



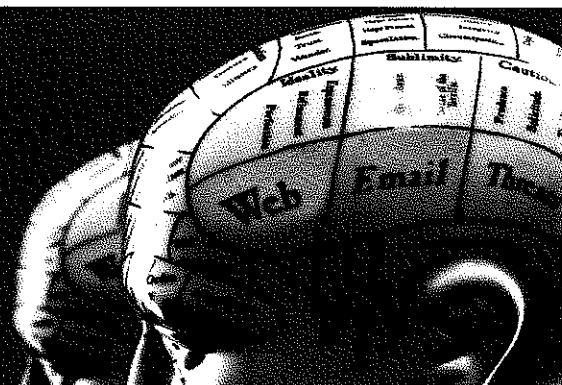
**REQUEST FOR QUOTATION  
RFQ# EDD327891**

**FOR**

**INTERNET FILTERING & REPORTING**

**Prepared by: Doug Haddad  
May 17<sup>th</sup>, 2010**

**Securing the Learning  
Environment Together**





May 11, 2010

Shelly Murray, Buyer  
State of West Virginia  
Department of Education, Bldg. 6  
1900 Kanawha Blvd, East  
Charleston, WV 25305-0330

Dear Ms. Murray,

Thank you for the opportunity to respond to your Internet Filtering and Reporting solution, RFP# (EDD327891), dated April 5<sup>th</sup>, 2010. Enclosed is our proposal which meets the requirements outlined in your RFP.

M86 Security is a privately held leading independent provider of web and email security solutions. We have over 20,000 customers representing more than seven millions of users worldwide. In particular, M86 Security is focused on meeting the unique needs of the K-12 market. We have accomplished this with purpose-built appliances with unmatched scalability and reliability. Nearly 25% of the school districts within the United States utilize the M86 Security internet filtering solution. This includes contracts that we have in place with 16 State DOE offices. We are the leading vendor of web security solutions in the United States for the K-12 sector

The company's award-winning appliance suite requires no additional software to install, resulting in the lowest total cost of ownership on the market. M86 Security is recognized for its real-time analysis, reporting capabilities and unmatched forensics that reduce security, legal and compliance risk. The company's solutions are customizable to meet individual customer requirements, yet are powerful enough to meet the performance demands of the largest corporations in the world.

We look forward to the opportunity to work with your organization. Please feel free to contact me with any questions you may have

Doug Haddad  
Senior Account Executive

M86 Security  
828 W. Taft Avenue, Orange, CA 92865  
T: 508.637.1374  
F: 714.282.6116  
Doug.haddad@m86security.com  
www.m86security.com

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[www.m86security.com](http://www.m86security.com)

STATE OF WEST VIRGINIA  
Purchasing Division**PURCHASING AFFIDAVIT**

West Virginia Code §5A-3-10a states: No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owed is an amount greater than one thousand dollars in the aggregate.

**DEFINITIONS:**

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

**EXCEPTION:** The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

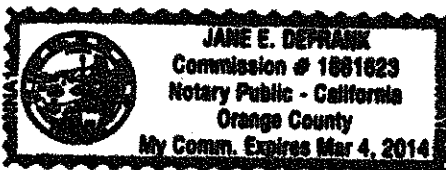
Under penalty of law for false swearing (*West Virginia Code §61-5-3*), it is hereby certified that the vendor affirms and acknowledges the information in this affidavit and is in compliance with the requirements as stated.

**WITNESS THE FOLLOWING SIGNATURE**Vendor's Name: M86 Security

Authorized Signature: \_\_\_\_\_

Date: 5/12/10State of CaliforniaCounty of Orange, to-wit:Taken, subscribed, and sworn to before me this 12<sup>th</sup> day of May, 2010.My Commission expires March 4, 2014.

AFFIX SEAL HERE

NOTARY PUBLIC Jane E. DeFrank



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

# Request for Quotation

RFQ NUMBER
EDD327891

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1

ADDRESS CORRESPONDENCE TO ATTENTION OF
SHELLY MURRAY 304-558-8801

RFQ COPY

VENDOR

M86 SECURITY  
 828 WEST TAFT AVENUE  
 ORANGE CA 92865

SHIP TO

DEPARTMENT OF EDUCATION  
 BUILDING 6  
 1900 KANAWHA BOULEVARD, EAST  
 CHARLESTON, WV  
 25305-0330

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
04/05/2010				

BID OPENING DATE: 05/13/2010 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
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THE WEST VIRGINIA PURCHASING DIVISION, FOR THE AGENCY, THE WEST VIRGINIA DEPARTMENT OF EDUCATION, IS SOLICITING BIDS FOR AN INTERNET FILTERING AND REPORTIN SOLUTION PER THE ATTACHED SPECIFICATIONS.

TECHNICAL QUESTIONS MUST BE SUBMITTED IN WRITING TO SHELLY MURRAY IN THE WEST VIRGINIA PURCHASING DIVISION VIA MAIL AT THE ADDRESS SHOWN AT THE TOP OF THIS RFQ, VIA FAX AT 304-558-4115, OR VIA E-MAIL AT SHELLY.L.MURRAY@WV.GOV. DEADLINE FOR ALL TECHNICAL QUESTIONS IS 04/27/2010 AT THE CLOSE OF BUSINESS. ALL TECHNICAL QUESTIONS RECEIVED, IF ANY, WILL BE ADDRESSED BY ADDENDUM AFTER THE DEADLINE.

0001

1	LS	920-45	INTERNET FILTERING AND REPORTING SOLUTION
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EXHIBIT 3

LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE UPON AWARD AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDDR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
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**Request for  
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2

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RFQ COPY  
 TYPE NAME/ADDRESS HERE

VENDOR

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04/05/2010				
BID OPENING DATE: 05/13/2010		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THE STATE MAY DEEM THE CONTRACT NULL AND VOID, AND TERMINATE SUCH CONTRACT WITHOUT FURTHER ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

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# Request for Quotation

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4

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LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
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CONTACT PERSON (PLEASE PRINT CLEARLY):

**DOUG HADDAD 1508637-1374**

**fax 1714282-6116**

**email DOUG.HADDAD@M86Security.com**

\*\*\*\*\* THIS IS THE END OF RFQ EDD327891 \*\*\*\*\* TOTAL: \_\_\_\_\_

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

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# West Virginia Department of Education REQUEST FOR QUOTATION EDD327891

## Introduction

The West Virginia Department of Education (WVDE) is soliciting quotations for an **Internet filtering and reporting solution** that consists of software, licensing, software upgrades/updates, database updates and technical support. The vendor has the option to include servers or appliances and associated costs in the quotation if the vendor's software will not meet the requirements of this RFQ when installed on WVDE owned servers which are described in Section I-Current Environment.

Throughout this Request for Quotation (RFQ) the term "filtering solution" is used to refer to all vendor provided software and hardware used to perform Internet filtering and reporting functions, including but not limited to application software, operating system and database software.

The terms "server" and "servers" are used to refer to the hardware or appliances on which any component of the filtering solution is installed.

Every statement of this RFQ that includes the word "must" or "shall" is a mandatory requirement. A vendor should not submit a bid if the filtering solution cannot meet every mandatory requirement.

The products and services that are bid **must** be capable of providing a level of service appropriate for Internet Service Provider (ISP) facilities with 3 gigabits of Internet bandwidth. School based or district based filtering solutions are not an acceptable response to this RFQ.

