

COUNTY OF ROCKLAND
Department of General Services
Purchasing Division

Contract Award Notification

Title: **Pathlock ERP Security Solutions**

Contract Period: August 22, 2023 through August 21, 2026 w/2-1 year options

Original Date of Issue: 10/19/23

Date of Revision:

BID No: **RFB-RC-2023-032**

Ordering Method: **Special Request**

Authorized Users: County Agencies, All Political Subdivisions

Address Inquiries To:

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Description

This contract is for a Pathlock ERP Security Solution.

Contract #	Vendor Number	Contractor & Address	Telephone No.
BID 23-032	0000028176	E.M. Rose Group LLC D.B.A. Rose 530 7 th Avenue Room 2203 New York, NY 10018 Contact: Evan Rose evan@rosedigital.co	914-715-9980

RFB-RC-2023-032 Pathlock ERP Security Solution

Items	Category Code	Estimated Quantity	Unit of Measure	Unit Price	Manufacturer	Product/Model Code or Part Number	Total Cost	Vendor Award
Pathlock ERP Security Solution for PeopleSoft compatible with DUO MFA for up to 1600 users	20429	3	Years	\$ 21,136.94		MFA with Duo	\$63,410.82	E.M. Rose Group LLC
One time SERVICE FEE for installation and configuration	20249	1	Each	\$ 6,060.0	Pathlock	N/A	\$ 6,060.0	E.M. Rose Group LLC
Total							\$69,470.82	E.M. Rose Group LLC

COUNTY OF ROCKLAND - DGS-PURCHASING
 BLDG. A., 6TH FLOOR, 50 SANATORIUM RD, POMONA, NY 10970
 TELEPHONE: 845-364-3820 / TELEFAX: 845-364-3809

**TITLE: Pathlock ERP Security Solution or Approved
 Equal**

RFB #: RFB-RC-2023-032

PURCHASES BY OTHER

LOCAL GOVERNMENTS, SCHOOL DISTRICTS, AND NON PROFIT AGENCIES

As per the New York State General Municipal Law, all political subdivisions of New York State are allowed to make purchases through the resulting contract(s). As per Rockland County Procurement Policy, Non Profit Agencies approved to participate in New York State's Contract Extension Program are authorized to make purchases through the resulting contract(s).

1. The County of Rockland shall make all contract award information available to other political subdivisions and non profit agencies through our website: www.rcpurchasing.com
2. Any other political subdivision or Rockland County non profit agency will issue purchase orders directly to vendors within the specified contract period referencing the County's contract and shall be liable for any payments due on such purchase orders; and shall accept sole responsibility for any payment due.
3. All purchases shall be subject to audit and inspection by the other political subdivisions and Rockland County non profit agencies for which the purchase was made.
4. No officer, board or agency of a county, town, village, or school district shall make any purchase through the County when bids have been received for such purchase by such officer, board or agency, unless such purchase may be made upon the same terms, conditions and specifications at a lower price through the County.
5. All Bidders shall be on notice that as a condition of the award of a County contract, the successful bidder shall accept the award of a similar contract with any other political subdivision in New York State and Rockland County non profit agencies authorized to use New York State's contracts, if called upon to do so. A listing of approved Rockland County non profit agencies is available on the Purchasing Division's website at www.rcpurchasing.com. The County, however, will not be responsible for any debts incurred by the participants pursuant to this or any other agreement.
6. Necessary deviations from the County's specifications in the award of a participant contract, whether such deviations relate to quantities, or delivery points shall be resolved between the successful bidder and the other political subdivisions and Rockland County non profit agencies.

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SPECIFICATIONS

1. SCOPE

1.1. The Rockland County ITS Department is seeking to procure Pathlock security platform or approved equal to provide a security solution for Rockland County's PeopleSoft ERP system. The County currently uses Cisco DUO Multi-Factor Authentication for Active Directory Authentication. The Pathlock or approved equal software must be configurable with the current 3rd party provider Cisco DUO MFA software. The County currently has 1600 users which will require this security platform.

2. GENERAL

2.1. It is anticipated that Pathlock or approved equal security solution will integrate with PeopleSoft using a 3rd party token provider such as DUO Multi-Factor Authentication (MFA).
2.2. The security solution must provide a two-factor authentication system with a token delivery via SMS, email, phone, or mobile app.

