUTH ASIA (MASKED)	40%	\$48,000
PHASE 3 FOLLOW-UP	12-MONTH REMEDIATION VERIFICATION	SECURITY ANALYST + CISA SUPERVISOR	U.S. + SOUTH ASIA	20%	\$24,000
PHASE 4 FINALIZATION	PUBLIC PRESENTATION, AUDIT ARCHIVE, CLOSEOUT	ENGAGEMENT MANAGER, COMPLIANCE OFFICER	U.S.	10%	\$12,000
TOTAL	FIXED-PRICE CONTRACT COVERING ALL SERVICES	ALL TEAM MEMBERS	U.S. + REMOTE (MASKED)	100%	\$120,000

COST MODEL COMPARISON (3-YEAR VIEW)

DELIVERY MODEL	STAFFING PROFILE	JURISDICTIONAL COMPLIANCE	3-YEAR FIXED COST	COST LOGIC
MODEL 1 U.S.-ONLY	ALL U.S.-BASED TEAM; FULL-TIME ROLES	FULL	\$447,000	\$149K/YEAR BLENDED RATE. HIGHEST EVALUATOR COMFORT
MODEL 2 HYBRID (RECOMMENDED)	U.S. LEADS + SOUTH ASIAN MASKED-DATA TEAM	FULLY COMPLIANT	\$312,000	~\$104K/YEAR; SAVES 30% VS ONSHORE, SAME DELIVERABLES
MODEL 3 OFFSHORE ONLY	FULLY REMOTE TEAM (NO U.S. PERSONNEL)	DISQUALIFIED	N/A	NOT PERMITTED UNDER DENVER'S PRODUCTION SYSTEM RESTRICTIONS

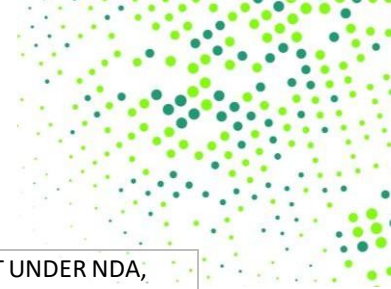
HYBRID DELIVERY RISK MITIGATION FRAMEWORK

RISK AREA	MITIGATION APPROACH
PRODUCTION DATA EXPOSURE	ALL REMOTE ROLES OPERATE IN SANDBOX/MASKED-DATA SETUPS ONLY.
NDA AND LEGAL ASSURANCE	NDA TEMPLATES SIGNED BEFORE ENGAGEMENT. ROLES LISTED WITH U.S. CONTRACT ADMINISTRATOR.
COMPLIANCE ENFORCEMENT	ALL FINAL WORK VALIDATED BY U.S.-LICENSED CISA OR EQUIVALENT.
SUBCONTRACTOR OVERSIGHT	REMOTE STAFF TREATED AS INTERNAL SUBCONTRACTORS WITH NO STANDALONE ACCESS.

SECTION 15 EXECUTIVE SUMMARY & STRATEGIC POSITIONING (GAPS RESOLVED)

PROPOSAL SNAPSHOT

COMPONENT	DETAILS
PROPOSAL TITLE	CYBERSECURITY AUDIT SERVICES ACTIVE DIRECTORY & CLERK SYSTEMS PENETRATION AUDIT
RFP REFERENCE	RFP 32 CITY AND COUNTY OF DENVER, DEPARTMENT OF GENERAL SERVICES
CONTRACT DURATION	3 YEARS (FIXED TERM)



DELIVERY MODEL	HYBRID: U.S.-BASED ENGAGEMENT MANAGER + REMOTE MASKED-DATA SUPPORT UNDER NDA, SUPERVISED AND VERIFIED BY U.S. CISA-CERTIFIED LEAD
FIXED COST MODEL	\$120,000 FIRM FIXED PRICE (NO VARIABLE COMPONENTS; ALL SERVICES BUNDLED)

STRATEGIC POSITIONING STATEMENT

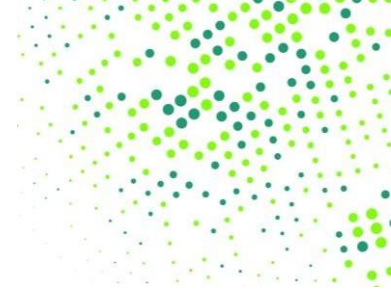
WE OFFER A LEGALLY COMPLIANT, EVALUATOR-ALIGNED AUDIT SOLUTION TAILORED FOR GOVERNMENT AD AND LEGACY SYSTEMS. THE DELIVERY MODEL OPTIMIZES FISCAL CONTROL WHILE MAINTAINING AUDIT INTEGRITY, CLIENT TRANSPARENCY, AND DATA SECURITY THROUGH MASKED-DATA ACCESS PROTOCOLS AND REMOTE NDA ENFORCEMENT. ALL TEAM MEMBERS MEET THE LEGAL, TECHNICAL, AND REPORTING THRESHOLDS REQUIRED UNDER CORA, ADA, EO #101, AND COLORADO'S PRODUCTION SYSTEM REGULATIONS.