The WVDE currently has two independent Internet connections for the K-12 public schools. Internet filtering solutions **must** be installed at both Points of Presence (POP). Because of the diverse needs of schools, the WVDE **must** have selective filtering levels and capabilities for delegated administration of tailored filtering policies or profiles for different subnets. Updates to the filtering solution **must** be provided at least once each day to ensure that the filtering database is up-to-date using multiple methods and resources for the review of content on Internet sites. The Internet filtering **must** meet the requirements of the E-rate program (refer to <http://www.sl.universalservice.org/>) and the West Virginia Board of Education Policy 2460 that is available online at <http://wvde.state.wv.us/policies/p2460.html>. Information relevant to the Children's Internet Protection Act (CIPA) and the Federal requirement to implement Internet filtering is detailed at the URL <http://www.fcc.gov/cgb/consumerfacts/cipa.html>.

The Children's Online Privacy Protection Act (COPPA) **must** not be violated by any requirements of the filtering solution to collect personal information about students. Refer to <http://www.ftc.gov/coppa/> for information about COPPA.

networks, an option **must** be available to provide continued filtering of Internet web sites. No caching appliances are currently in use; however the Internet filtering solution **must** support the option for the WVDE to install caching appliances.

## Section II - Technical Requirements

### General

The vendor bid **must** provide an Internet filtering solution capable of filtering 140,000 total computers in a network consisting of two POPs. The solution **must** be configured to support 70,000 client computers using 3 gigabits/sec of bandwidth at each POP.

The vendor **must** provide evidence of at least one current, successful installation of the Internet filtering solution in a network configuration servicing 70,000 computers with 3 gigabits/second of Internet bandwidth.

The filtering solution **must** be a POP based installation; a filtering solution which involves the installation of filtering software or hardware school districts or individual schools is not acceptable.

The vendor **must** provide Internet filtering and reporting application software and all necessary supporting software including, but not limited to, operating system and database software.

The Internet filtering solution **must** meet the requirements of this RFQ using servers/appliances provided by the vendor or when installed on the WVDE owned equipment identified in Section I – Current Environment.

The WVDE will provide server hardware, equipment racks, networking components and cabling as specified in Section I – Current Environment.

The filtering solution **must** support gigabit speed, copper based, Ethernet network interfaces.

The filtering solution **must** not exceed a total of 12 servers or appliances at each POP.

The total of all hardware components of the filtering solution for each POP **must** be rack mountable and not occupy more than 24 units of rack space (about 48") at each POP site. The equipment **must** operate on 110-120 Volts AC power.

In the event the winning bid does not meet the requirements of this RFQ when installed on vendor provided server/appliances or on the existing equipment identified in Section I- Current Environment, the vendor **must** provide additional servers and any other associated installation, shipping, labor and configuration expenses at no cost to the WVDE or the contract will be immediately terminated.

There **must** be no requirement for any configuration changes of any networking equipment or computers that are connected to the private WV K-12 network at the school districts or individual schools



- Pornography
- Obscenity
- Dating (including sites for the purpose of establishing personal relationships)
- Gambling
- Criminal Activities (sites that condone or provide instructions for criminal activity)
- Illegal Drugs (sites that condone or provide instructions for illegal drug use, manufacturing and distribution)
- Anonymous Proxies (anonymizers to bypass filtering or hide the true source of Internet activity)
- Computer crimes, cracking and hacking (sites that condone or provide instructions for these activities)
- Malicious code (sites that contain, distribute, or execute malicious code such as malware, viruses, root kits, bots, etc or retrieve information from computers that are infected with malicious code)
- Instant messaging sites
- Peer to Peer (P2P sites)
- Phishing (fraudulent sites that imitate authentic sites, often to lure people into submitting personal or financial information.)
- Hate, racism, discrimination (sites that condone or encourage violence against or suppression of any minorities or grouping based on race, religion, sexual orientation, ethnicity or any other social grouping characteristic)

The filtering solution **must** have the capability to allow or deny access to any individual web site, URL, or IP address whether or not it is included in any vendor provided category.

The filtering solution **must** have the capability to permit the WVDE to create unlimited additional custom categories.

The filtering solution **must** have the capability to permit the use of "regular expressions" (includes wild-card characters and other variables to specify complex text strings) when creating custom allow or deny lists of URL web addresses or search terms.

The filtering solution **must** have the capability to block traffic related to peer-to-peer file sharing protocols.

The filtering solution **must** have a synchronization capability. Synchronization means that when the WVDE makes a filtering configuration change using the web management tool, that change will be distributed to all of the filtering servers at both POPs. That change distribution **must** take effect automatically within 5 minutes after the act of saving of the configuration change, or be accomplished manually with no more than 5 mouse clicks after the configuration change is saved.

**Internet Use Reporting**

The filtering solution **must** provide a web-based reporting application and a minimum of one terabyte of log file storage at each POP.

The filtering solution **must** provide a method for the WVDE to download log files in a generic text format for analysis and archival storage.

Complete details of web browsing activity **must** be stored in log files and **must** include, at a minimum, the complete URL, date and time and IP address of the client computer.

All end user functions of the reporting application **must** be accessible via a web interface.

The reporting solution **must** provide the capability to create reports based on specific IP address, web site address, date and time of day.

The reporting capabilities **must** include the ability to schedule aggregate reports of web site accesses by categories, ranges of IP addresses and time periods.

The reporting capabilities **must** include the ability to create "on demand" custom reports on selected client IP addresses, specific URLs and time periods.

**Section III - Contract Terms**

The contract that results from this RFQ will remain in effect for one (1) year from the date of award, with an option to renew for two (2) additional one (1) year periods.

The costs for software and the annual licensing for Internet filtering can be invoiced upon delivery and acceptance by the WVDE. The technical support costs are payable in arrears and **shall** be invoiced not more often than on a monthly basis.

Any terms and conditions **must** be submitted with the bid. After award, no changes will be allowed which modify and terms and conditions. Award will not be made until all terms and conditions are agreed to by the State.

The vendor is solely responsible for all work performed under the contract and for all services offered and products to be delivered under the terms of this contract.

If the successful vendor is not the direct source, the vendor **must** provide documentation of being an authorized reseller to provide the equipment, filtering updates, maintenance and technical support.

with 3 gigabits/second or more of Internet bandwidth. Use the following table.

Project Name	# of computers filtered	Internet bandwidth

If the vendor fails to identify any costs that are required to meet the terms, requirements and conditions of this Quotation, it **shall** be the responsibility of the successful vendor to pay those costs and such costs will not be passed on to the WVDE or the State of West Virginia.

Pricing **must** be stated on the basis of one-year contracts.

The actual number of licenses purchased may vary from year to year. The quantities of computers listed on the Cost Worksheets are estimates only. The actual quantity to be purchased will be specified in a purchase order.

Filtering licensing prices **must** be quoted based on the number of computers filtered annually so that the WVDE can determine the basis of the pricing submitted in the quote.

Software updates/upgrades and technical support **must** be priced on an annual basis and this item is reflected as such on the cost page.

The vendor is responsible for any costs due to product end of life that will require replacement or upgrading of the vendor provided software or hardware during the term of the contract.

### **Section VI – Cost Evaluation**

All quotes **shall** be all inclusive. No separate reimbursements will be made for travel or any other expense.

The State intends to award the bid to the vendor with the lowest grand total costs to provide a complete Internet filtering solution, including software, filtering updates, licensing, technical support and maintenance according to the specifications. As previously explained, the vendor may also include servers in the bid if the filtering solution cannot meet the requirements of this RFQ when installed on the WVDE equipment identified in Section I – Current Environment.

The WVDE reserves the right to purchase in part or in whole any products and services offered by the vendor in the response to this RFQ. The actual number of licenses purchased each year will be based on a count of computers, provided by the WVDE, on the date of the annual contract renewals.