3. SYSTEM

3.1. The control access to PeopleSoft application is based on:

- 3.1.1. Location
- 3.1.2. Device Type
- 3.1.3. IP address
- 3.1.4. Operator ID
- 3.1.5. Date and Time
- 3.1.6. User/Role

3.2. The two-factor authentication enforces an additional level of security over sensitive content:

- 3.2.1. PeopleSoft Page level
- 3.2.2. Integrated with 3rd Party token provider such as Cisco DUO
- 3.2.3. Token delivery via email, SMS, Phone or mobile app

4. SUPPORT

4.1. The bidder must hold a kickoff meeting with the County of Rockland ITS department to determine the proper installation and configuration to ensure the correct resources.
4.2. Installation, and Configuration must be supported by the bidder in conjunction with the Rockland County ITS Department
4.3. The bidder must facilitate the integration of the MFA allowing the PeopleSoft application to fully leverage the security solution.
4.4. The bidder must perform migration and validation testing prior to the use of the security solution.
4.5. The bidder is responsible for implementation, assistance, and technical support required throughout the contract period.
4.6. The bidder must provide any training or services to the Rockland County ITS Department.
4.6.1. The bidder must maintain and support the security solution during and after implementation.

5. PRICING

5.1. Pricing is to include a three-year contract term for 1600 existing users.

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5.2. Service fees are to include a one-time fee to cover installation, and configuration of the security solution.

6. FUNCTIONALITY

- 6.1. If submitting an approved equal software, it must be compatible with the existing Software without interruption from the current MFA.
- 6.2. This software is intended to prevent 2FA outage, token loss theft and provide a layer of security requiring multiple authentication channels.
- 6.3. The program must be easy for users to navigate and use with one touch authentication verification.

7. EXPERIENCE

- 7.1. The bidder must have experience providing security solutions for ERP systems such as PeopleSoft, SAP or Oracle EBS.
- 7.2. The bidder must provide a minimum of three references providing Pathlock or approved equal software.

8. PRICE ADJUSTMENT CLAUSE

- 8.1. The County recognizes this product or service has a price component that may have a commodity with changing costs. The Contractor/Supplier may request a Price Adjustment no more frequently than once each year.

A Price Adjustment request must be made in writing and include the reason for the request, documentation supporting the request (i.e., commodity increases), the current pricing, and the requested revised pricing.

The County will review the Price Adjustment request. If the Price Adjustment is deemed reasonable the Price Adjustment request will be accepted by written acknowledgement. If the request is not accepted the County may entirely reject the request or may counter with revised pricing. In either case the County will provide a written explanation in support of the decision.

The Director of Purchasing may use available indexes (e.g. CPI or PPI) to determine if the requested Price Adjustment is reasonable. Typically, a Price Adjustment that exceeds 5% will not be approved unless very unusual and significant changes have occurred in the industry.

In the event industry costs decline, the County shall have the right to receive, from the Contractor, a reasonable reduction in prices/pricing that reflect such cost changes in the industry. The County will make a written request to the Contractor for a Price Adjustment in writing with supporting documentation.

9. APPROVED EQUAL

- 9.1. In submitting an approved equal, bidder must submit a copy of brochures with detailed specifications. This information should be attached directly behind the detailed specifications.

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- 9.2. In the event, that an alternate is bid, the County of Rockland reserves the right to request a demonstration of the specific model bid. Failure to furnish the demonstration would render the bid for this item non-responsive.
- 9.3. If the bidders submit a bid for specific equipment, equivalent or approved equal products, they must submit Manufacturer's product description and specifications along with a list of three references showing locations using the exact make and model intended to be supplied. These specifications must include all items listed in the bid specifications.
- 9.4. Bidders must submit an item-by-item listing and explanation of any differences between their product specifications and performance and the listed bid specifications.
- 9.5. If bidders submit or bid for equivalent or approved equal products, they must submit manufacturer's product description and specifications. These specifications must include all functions listed in the bid specifications.
- 9.6. Bidder must be able to demonstrate within one week after notice and guarantee in writing that the item bid is compatible with existing software.

10. AWARD

- 10.1. The award will be made to the lowest responsive responsible bidder meeting the stated requirements.
- 10.2. It is the County's intents to award this contract for a three (3) year term with the option to renew for 2 additional one-year terms.