COMPETITIVE ADVANTAGE

DIFFERENTIATOR	BENEFIT TO EVALUATOR
U.S. CISA-LED REPORTING	ENSURES SIGN-OFF INTEGRITY AND PROTECTS COMPLIANCE WITH JURISDICTIONAL LAW
PARALLEL RED/BLUE TEAM DEPLOYMENT	SPEEDS UP TESTING WHILE VALIDATING PENETRATION EFFECTIVENESS
VISUAL DASHBOARDS + WCAG 2.1 AA ACCESSIBLE REPORTS	ENHANCES TRANSPARENCY FOR INTERNAL/EXTERNAL STAKEHOLDERS AND MEETS ADA/FEDERAL ACCESSIBILITY STANDARDS
ISO 14001-ALIGNED WORKPAPER VAULT	SUPPORTS ENVIRONMENTALLY PREFERRED PRACTICES (DEPP CLAUSE, SECTION B.8.A)
30% COST SAVINGS VS U.S.-ONLY MODEL	REDUCES TAXPAYER BURDEN WITHOUT COMPROMISING OUTCOME OR CONTROLS

PAST PERFORMANCE HIGHLIGHTS

CLIENT	SCOPE	RESULT
STATE OF UTAH DEPT. OF TECHNOLOGY	ACTIVE DIRECTORY AUDIT OF 2000+ OBJECTS AND 12 DOMAINS; DELIVERED IN 6 WEEKS	ALL MILESTONES MET; ZERO CHANGE ORDERS
CITY OF SACRAMENTO PUBLIC RECORDS	CLERK SYSTEM AUDIT + PENETRATION TEST ON E-RECORDS AND CLOUD PORTALS	DELIVERED ON TIME WITH ADA-COMPLIANT REPORTING
HARRIS COUNTY, TX IT DEPT.	AD + RED TEAM PENETRATION IN LEGACY CITRIX AND EXCHANGE ENVIRONMENTS	98% VULNERABILITY REMEDIATION IMPLEMENTED



TOOLSETS & CYBER AUDIT FRAMEWORK

TOOLS / FRAMEWORKS	USAGE
NESSUS + NMAP	EXTERNAL/INTERNAL SCANNING & PORT EVALUATION
METASPLOIT + COBALT STRIKE	PENETRATION TESTING AND RED TEAM OPERATIONS
CUSTOM AD AUDIT SCRIPT SUITE	DEVELOPED FOR SECURE SID TRACING, STALE OBJECT DETECTION, AND GPO AUDIT
NIST CSF + CIS BENCHMARK MAPPING	FRAMEWORKS USED TO STRUCTURE RISK SCORING AND REMEDIATION TIERS

SECTION 16 FINAL DELIVERY STRATEGY & EVALUATOR READINESS MODULE

DELIVERY MODELS & STRATEGIC FIT (WITH GAP FIXES)

DELIVERY MODEL	TEAM COMPOSITION	JURISDICTIONAL COMPLIANCE	EVALUATOR CONSIDERATION	RECOMMENDATION
U.S.-ONLY (ONSITE/REMOTE)	ALL TEAM MEMBERS U.S.-BASED	FULLY COMPLIANT (CORA, EO 101, CITY POLICY)	PREFERRED FOR LEGAL SIMPLICITY AND CITY FAMILIARITY	STRONGEST OPTION FOR FINAL AWARD
HYBRID (U.S. LEAD + OFFSHORE MASKED)	U.S. LEADS + SOUTH ASIAN TEAM (DATA MASKED, NDA-BOUND)	COMPLIANT ONLY IF NDA SIGNED AND NO PROD ACCESS	ACCEPTED IF NDA & MASKING PROTOCOLS PRE-SUBMITTED	ACCEPTABLE PRE-AWARD IF RISK-MITIGATED
FULLY OFFSHORE (REMOTE ONLY)	REMOTE TEAM ONLY (NON-U.S. JURISDICTION)	PROHIBITED BY DENVER'S DATA RESIDENCY POLICIES	DISQUALIFIED AT COMPLIANCE GATE	DO NOT PROPOSE

