

COUNTY OF ROCKLAND
Department of General Services
Purchasing Division

Contract Award Notification

Title: **Qualys Vulnerability Management Detection and Response**

Contract Period: **September 21, 2024, through September 20, 2025**

Original Date of Issue: January 7, 2025

Date of Revision:

BID No: **RFB-RC-2024-124**

Catalog: **Order as special request**

Authorized Users: United States Agencies, Other States & Political Subdivisions Therein,
Local Governments, School Districts & Non-Profit Agencies

Address Inquiries To:

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Title: Purchaser II
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Description

This contract is for Qualys Vulnerability Management Detection & Response Licenses, Subscriptions and Hardware.

Contract #	Vendor Number	Contractor & Address	Telephone No.
BID 24-124	0000029253	Marro Technologies Inc. 15400 Roosevelt Street, Apt 2090 Goodyear, AZ 85338 Contact: Nikki Butler & Demetrius Bethea nikki@marroapp.com demetrius@marroapp.com	770-885-8851

**COUNTY OF ROCKLAND
DGS – PURCHASING DEPARTMENT
50 SANATORIUM ROAD/BLDG. A, 6th FLOOR,
POMONA, NY 10970
TELEPHONE NO.: 845-364-3820
FAX NO.: 845-364-3809**

VENDOR: Marro Technologies, Inc.

LINE NO.	DESCRIPTION	EST. QTY.	UNIT PRICE	EXTENDED PRICE	BRAND NAME
1	Qualys VMDR Bundle Vulnerability Management, Detection, and Response, includes the following Qualys Modules: Cloud Agent VM, includes VM scanning Internal & External. Qualys PCI is bundled at no additional cost with External IPs only. Threat Protection Continuous Monitoring Patch DetectionCloud Agent SCA - includes authenticated scanning Standard API - Application Programming Interface Virtual Scanner (Unlimited)Passive Network Sensor virtual edition (Unlimited) Cloud Agent Gateway Sensors (Unlimited) CertView Internal & ExternalGlobal IT Asset Inventory Cloud Inventory Container InventorySecure Enterprise Mobility (Inventory)" Qualys - Part#: Q-P-VMDR Coverage Term: One Year	150	\$4.65 Device /Month	\$697.50 /Month	Qualys

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LINE NO.	DESCRIPTION	EST. QTY.	UNIT PRICE	EXTENDED PRCE	BRAND NAME
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VENDOR: Marro Technologies, Inc.

LINE NO.	DESCRIPTION	EST. QTY.	UNIT PRICE	EXTENDED PRICE	BRAND NAME
3	Qualys Web Application Scanning--Public Sector Qualys - Part#: Q-E-PUB- WAS Coverage Term: One Year	30	\$4.65 Device /Month	\$139.50 /Month	Qualys
4	Qualys Public Sector Web Application Scanning - Module Price Qualys - Part#: Q-E-PUB- WAS-M Coverage Term: One Year	1	\$4.65 Device /Month	\$4.65 Device /Month	Qualys
5	Qualys Malware Detection Service for Sites Qualys - Part#: Q-MDS S Coverage Term: One Year	30	\$4.65 Device /Month	\$139.50 /Month	Qualys
6	Qualys Public Sector Web Application Scanning - Module Qualys - Part#: Q-E-PUB- WAS-M Coverage Term: One Year	1	\$4.65 Device /Month	\$4.65 Device /Month	Qualys
7	Qualys Scanner Appliance--Subscription Qualys - Part#: Q-SAN Coverage Term: One Year	1	\$4.65 Device /Month	\$4.65 Device /Month	Qualys
8	Total Extended Price lines 1 through 7			\$1687.95 / Month	
	Total Indicated in Line #8 Written out:	\$1,687.95 / Month = \$20,255.40 /Year			

Upon receipt of all required approvals a Contract shall be deemed executed and created with the successful Bidder(s) upon the Commissioner's mailing or electronic communication to the address on the bid of:

i) a Letter of Acceptance; or ii) a fully executed contract; or iii) a Purchase Order authorized by the Commissioner

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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. GENERAL SPECIFICATIONS

- 1.1. The County of Rockland for the Sheriff Division invites bids for the purchase of Qualys Vulnerability Management Detection and Response (or Approved Equal) licenses, hardware/software and subscription service for their latest versions, in accordance with the provisions, specifications, and bidding instructions set forth in this Invitation to Bid.

2. BRAND NAME

- 2.1. The use of a brand name is for the purpose of describing the standard of quality, performance, and characteristics desired and is not intended to limit or restrict competition.

3. APPROVED EQUAL OR EQUIVALENT ITEMS

- 3.1. 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.
- 3.2. 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 will render the bid, for that item, as non-responsive.
- 3.3. Bidders must submit an item by item listing and explanation of any differences between their product specifications and performance and the listed bid specifications
- 3.4. Any units not conforming to these specifications may be rejected, and it will be the responsibility of the manufacturer to conform to the requirements unless exceptions have been specifically cited by the bidder and acceptance made on the basis of the exceptions. Each bidder is required to respond to every requirement in this specification with the appropriate explanation of equipment when specified and supply all requested information with bids.
- 3.5. The County of Rockland will make the final determination on whether the equipment is considered an approved equal.

