



IT Security Tools – Data Detection  
Executive Summary

**Lead Agency:** University of California

**Solicitation:** # 002197-SEP2020

**RFP Issued:** October 2, 2020

**Pre-Proposal Date:** October 13, 2020

**Response Due Date:** November 23, 2020

**Proposals Received:** 6



**Awarded to:**

**Agreement No. 2021003177**

The University of California, Office of the President (UC) issued RFP # 002197-SEP2020 on October 2, 2020 to establish a national cooperative contract to assist UC and national participating agencies, in obtaining the best, most cost-effective and efficient procurement program for IT Security Tools

The Regents of the University of California partnered with OMNIA Partners to include a national cooperative purchasing opportunity:

*The purpose of this Request for Proposal (the “RFP”) is to invite qualified IT security tools suppliers (“Supplier(s)”) to prepare and submit proposals to the University of California (“UC”) to provide IT security tools and associated products and services (“IT Security Tools”) in the six categories described below that will provide maximum value to the UC through enhanced technology, superior customer service, streamlined processes, and lower total cost of ownership (“Goods and Services”) all in accordance with Federal and State of California laws and the requirements of the UC as further detailed in this RFP. The UC has partnered with OMNIA Partners to make the resultant agreement a national cooperative agreement which public agencies, across the country will be able to utilize.*

*The overall objective of this RFP is to select a Supplier, or multiple Suppliers, to assist UC, and national participating agencies, in obtaining the best, most cost-effective and efficient procurement program for Security Tools. In addition, qualified Suppliers are invited to submit proposals, based on the information provided in this RFP with the intent to establish a business alliance with UC and OMNIA Partners, that will maximize the resources of both organizations to most effectively meet national participating agencies’ and the UC’s, needs.*

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- CalUSource website
- OMNIA Partners, Public Sector website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, IL
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT
- Las Vegas Review Journal, NV

- The Herald-News, IL
- Kennebec Journal

On November 23,2020 proposals were received from the following offerors:

- Saviynt, Inc.
- Fortinet
- CDW-G
- Forcepoint LLC
- Micro Focus
- CipherCloud, Inc.
- Securonix Inc.
- Armis
- Securiti, Inc.
- IBM
- Bitglass Inc.
- Rapid 7
- Carahsoft Technology Corporation
- SHI International, Inc.
- Identity Automation, LP
- One Identity LLC
- FireScope Inc.
- Varonis Systems
- LogRhythm Inc.
- Spirion LLC
- Netskope
- Bedrock Technology Partners
- Tanium Inc.
- SalilPoint, Technologies
- Fischer International Identity, LLC
- Ghangor Cloud Inc.
- BigID Inc.
- Automox Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that Spirion demonstrated the ability to provide the products and services outlined in the solicitation for **Data Detection** (category 2) while offering competitive pricing to members. UC executed a purchasing agreement on November 4, 2021.

Contract Highlights:

Helping clients manage data security and compliance initiatives together with partners. Leader in data discovery, classification, and privacy for organizations of all types and sizes, helping to transform the biggest threat to an organization’s security: the mass proliferation of sensitive data.

Contract includes:

Data Privacy Management Framework including:

- Implementation
- Maintenance & Support
- Professional Services

Term:

Initial five (5) year agreement from November 4, 2021 through November 3, 2026 with the option to renew for five (5) additional one-year periods through November 3, 2031.

Pricing/Discount:

Not to exceed; please contact OMNIA Partners for national contract pricing

OMNIA Partners, Public Sector Web Landing Page:

<https://www.omniapartners.com/publicsector/suppliers/spirion/contract-documentation>