### Cost Worksheet

Item	Vendor Description	Quantity	Unit Cost	Total Cost
Annual software cost for Filtering Servers.*				
Annual software cost for Reporting Servers.*				
Annual License for filtering of client computers on K-12 network.		130,000		
Annual License for mobile computers. (see note 1 below.)		10,000		
Technical support and upgrades/updates for filtering solution		1 year		
One Day onsite training, 6 hours. Charleston WV (see note 2 below)		1 day		
Onsite installation, Charleston and Morgantown, WV (see note 2 below)		4 days		
Filtering Servers (if required)*				
Reporting Servers (if required)*				
Other Hardware (if required)*				
Hourly rate for custom system modifications		20 hours		
<b>Total Costs</b>				

**Note 1:** A mobile computer requires special client software that will force the computer to be filtered even when it is disconnected from the K-12 network and connected to any other network which provides Internet access. If there is no price difference for mobile computers, enter the same unit cost as for computers on the K-12 network.

**Note 2:** Costs for training and installation, configuration and testing **must** inclusive of all incidental costs. Travel expenses, training materials and other reimbursable expenses will not be paid separately. The distance between Charleston and Morgantown WV is approximately 180 miles.

**Item Pricing:**

This worksheet is for vendors to identify items, quantities and provide prices. The vendor should indicate "No Cost" or "N/A" in the appropriate cells or blanks of the cost worksheet for which there are no separate or applicable costs. Any cost area that is left blank will be assumed to be "No Cost." The vendor may add notes to explain or clarify the bid.

\* Vendor is encouraged to provide unit pricing for each of these items. However, it shall be the responsibility of the vendor to determine sufficient quantities needed for the scope of work outlined in the RFQ. For example, the quantity of servers needed to provide coverage for the WVDE's network may be set at one for vendor A, but be determined to be 5 by vendor B, due to design efficiencies.



## Cost Worksheet

Item	Vendor Description	Quantity	Unit Cost	Total Cost
Annual Software costs for filter servers	Additional Parts warranty after the first year	8	\$600	
Annual Software costs for reporter servers	Additional Parts warranty after the first year	2	\$600	See Below
Annual License for filtering of client computers on K-12 network	Web Filtering and Reporting Subscription	130000	\$1.00	See Below
Annual License for Mobile Computers ( see note 1 below)	Included in the Web Filtering and Reporting Subscription	10000	\$0	See Below
Technical Support and upgrades/updates for filtering solution	Included in the Subscription cost	1 year	\$0	See Below
One Day of Onsite Training, 6 hours, Charleston, WV(see note 2 below)	\$1400/day	1 day	\$1,400	See Below
Onsite Installation Charleston and Morgantown, WV ( See note 2 below)		4days		See Below
Filtering Servers (if required)	WF 700 Internet Filter	8	\$5,995	See Below
Reporting Servers ( if required)	SR 700 Security Reporter	2	\$5,995	See Below
Other Hardware ( if required)	VSS Monitoring Switch for Load balancing	2	\$21,000	See Below
Hourly rate for custom modifications	\$175/Hour	20 hours		See Below
<b>Total Costs</b>				See Below
Year 1 total costs	\$95000 includes all licensing, hardware, hardware warranties, technical support, installation and training costs.			
Year 2 total costs	\$130000 all inclusive of licensing, hardware warranties, technical support.			
Year 3 total costs	\$130000 all inclusive of licensing, hardware warranties, technical support.			
Additional Option for all 3 years	\$285000 will be an all inclusive proposal for three years. Additional hardware and training can be added at the cost levels stated in the proposal spreadsheet			

West Virginia DOE, RFP - EDD 327891

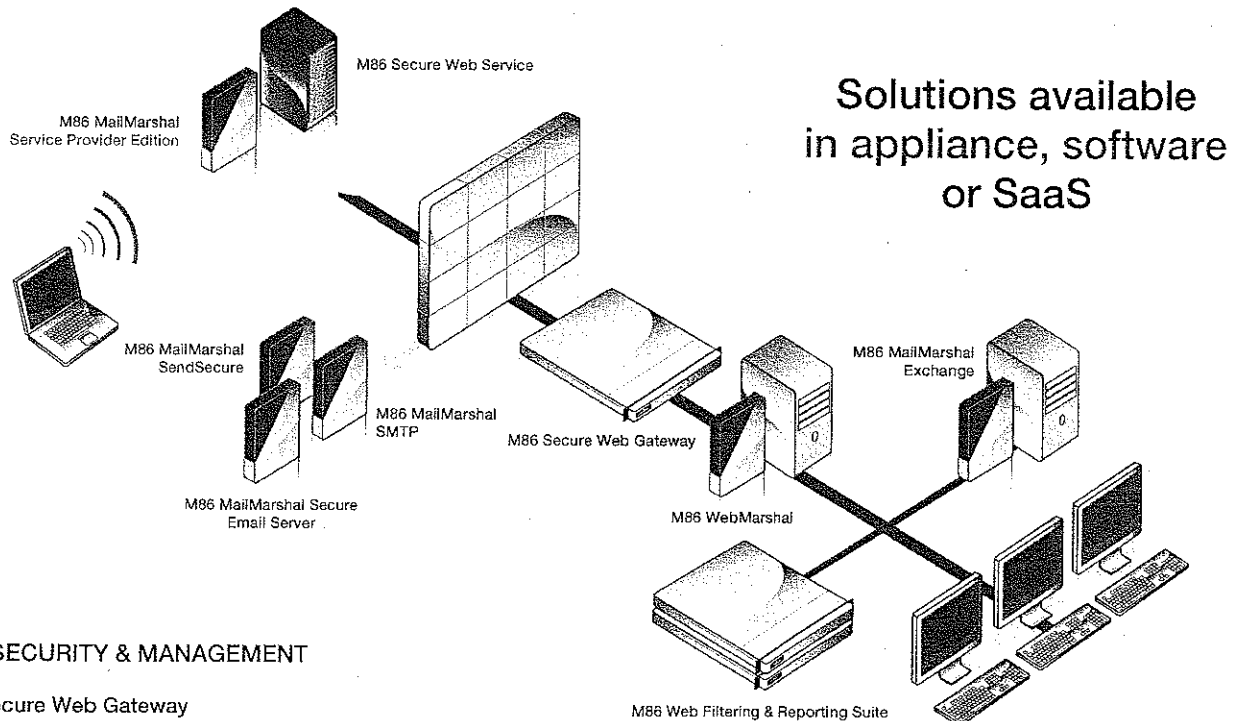
<b>Project Name</b>	<b># of Computers Filtered</b>	<b>Internet Bandwidth</b>
Connecticut Education Network	75000	1 Gigabit +
Miami-Dade County Schools	105000	1 Gigabit +
Broward County Schools	90000	1 Gigabit +



# Securing the Learning Environment

Every day, IT directors battle a constantly growing list of Internet threats that impact student safety, compromise network security and performance, and expose districts and schools to legal liability. Mitigating the risks of malware, spam, cyberbullying, anonymous proxies — increasingly deployed via IM, P2P and Web 2.0 applications — requires a comprehensive, multi-layered Web and email security solution that secures all forms of inbound and outbound Internet traffic, allowing overburdened IT staff to stay ahead of threats, ensure policy and regulatory compliance, and focus on mission-critical projects.

M86 Security's industry-leading solutions are multi-platform, highly scalable and provide the flexibility required by today's learning environment. Additionally, one support group services every product, top to bottom, resulting in a better operating experience and contributing to reduced cost of ownership.