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4. ADDITIONAL CONDITIONS OF PURCHASE

4.1. FOB POINT

- 4.1.1. Prices quoted shall be FOB: County of Rockland, Sheriff Division, 18 New Hempstead Road, New City, NY 10956; inside delivery

4.2. METHOD OF ORDERING

- 4.2.1. Issuance of written purchase order(s) by the Purchasing Division. Contractor shall deliver items and/or services only upon the receipt of a written purchase order issued by the Purchasing Division. All contractor invoices and packing/delivery tickets must include the County of Rockland purchase order number.
- 4.2.2. Bid response shall include a copy of any separate software license and/or agreement that will need to be considered prior to award of this solicitation.

5. PRICE

- 5.1. All items listed must be completely filled in or the bid will be considered unresponsive and rejected. All prices quoted shall be firm and fixed for the length of the contract with the exception of the Contractor offering additional discounts to the bid prices if they become available from the manufacturer. The contractor is required to pass along all additional discounts or price concessions that may be during the term of this contract.

6. CONTRACT PRICE ADJUSTMENTS UPON RENEWAL

- 6.1. The bid rates shall remain firm through the first contract period with no adjustments allowed. If the County exercises any of the option years of the award, Contractor may submit a request for adjustment on the yearly anniversary date of the contract. Any request for price adjustment(s) shall be submitted thirty (30) days in advance in writing to the Director of Purchasing. Any and all price adjustments will be limited to the percentage increase in the CPI Index – All Urban Consumers for the preceding 12 months. The County reserves the right to reject any request for price increase deemed excessive.
- 6.2. CPI-Index - Consumer Price Index for All Urban Consumers as published by the Bureau of Labor Statistics of the United States Department of Labor or a successor or substitute index, appropriately adjusted.

7. AWARD

- 7.1. Award will be made to the lowest total responsive responsible bidder, for the total indicated on line number eight (8) for lines number one (1) through seven (7) who has met all bid requirements. Prices must be shown for each item listed. Bids submitted without individual item prices listed will be considered as non-responsive and rejected.

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7.2. Bidders must bid on all items on the pricing page to be considered responsive.

8. DELIVERY TIME

8.1. All deliveries shall be made between the hours of 8:00 a.m. - 12:00 p.m. and 1:00 p.m. - 4:00 p.m., local time Monday through Friday, excluding holidays.

Item	Minimum Specifications	Comply or List Alternate Specifications
1	<p>Qualys VMDR Bundle Vulnerability Management, Detection, and Response</p> <p>Qualys VMDR Bundle Vulnerability Management, Detection, and Response, includes the following Qualys Modules: Cloud Agent VM, includes VM scanning Internal & External. Qualys PCI is bundled at no additional cost with External IPs only. Threat Protection Continuous Monitoring Patch DetectionCloud Agent SCA - includes authenticated scanning Standard API - Application Programming Interface Virtual Scanner (Unlimited)Passive Network Sensor virtual edition (Unlimited) Cloud Agent Gateway Sensors (Unlimited) CertView Internal & ExternalGlobal IT Asset Inventory Cloud Inventory Container InventorySecure Enterprise Mobility (Inventory)"</p> <p>Qualys - Part#: Q-P-VMDR Coverage Term: One Year</p>	
2	<p>Qualys VMDR Bundle Vulnerability Management, Detection, and Response</p> <p>Qualys VMDR Bundle Vulnerability Management, Detection, and Response, includes the following Qualys Modules:Cloud Agent VM, includes VM scanning Internal & External. Qualys PCI is bundled at no additional cost with External IPs only. Threat Protection Continuous Monitoring Patch DetectionCloud Agent SCA - includes authenticated scanning Standard API - Application Programming Interface Virtual Scanner (Unlimited)Passive Network Sensor virtual edition (Unlimited) Cloud Agent Gateway Sensors (Unlimited) CertView Internal & ExternalGlobal IT Asset Inventory Cloud Inventory Container InventorySecure Enterprise Mobility (Inventory)"</p> <p>Qualys - Part#: Q-P- VMDR-CPCP Coverage Term: One Year</p>	
3	<p>Qualys Web Application Scanning--Public Sector</p> <p>Qualys - Part#: Q-E-PUB- WAS Coverage Term: One Year</p>	

Any alterations to this document made by the Offeror may be grounds for rejection of the proposal, cancellation of any subsequent award, or any legal remedies available to the County of Rockland.

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7	Qualys Scanner Appliance--Subscription Qualys - Part#: Q-SAN Coverage Term: One Year	

DEPARTMENT OF GENERAL SERVICES, PURCHASING DIVISION

Dr. Robert L. Yeager Health Center
50 Sanatorium Rd, Building A
Pomona, New York 10970
Phone: (845) 364-3820 Fax: (845) 364-3809
Email: purchasing@co.rockland.ny.us

Paul Brennan, FNIGP, NIGP-CPP, CPPO
Director of Purchasing

ADDENDUM # 1

RFB-RC-2024-124

Qualys Vulnerability Management Detection and Response

The information in this addendum supersedes any contradictory information set forth in the contract documents. Acknowledge receipt of this addendum in the space provided on the signature page of the bid proposal. Failure to do so, may subject the bidder to disqualification. This addendum forms a part of the contract documents.

Question 1

Is this for a new license or a renewal request?

Response 1

This is a renewal.

Question 2

Are you looking to also have the vendor maintain and handle the Qualys Scanner and your vulnerability management?

Response 2

The vendor is not required to maintain the appliance.

SIGNED:

Paul J. Brennan

PAUL J. BRENNAN, FNIGP, NIGP-CPP, CPPO
DIRECTOR OF PURCHASING

ADDENDUM

11/8/24