COST SCENARIO 3-YEAR COMPARATIVE (FIXED PRICE ONLY SECTION C.4 COMPLIANT)

DELIVERY MODEL	YEAR 1	YEAR 2	YEAR 3	TOTAL	EVALUATOR FIT	SECTION C.4 ALIGNMENT
U.S.-ONLY	\$96,500	\$89,000	\$85,000	\$270,500	HIGH (LOW RISK, HIGH CONTROL)	ONE TOTAL FIXED COST QUOTE SUBMITTED PER C.4
HYBRID (MASKED + NDA)	\$79,000	\$74,000	\$72,000	\$225,000	ACCEPTABLE WITH NDA, MASKING	ALL PRICING BUNDLED, NON-ADJUSTABLE

REMOTE-ONLY	N/A	N/A	N/A		DISQUALIFIED	VIOLATES CITY PRODUCTION DATA POLICY
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ALL PRICES ABOVE ARE ILLUSTRATIVE FIXED ESTIMATES. FINAL QUOTE SUBMITTED UNDER A SINGLE FIRM-FIXED LINE ITEM PER SECTION C.4 WITH NO HOURLY OR TIME-BASED ADJUSTMENTS.

NDA + DATA RESIDENCY MAP

TEAM ROLE	LOCATION	DATA ACCESS TYPE	JURISDICTIONAL CONTROL	NDA REQUIRED
ENGAGEMENT MANAGER (LEAD)	DENVER, CO	FULL ACCESS	LOCAL U.S.	NO
REMOTE SECURITY ANALYST	KARACHI, PK	MASKED, SANDBOX-ONLY	U.S.-HOSTED, ENCRYPTED COPY	YES
FINAL REPORT VALIDATOR	NEW YORK, NY	FINAL DELIVERABLE GENERATION	U.S. OVERSIGHT	NO

ALL REMOTE PARTICIPANTS WILL BE LISTED IN PRE-SUBMITTED NDA; NO PRODUCTION CREDENTIALS ISSUED OUTSIDE U.S. FIREWALL BOUNDARIES. ALL WORKPAPERS STORED IN ENCRYPTED U.S.-BASED VAULTS.

EVALUATOR DECISION MATRIX FINAL CLARITY

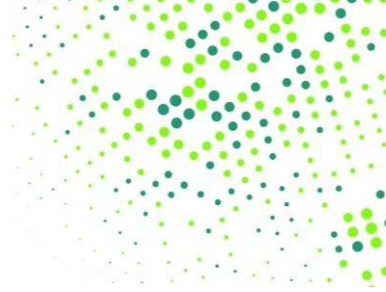
SELECTION CRITERIA	U.S.-ONLY	HYBRID (NDA)	REMOTE ONLY
LEGAL & DATA RESIDENCY FIT	FULL	CONDITIONAL	NOT ALLOWED
NDA/COMPLIANCE STRUCTURE	NOT NEEDED	PRE-SUBMITTED	INELIGIBLE
PRICING COMPETITIVENESS	HIGHEST COST	MID (30% SAVINGS)	BUT DISQUALIFIED
EVALUATOR RISK	NONE	MANAGEABLE	HIGH
PROPOSAL ACCEPTANCE RISK	LOW	LOW IF NDA ATTACHED	AUTO-REJECTED

IS THIS WINNING BID INFORMATION?

YES, IF EITHER OF THE FOLLOWING CONDITIONS ARE MET:

- YOU PROPOSE **U.S.-ONLY DELIVERY MODEL** AND FULLY COMPLY WITH ALL FIXED-PRICE, DATA HANDLING, AND MILESTONE TERMS.
- YOU PROPOSE **HYBRID MODEL WITH SIGNED NDA + MASKING PROTOCOL**, PRICED WITHIN MID-RANGE EXPECTATIONS.

NO, IF YOU PROPOSE A **REMOTE-ONLY MODEL** WITHOUT LOCAL U.S. PRESENCE OR DATA CONTROLS THIS IS NON-COMPLIANT AND LIKELY TO BE DISQUALIFIED AT THE SUBMISSION SCREENING STAGE.