## WEB SECURITY & MANAGEMENT

### M86 Secure Web Gateway

Best-in-breed on-site and cloud-based real-time Web security. Patented, active Real-time Code Analysis and optional anti-virus modules inspects inbound and outbound communication; keeping malware and crimeware out of networks, and keeping sensitive/confidential data in.

### M86 Web Filtering & Reporting Suite

High-performance, scalable, appliance-based URL filtering, application control, detailed forensic reporting and real-time monitoring and mitigation of Web-based threats. Interoperable and easy to deploy in any network infrastructure; utilizes "pass-by technology" for zero network impact and fail-safe operation. Also supports remote laptop filtering for PC and Mac.

### M86 WebMarshal

Software-based, comprehensive Web access control and management, proxy caching, threat protection (URL, anti-virus and malware filtering) and data leakage prevention. Policy-based, easy-to-manage and highly scalable.

## EMAIL SECURITY & MANAGEMENT

### M86 MailMarshal SMTP

Software-based threat protection, unifying content security, policy enforcement, compliance and data leakage prevention. Acts as an email gateway filtering all incoming and outgoing email at the perimeter. Highly scalable, flexible and easy to manage.

### M86 MailMarshal Exchange

Filters and manages internal, inbox-to-inbox email. Monitors and controls intra-organizational email content, facilitating a safe, productive working environment and compliance with acceptable use policies.

### M86 MailMarshal SendSecure

Hosted service that facilitates encrypted email messages to anyone in the world, without requiring a pre-existing relationship or certificate and key exchanges. Doesn't require special software installed prior to reading secured messages.

### M86 MailMarshal Secure Email Server

Dedicated, policy-based, secure email solution that provides encryption, digital signature and deep content inspection of inbound and outbound email messages. Operates with any email gateway that can recognize S/MIME encrypted email and automatically updates contact details and secure certificate credentials for encryption contact, via a centralized server.

### M86 MailMarshal Service Provider Edition

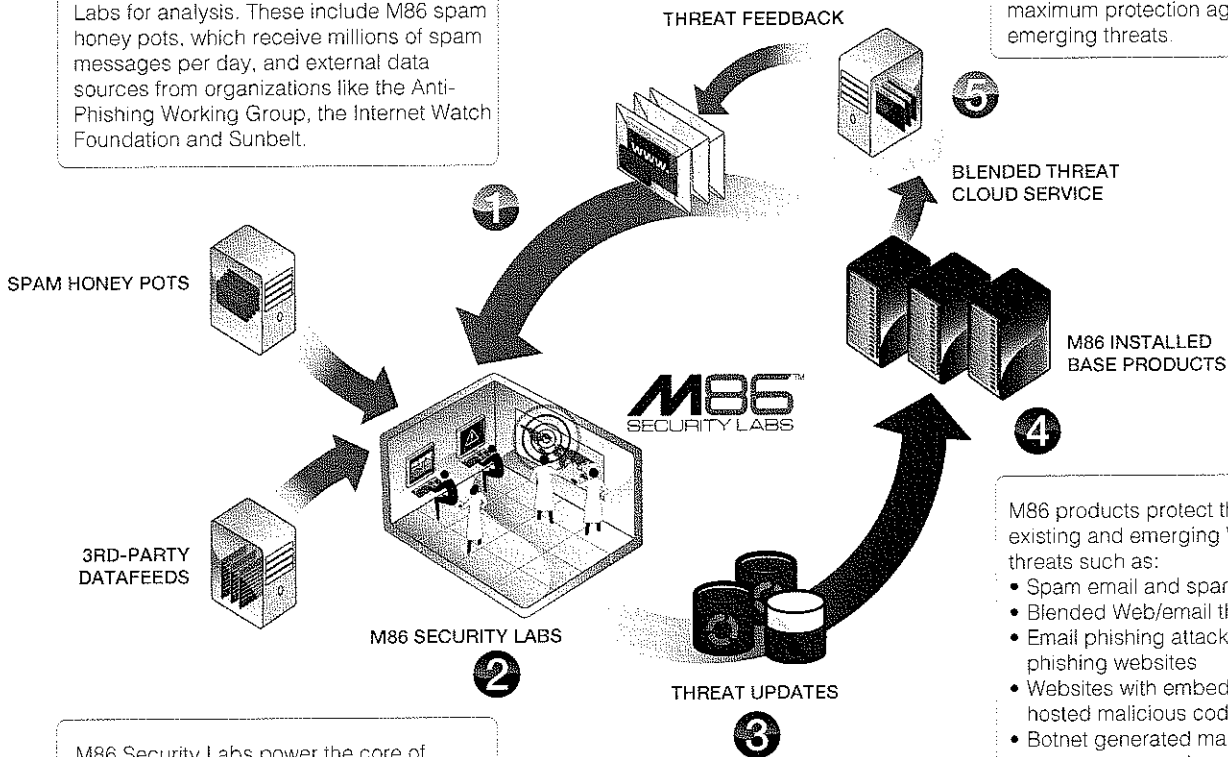
Software as a Service (SaaS) solution that enables Managed and Internet Service Providers to offer complete end-to-end, hosted email security services. Includes email filtering, anti-spam, anti-virus, encryption, pornographic image detection, policy compliance, email archiving and reporting services delivered in a centrally managed, highly scalable architecture — complete with a customizable user interface and tiered service levels.

# Threat Security Labs

M86 Security Labs is at the heart of our products and technology innovations. Its mission is to detect current and emerging threats, then analyze and distribute this intelligence to the installed base of M86 products, worldwide. This feedback-analyze-update model is based on the need to react to and — in many cases — preempt Web and email threats, 24/7. Critical to this process are Internet trends, malware and spam research, development of pattern definitions, the M86 Web Filter Database, TRACEnet, the Defense-in-Depth anti-spam engine, and continuous spam and anti-virus updates.

Suspected threats collected via M86 embedded technologies (customer feedback modules) and blended threat cloud services are passed on to M86 Security Labs. There, the data is further analyzed and correlated with other intelligence coming from M86 installations worldwide. This constant feedback-analyze-distribute loop process provides maximum protection against existing and emerging threats.

External data feeds come into M86 Security Labs for analysis. These include M86 spam honey pots, which receive millions of spam messages per day, and external data sources from organizations like the Anti-Phishing Working Group, the Internet Watch Foundation and Sunbelt.



M86 Security Labs power the core of M86's products. It's here that security analysts review the incoming data for trends and emerging issues and then prioritize the urgent threat intelligence. Relevant data is prepared for deployment to the various M86 security products and then published as updates. In addition to the analysts, a team of verifiers manages the M86 Filter Database to ensure accuracy of content and category. M86 Security Labs also maintains the Security Labs threat alert and information website and customer notification system.

Threat data researched, qualified and prioritized by M86 Security Labs is continuously pushed to M86 products by way of integrated security technologies such as TRACEnet in M86 WebMarshal, the Defense-in-Depth anti-spam engine in M86 MailMarshal SMTP, and the application signature pattern and URL filtering list updates in the M86 Web Filtering and Reporting Suite.

M86 products protect the customer from existing and emerging Web and email threats such as:

- Spam email and spam product sites
- Blended Web/email threats
- Email phishing attacks and fraudulent phishing websites
- Websites with embedded, linked or hosted malicious code
- Botnet generated malware and spam
- Anonymous proxies and applications that circumvent security controls
- Email attachments with embedded malware

M86 security solutions provide a substantial extra layer of extended protection — a critical component in today's swiftly evolving threat landscape.