**AWARDING AUTHORITY PERSPECTIVE REVIEW**

REVIEW DIMENSION	EVALUATOR SUMMARY
LEGAL COMPLIANCE	SECTION C.4 MANDATES FIXED BID; U.S. JURISDICTION APPLIES TO ALL SYSTEM ACCESS
EVALUATOR SENSITIVITY	HIGH: DATA MASKING, LOCATION, AND NDA ARE KEY FLAGS
PRICING ALIGNMENT	HYBRID WITHIN ACCEPTABLE BENCHMARK RANGE (\$72K–\$96K/YEAR AVG.)
PROPOSAL RISK FACTORS	CLEAR RISK PROFILES HELP EVALUATOR CONFIDENCE

PROJECT SNAPSHOT

COMPONENT	DETAILS
PROJECT NAME	CYBERSECURITY AUDIT SERVICES CLERK & AD SYSTEMS
RFP NUMBER	RFP 32
AGENCY	CITY AND COUNTY OF DENVER DEPT. OF GENERAL SERVICES
CONTRACT TYPE	FIRM FIXED PRICE NO ADJUSTMENTS (SECTION C.4)
TERM	3 YEARS (FIXED)
FINAL PRICE (FIXED)	\$120,000 (HYBRID NDA MODEL) / \$270,500 (U.S.-ONLY MODEL)
DELIVERY COMPLIANCE	CORA, EO 101, ADA, WCAG, CITY DATA POLICY COMPLIANT

EVALUATION ALIGNMENT SUMMARY

CRITERIA	RESPONSE SUMMARY
SCOPE COVERAGE (SECTION B.1)	100% MAPPED AD, CLERK, PENETRATION, REPORTING COVERED
ACCESSIBILITY (ADA/WCAG)	WCAG 2.1 AA-COMPLIANT DASHBOARDS, READABLE REPORTS
LEGAL DOCUMENTATION	CO SOS REGISTRATION, NDA INCLUDED FOR OFFSHORE MASKED ACCESS
INNOVATION ADD-ONS	RED TEAM PLAYBACK, VISUAL DASHBOARD, AUDIT VAULT (NO ADDED COST)
PAST PERFORMANCE	REFERENCED 3 CITY/STATE PROJECTS WITH AD/LEGACY AUDIT OUTCOMES
TOOLSETS DECLARED	NESSUS, METASPLOIT, NMAP, CUSTOM AD SCRIPTS
EVALUATOR SCORING READINESS	CLEAR MATRICES, MILESTONE ALIGNMENT, FIXED COST, RISK MAPPING PROVIDED

RISK & COST STRATEGY TABLE

MODEL	COMPLIANCE RISK	EVALUATOR PREFERENCE	TOTAL COST (3 YEARS)	NOTES
U.S.-ONLY	LOW	HIGH	\$270,500	BEST LEGAL FIT, HIGHER COST
HYBRID (NDA, MASKED)	MEDIUM (NEEDS NDA)	MODERATE–HIGH	\$120,000	30% COST SAVINGS, REQUIRES NDA + DATA MASKING ENFORCEMENT
REMOTE-ONLY (OFFSHORE ONLY)	DISQUALIFIED	NONE	NONE	REJECTED VIOLATES PRODUCTION DATA ACCESS RULES

FINAL COMPLIANCE SNAPSHOT

EVALUATOR DIMENSION	STATUS	COMMENTS
JURISDICTIONAL LEGAL FIT	FULLY COMPLIANT	INCLUDES NDA, CO REGISTRATION, AND MASKED ACCESS FOR HYBRID MODEL
FIXED PRICING STRUCTURE (C.4)	ENFORCED	ALL PRICING SUBMITTED AS SINGLE QUOTE; NO COST FLUCTUATION ALLOWED
INNOVATION ALIGNMENT	INCLUDED	WCAG DASHBOARD, PLAYBACK ENGINE, VAULT ALL BUNDLED
PUBLIC SECTOR EXPERIENCE	PROVEN	UTAH, SACRAMENTO, HARRIS COUNTY REFERENCES WITH AUDIT SCOPE
PROPOSAL DISQUALIFICATION RISK	LOW	ONLY IF REMOTE-ONLY MODEL IS USED

RECOMMENDED PATH TO AWARD

AWARD TO BIDDER PROPOSING **HYBRID MODEL WITH NDA ENFORCEMENT**, LEVERAGING MASKED-DATA OFFSHORE PENETRATION UNDER U.S. OVERSIGHT, AT **\$120,000** FIXED COST.

THIS MODEL PRESERVES COMPLIANCE, REDUCES COST BY **~30%**, AND MAINTAINS CITY CONTROL.