## TRY BEFORE YOU BUY

M86 Security offers free product trials and evaluations. Simply contact us or visit [www.m86security.com/downloads](http://www.m86security.com/downloads).



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Version 02.19.10

# M86 Web Filtering and Reporting Suite

## Internet Filtering, Reporting and Real-time Threat Monitoring

The M86 Web Filtering and Reporting Suite (M86 WFR Suite) is the most comprehensive solution available to protect schools and districts from Web security threats and vulnerabilities associated with Web 2.0 applications and Internet-based learning. This best-of-breed, appliance-based solution integrates Internet filtering, detailed forensic reporting, and real-time monitoring of Web traffic and bandwidth use. It provides reliability, unmatched scalability and ease-of-use in one affordable solution.

### KEY BENEFITS FOR EDUCATION CUSTOMERS

#### Improves Productivity

- Manages student access to the Internet, eliminating time wasted on social networking sites, streaming media, gaming, Instant Messaging (IM) and Peer-to-Peer (P2P) applications
- Enables IT administrators to focus on mission-critical projects instead of filtering or reporting issues
- Allows multi-location/delegated administration to streamline system and policy management

#### Ensures Student Safety

- Helps enforce district Acceptable Use Policies for PCs and MACs
- Supports CIPA compliance and 1:1 laptop initiatives
- Prevents legal liabilities resulting from exposure to inappropriate Web content

#### Preserves Network Resources

- Monitors bandwidth use in real time
- Controls access to bandwidth-intensive sites and applications by user and groups
- Maintains firewall, proxy or cache for core functions

### M86 Web Filter Database

M86 pioneered today's technology for developing and building URL databases. The M86 Web Filter Database, regarded as the most complete and accurate ever compiled, was built from the ground up. Content verifiers from M86 Security Labs review, analyze and categorize Web sites using the most advanced technology.

Additionally, Customer Feedback Modules (CFM) track and collect clients' most frequently visited uncategorized sites for inclusion in the database. It comes pre-configured with a "CIPA Rule" for CIPA compliance.

### Best Value, Low Total Cost of Ownership

Appliance-based solutions require no additional software or hardware purchases, so one price covers the total solution. "Pass-by" deployment and single-source support enable M86 to offer the most value and lowest cost of ownership available today—without introducing bottlenecks or latency.

### Scalable Appliance Options

Districts can choose the solution that best meets their needs:

- **Small to midsize school districts:**  
An affordable, single, integrated M86 Web Filter and Reporter appliance housed in rack-mountable 1U hardware.  
- Supports up to 7,000 workstations
- **Large school districts:**  
One scalable, dedicated M86 Web Filter and a dedicated M86 Security Reporter appliance.  
- Supports up to 30,000 workstations

### SECURING THE LEARNING ENVIRONMENT

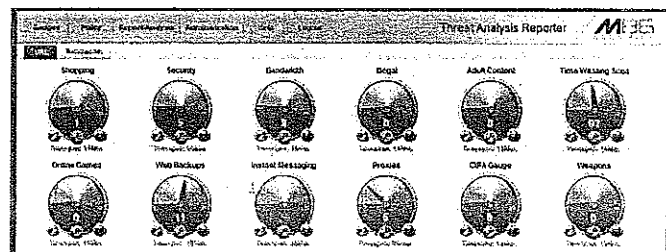
The M86 WFR Suite enables school districts and educational institutions to meet regulatory requirements, ensure student safety and proactively secure the network. Offering reliable, scalable solutions for districts of all sizes, M86 provides cost-effective, unmatched protection from Web threats.

#### Single-source Provider

M86 "owns", designs, supports and maintains every aspect of the solution. This includes the operating system; the Web monitoring, filtering and reporting applications; and the hardware platform. By controlling the entire solution, M86 eliminates the performance or compatibility issues common with third-party integration—unlike software-based solutions.

#### Deployment Options

M86 WFR Suite appliance(s) can be deployed in-line or in pass-by/SPAN port mode. When installed outside the flow of network traffic in a "transparent mode," rather than "stop and check" mode, it delivers zero network impact and fail-safe operation.



Real-time Threat Dashboard

## M86 WFR SUITE INCLUDES:

- **M86 Web Filter:** Optimized for speed, it filters URLs, IPs, anonymous proxies, spyware, botnets, IM, P2P, social media and other sources of emerging threats. Uses the M86 Web Filter Database, enhanced by Intelligent Footprint Technology.
- **M86 Security Reporter:** Processes and displays Internet filtering logs without impacting filtering and network functions. Built on a dedicated MySQL database, it provides customizable, at-a-glance dashboards and executive reports along with intuitive and extensive forensic, drill-down reporting to prove user intent.

It also delivers up-to-the-minute graphical snapshots of Internet traffic and bandwidth use, and is supported by real-time management tools to identify and control user-generated Web threats and bandwidth use.

## INTERNET CONTENT FILTERING

- **Internet Filtering:** Includes URLs and/or IP addresses, HTTP, HTTPS, FTP, Newsgroups (NNTP), and TCP Ports.
- **Internet Threat Blocking:** Includes spyware, malicious code, phishing sites and botnets (IRC, command-and-control).
- **Proxy-pattern Blocking:** Uses unique signature-based/pattern detection to block anonymous proxies.
- **"X-Strikes" Blocking:** Locks down a workstation when administrator-defined thresholds for Web access are exceeded.
- **SafeSearch Enforcement:** Forces the SafeSearch mode "on" for all searches, including images within search engines.
- **Application Control:** Uses signature detection to block more than 125 types of streaming media, gaming, P2P, remote desktop and IM applications. Helps districts demonstrate compliance, mitigate security risks, prevent data loss and manage bandwidth more effectively.
- **Multi-tiered/Multi-layered Administration:** Administrators can define sub-administrator access control to their policy for specific AD/LDAP groups and users. Each sub-administrator can then create a unique filtering profile for their delegated users group(s)/IP range.
- **Detailed Internet Usage Control:** Provides the administrator the ability to block, warn and manage Internet usage.
- **Calendar-based Time Profiles:** Enables profiles to be set by day, day of the week or day of the month. Recurrences can be configured for daily, weekly, monthly and yearly settings.
- **Directory-based Authentication:** Includes Windows Active Directory, Windows NT, SunOne, open LDAP and transparent MAC authentication.

## REAL-TIME MONITORING AND MITIGATION

- **Real-Time Threat Dashboard:** Offers graphical "gauge view" of online activity, displaying an organizational snapshot of multiple threat categories and top offenders based on predefined thresholds and policies. Gauges are customizable to monitor different groups and threats.

- **Alert Notification:** Delivers automatic, predefined notifications via email, SNMP, or as an alarm in the system tray for excessive URL activity or bandwidth usage. Alerts display information regarding the user in violation.
- **Real-Time Mitigation:** Locks out policy violators or users engaging in potentially threatening activity. Activated manually or automatically, the lock-out mechanism can be set to varying levels of restriction, from category lockout to complete quarantine.
- **Bandwidth Monitoring and Reporting:** Provides real-time bandwidth monitoring of inbound and outbound activity by protocol, port and user.
- **Bandwidth Quotas:** Enables administrators to set up bandwidth quotas by protocols or ports. Mitigate threats proactively based on excessive bandwidth usage.
- **Trend Charting:** Displays historical trending of Web activity and bandwidth usage based on predefined categories or protocols, enabling optimization of threat gauge settings.

## HISTORICAL FORENSIC REPORTING

- **Intuitive Graphical Dashboard Reports:** Identifies anomalous Internet activities quickly through easy-to-read graphical reports, including the top-blocked users, top categories, top sites, etc.
- **Custom or "Canned" Reports:** Uses pre-set templates for quick reference, then drill-down for more details:
  - **Executive Reports:** Provides powerful visibility into all Web-related student and staff activity.
  - **Detailed Forensic Reporting:** Provides detailed drill-down reporting using unique criteria that help districts build compelling forensic reports. User intent is gauged by documenting the full length URLs visited, as well as the search string used within a search engine text box.
  - **Report Memorization, Scheduling and Distribution:** Ensures specific data inquiries can be saved or "memorized" for immediate or future access. Custom reports can be scheduled, executed and automatically distributed via e-mail at a preferred frequency.
  - **Archiving:** For large installations or networks that generate significant Web traffic, M86 offers attached storage solutions to collect historical data for future inquiries.

## ABOUT M86 SECURITY

M86 Security is the global expert in real-time threat protection and the industry's leading Secure Web Gateway provider. The company's appliance, software, and Software as a Service (SaaS) solutions for Web and email security protect more than 24,000 customers and over 17 million users worldwide. M86 products use patented real-time code analysis and behavior-based malware detection technologies as well as threat intelligence from M86 Security Labs to protect networks against new and advance threats, secure confidential information, and ensure regulatory compliance. The company is based in Orange, California with international headquarters in London and development centers in California, Israel, and New Zealand.

## TRY BEFORE YOU BUY

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# West Virginia Department of Education REQUEST FOR QUOTATION EDD327891

## Introduction

The West Virginia Department of Education (WVDE) is soliciting quotations for an **Internet filtering and reporting solution** that consists of software, licensing, software upgrades/updates, database updates and technical support. The vendor has the option to include servers or appliances and associated costs in the quotation if the vendor's software will not meet the requirements of this RFQ when installed on WVDE owned servers which are described in Section I-Current Environment.

**Throughout this Request for Quotation (RFQ) the term "filtering solution" is used to refer to all vendor provided software and hardware used to perform Internet filtering and reporting functions, including but not limited to application software, operating system and database software.**

**The terms "server" and "servers" are used to refer to the hardware or appliances on which any component of the filtering solution is installed.**

**Every statement of this RFQ that includes the word "must" or "shall" is a mandatory requirement. A vendor should not submit a bid if the filtering solution cannot meet every mandatory requirement.**

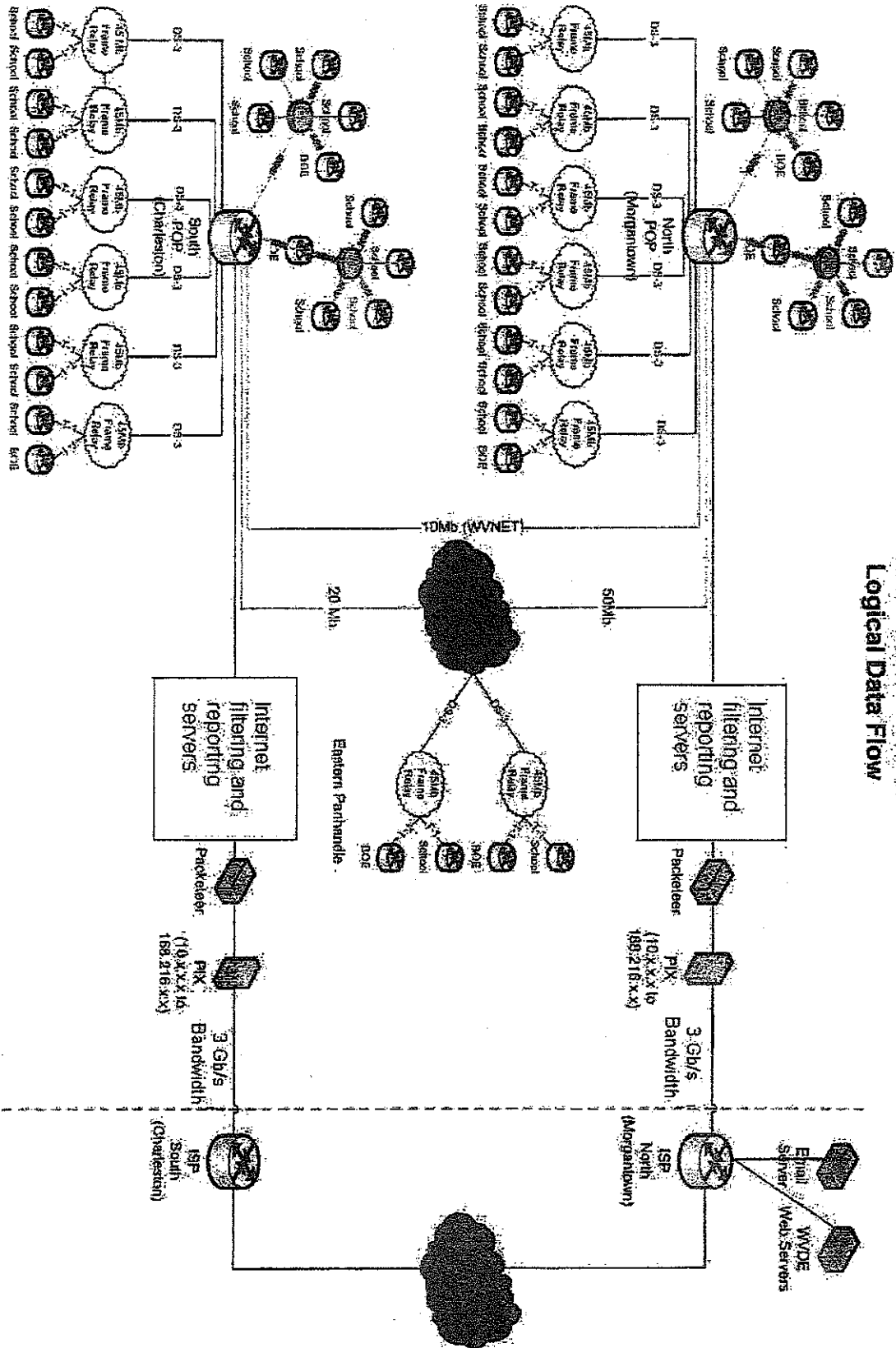
The products and services that are bid **must** be capable of providing a level of service appropriate for Internet Service Provider (ISP) facilities with 3 gigabits of Internet bandwidth. School based or district based filtering solutions are not an acceptable response to this RFQ.

The WVDE currently has two independent Internet connections for the K-12 public schools. Internet filtering solutions **must** be installed at both Points of Presence (POP). Because of the diverse needs of schools, the WVDE **must** have selective filtering levels and capabilities for delegated administration of tailored filtering policies or profiles for different subnets. Updates to the filtering solution **must** be provided at least once each day to ensure that the filtering database is up-to-date using multiple methods and resources for the review of content on Internet sites. The Internet filtering **must** meet the requirements of the E-rate program (refer to <http://www.sl.universalservice.org/>) and the West Virginia Board of Education Policy 2460 that is available online at <http://wvde.state.wv.us/policies/p2460.html>. Information relevant to the Children's Internet Protection Act (CIPA) and the Federal requirement to implement Internet filtering is detailed at the URL <http://www.fcc.gov/cgb/consumerfacts/cipa.html>.

The Children's' Online Privacy Protection Act (COPPA) **must** not be violated by any requirements of the filtering solution to collect personal information about students. Refer to <http://www.ftc.gov/coppa/> for information about COPPA.

# Attachment A

## West Virginia Department of Education K-12 State Network Logical Data Flow



**Item Pricing:**

This worksheet is for vendors to identify items, quantities and provide prices. The vendor should indicate "No Cost" or "N/A" in the appropriate cells or blanks of the cost worksheet for which there are no separate or applicable costs. Any cost area that is left blank will be assumed to be "No Cost." The vendor may add notes to explain or clarify the bid.

\* Vendor is encouraged to provide unit pricing for each of these items. However, it shall be the responsibility of the vendor to determine sufficient quantities needed for the scope of work outlined in the RFQ. For example, the quantity of servers needed to provide coverage for the WVDE's network may be set at one for vendor A, but be determined to be 5 by vendor B, due to design efficiencies.



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

# Request for Quotation

RFQ NUMBER  
**EDD327891**

PAGE  
**1**

ADDRESS CORRESPONDENCE TO ATTENTION OF  
**SHELLY MURRAY**  
**304-558-8801**

VENDOR

**M86 SECURITY**  
**828 WEST TAFT AVENUE**  
**ORANGE CA 92865**

SHIP TO

**DEPARTMENT OF EDUCATION**  
**BUILDING 6**  
**1900 KANAWHA BOULEVARD, EAST**  
**CHARLESTON, WV**  
**25305-0330**

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
05/04/2010				

BID OPENING DATE: **05/19/2010**      BID OPENING TIME: **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM NO. 1						
THIS ADDENDUM IS ISSUED TO ADDRESS THE QUESTIONS RECEIVED PRIOR TO THE QUESTION SUBMISSION DEADLINE OF 04/27/2010.						
THE BID OPENING DATE IS EXTENDED:						
FROM: 05/13/2010						
TO : 05/19/2010						
0001	1	LS		920-45		
INTERNET FILTERING AND REPORTING SOLUTION						
EXHIBIT 10						
REQUISITION NO.: EDD327891						
ADDENDUM ACKNOWLEDGEMENT						
I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.						
ADDENDUM NO. 'S:						
NO. 1 . . . . .						
NO. 2 . . . . .						
NO. 3 . . . . .						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'





State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

# Request for Quotation

RFQ NUMBER  
 EDD327891

PAGE  
 2

ADDRESS CORRESPONDENCE TO ATTENTION OF  
 SHELLY MURRAY  
 304-558-8801

VENDOR

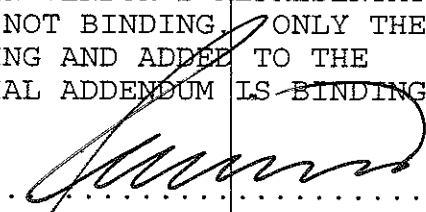
RFQ COPY  
 TYPE NAME/ADDRESS HERE

SHIP TO

DEPARTMENT OF EDUCATION  
 BUILDING 6  
 1900 KANAWHA BOULEVARD, EAST  
 CHARLESTON, WV  
 25305-0330

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
05/04/2010				

BID OPENING DATE: 05/19/2010 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
NO. 4	.....					
NO. 5	.....					
<p>I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS.</p> <p>VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY ORAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES AND ANY STATE PERSONNEL IS NOT BINDING. ONLY THE INFORMATION ISSUED IN WRITING AND ADDED TO THE SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.</p> <p style="text-align: center;">             SIGNATURE            M86 Security            COMPANY            5/13/10            DATE         </p> <p>NOTE: THIS ADDENDUM ACKNOWLEDGEMENT SHOULD BE SUBMITTED WITH THE BID.</p> <p>----- END OF ADDENDUM NO. 1 -----</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
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TITLE FEIN ADDRESS CHANGES TO BE NOTED ABOVE

EDD327891

Addendum No. 1

**Question #1:** On average or ballpark, considering 140,000 machines, about how many are truly online on a given day?

**Response:** The solution must be designed to accommodate peaks of 70,000 computers at each one of the two POPs.

**Question #2:** What is the average bandwidth used of the 3.0 Gigs internet connection?

**Response:** The solution must be designed to accommodate peak bandwidth use of 3.0 Gb/s at each one of the two POPs.

**Question #3:** While understanding 12 servers at each location is ideal, would it be possible to have 13 servers at one location and 11 servers at the other?

**Response:** The WVDE is amenable to changing this specification to the following:

**Specification now reads:** The filtering solution **must** not exceed a total of 12 servers or appliances at each POP.

**Specification is changed to:** The filtering solution **must** not exceed a total of 24 servers or appliances configured between or amongst the two POPs.

**Question #4:** Is the ideal situation to have all the reporting in one log database or one at each site? Considering a consolidated approach would provide a single interface for all logging but the log traffic would need to be sent through the network to that single site.

**Response:** The solution must provide a web-based reporting application and a minimum of one TB of log file storage at each POP. This may be in the form of identical reporting and storage capabilities at each location for redundancy or it may be independent reporting and storage capabilities at each POP with no transfer of log files between the two POPs.

**Questions #5:** Does WV have available SPAN or Mirrored ports? Or would WV consider the use of an in-line trap?

**Response:** We can configure SPAN ports. We currently have our filters in-line to prevent unfiltered Internet access in the event of failure of a filtering server.

**Questions #6:** Can you provide hardware specs (processors, etc) of your Dell 2850's?

**Response:** The specifications of the existing Dell 2850 servers is included in **Section I – Current Environment**.

**Question #7:** Is WVDOE willing to consider a multi-year agreement up-front or is a 12 month agreement the only option at present time?

**Response:** Generally, the term of RFQs such as this one are one year upon award, with renewal clauses for two additional one year periods, yielding a total term of three years.

**Question #8:** Can you verify whether the end user for this RFQ will be solely the schools of West Virginia, or if there will be other agencies included as an end user?

**Response:** The contract that results from the RFQ will provide Internet filtering for any device connected to the K-12 private network and those which are "off network" but have a mobile client installed that enforces Internet filtering. This includes computers owned by the public school districts and related administrative and support entities/organizations such as the WVDE and RESAs (Regional Education Service Agencies).

**Question #9:** Each POP is drawn with one PIX firewall. Are there two firewalls at each POP or just one? If there is more than one firewall, are they active/passive or active/active?

**Response:** There are two PIX firewall switch blades at each POP that run in active/passive mode.

**Question #10:** Section 1, first paragraph says that the PIX firewalls are modules in the 6513. However, your diagram shows the Packeteer in-line between the 6513 and the PIX. Are there additional PIX firewalls? Or how is this done? If they are modules in the 6513, are there two 6513s at each POP?

**Response:** The PIX firewalls are modules in the 6513 chassis. VLANs force the data to leave the 6513 chassis and then return to the chassis after it is checked by the packeteer.

**Question #11:** How is traffic load balanced from your network across the two POPs?

**Response:** There is no load balancing between POPs. The network is split roughly in two halves. All traffic in one half is routed to the ISP via one POP and traffic in the other half is routed to the other ISP location via the other POP.

**Question #12:** Are there 3x 1Gb/s circuits at each POP?

**Response:** A channelized Ethernet connection exists between the WVDE and the ISP which functions as a single 3 Gb/s connection.

**Question #13:** How are the circuits load balanced at each POP out to the Internet?

**Response:** The WVDE traffic is passed to the ISP via a 3Gb/s Etherchannel connection. It is the responsibility of the ISP to manage load balancing to its telecommunications providers.

**Question #14:** Where and how are those circuits terminated?

**Response:** The WVDE statewide private network is located in same facilities as our ISP. We connect to the ISP via Ethernetchannel using multiple Category-6 copper.

**Question #15:** Which LDAP systems are in use other than Windows AD?

**Response:** Currently, the WVDE is using only LDAP and Windows Active Directory.

**Question #16:** What OS will be required support by the mobile client software?

**Response:** Microsoft Windows XP and newer version of the Microsoft Windows operating systems. In your response, please include any other operating systems your mobile client can support.

**Question #17:** How many mobile users will be supported?

**Response:** As the Cost Worksheet indicates, 10,000 mobile users are anticipated initially. The actual number of mobile users in subsequent years will be determined by the various school districts.

**Question #18:** Does the customer utilize Cisco products in the POP networking infrastructure? If so, what are these products?

**Response:** We use Cisco 6513 chassis at each POP.

**Question #19:** What filtering products perform similar functions in the DOE network today?

**Response:** The WVDE uses only one product to perform filtering functions. Some schools or districts may have installed other filtering at the local level; however, the WVDE is neither involved with those decisions, nor necessarily

aware of those solutions. Currently the WVDE's filtering solution is provided by Netsweeper.

**Question #20:** Please define the needs for the 'informational page' as per page 6. (When is this page to be accessible, how is it accessed, what needs to be displayed, etc)

**Response:** In the **Internet Filtering** section, the intention of an "informational page" is to provide warnings or reminders to users as they access particular categories of web sites, even though the web site is not blocked. Another use is to periodically provide all users of one or more client groups with custom reminders about Internet safety tailored to the group.

**Question #21:** What methodology will be used by WVDE networking staff to load balance traffic to the filtering appliances?

**Response:** EIGRP protocol is currently used to round-robin load balance traffic across the Internet filtering servers.

**Question #22:** I see the vendor preference certificate. Can you supply the breakdown percentage of other factors totaling 100% on how the RFQ will be judged? I.e. cost, vendor pref, services, etc...

**Response:** RFQ's are awarded to the lowest responsible bidder. If a vendor utilized the resident vendor preference, the percentage that vendor is utilizing is added to the out of state vendor's cost.

**Question #23:** Regarding the following requirement: "The filtering solution **must** provide for customizable, granular permissions so that additional administrator/user accounts can be tailored on a user by user basis to match the rights of a user to the tasks that a user needs to perform." How granular must delegation be?

**Response:** Granularity of rights for those that can login to the filtering management and reporting system should be similar to those consistent with typical network servers. For example, the system admin can create accounts, change all system settings, define roles, client groups, reports, schedules, create custom categories, assign filtering rules etc. An assistant admin may have most of those rights, but not permission to change system setting or set client groups. Other users may be considered group level admins and may only be able to set schedules, create reports, assign filtering rules, etc for the client groups of which they are a member. Others, at their group level, may only view the filtering rules, view reports, and be limited to only add or delete URLs to a group ALLOW or DENY list and not have rights to change the assignment of categories that are denied to the group. Others may only have rights to view reports for activity of clients in their group. This is not a comprehensive list of the possible degree of

granularity. There will be a wide range of desired levels of involvement by regional or district admins and access should be limited to functions they need to use and what they are trained to use.

**Question #24:** Regarding the following requirement: "The filtering solution **must** provide for customizable, granular permissions so that additional administrator/user accounts can be tailored on a user by user basis to match the rights of a user to the tasks that a user needs to perform." Is delegated administration per custom category sufficient?

**Response:** Please see the response to question 23.

**Question #25:** What is the FTE. For WV. ?

**Response:** The current number of students enrolled in the public schools in West Virginia is 282,977.

**Question #26:** If one of the two major POP's was to ever fail, would the other POP designed to handle the full load of the entire state and if so, should the designed content filtering solution do so as well ? Basically, should the proposed solution be able to handle the full 140,000 workstation work load in case of a failure?

**Response:** No. The network is not designed to route all network traffic to the Internet via one POP.

**Question #27:** Would WV like a reporting server at just one POP or one at each POP?

**Response:** Please see the response to question #4.

**Question #28:** Will anyone be available from WV in order to transfer knowledge about your existing architecture and how the winning solution will integrate into WV. ?

**Response:** The network engineers at the POPs and the Internet filtering manager will be available during the planning and implementation phases of the winning solution.

**Question #29:** How many delegated Administrators will WV want to give access to on the entire network?

**Response:** 128 delegated managers

**Question #30:** How long of a time frame will WV be looking to hold onto log files?

**Response:** Ninety days of log files will be stored on the system in order to query for reports. The WVDE also requires that the solution provide a method to download log files for archival storage.

**Question #31:** Our solution will utilize the WCCP protocol on your existing Cisco routers. How many physical ports are available on your core routers today?

**Response:** We anticipate that 12 copper ports will be available on the core routers, but very few fiber ports.

# State of West Virginia **VENDOR PREFERENCE CERTIFICATE**

Certification and application\* is hereby made for Preference in accordance with *West Virginia Code*, §5A-3-37. (Does not apply to construction contracts). *West Virginia Code*, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the *West Virginia Code*. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Resident Vendor Preference, if applicable.

1. **Application is made for 2.5% resident vendor preference for the reason checked:**  
 Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,  
 Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,  
 Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; or,
2. **Application is made for 2.5% resident vendor preference for the reason checked:**  
 Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
3. **Application is made for 2.5% resident vendor preference for the reason checked:**  
 Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
4. **Application is made for 5% resident vendor preference for the reason checked:**  
 Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,
5. **Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:**  
 Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,
6. **Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:**  
 Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Under penalty of law for false swearing (*West Virginia Code*, §61-5-3), Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: \_\_\_\_\_ Signed: \_\_\_\_\_

Date: \_\_\_\_\_ Title: \_\_\_\_\_

\*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.



## State of West Virginia

# VENDOR PREFERENCE CERTIFICATE

Certification and application\* is hereby made for Preference in accordance with *West Virginia Code*, §5A-3-37. (Does not apply to construction contracts). *West Virginia Code*, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the *West Virginia Code*. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Resident Vendor Preference, if applicable.

1. Application is made for 2.5% resident vendor preference for the reason checked:  
 Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,  
 Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,  
 Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; or,
2. Application is made for 2.5% resident vendor preference for the reason checked:  
 Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
3. Application is made for 2.5% resident vendor preference for the reason checked:  
 Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
4. Application is made for 5% resident vendor preference for the reason checked:  
 Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,
5. Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:  
 Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,
6. Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:  
 Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Under penalty of law for false swearing (*West Virginia Code*, §61-5-3), Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: Rodney S. Miller

Signed: 

Date: May 11, 2010

Title: CFO

\*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.

RFQ No. \_\_\_\_\_

STATE OF WEST VIRGINIA  
Purchasing Division

**PURCHASING AFFIDAVIT**

West Virginia Code §5A-3-10a states: No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owed is an amount greater than one thousand dollars in the aggregate.

**DEFINITIONS:**

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceed five percent of the total contract amount.

**EXCEPTION:** The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

Under penalty of law for false swearing (*West Virginia Code* §61-5-3), it is hereby certified that the vendor affirms and acknowledges the information in this affidavit and is in compliance with the requirements as stated.

**WITNESS THE FOLLOWING SIGNATURE**

Vendor's Name: \_\_\_\_\_

Authorized Signature: \_\_\_\_\_ Date: \_\_\_\_\_

State of \_\_\_\_\_

County of \_\_\_\_\_, to-wit:

Taken, subscribed, and sworn to before me this \_\_\_\_ day of \_\_\_\_\_, 20\_\_.

My Commission expires \_\_\_\_\_, 20\_\_.

**AFFIX SEAL HERE**

**NOTARY PUBLIC** \_\_\_\_\_