



NATIONAL PURCHASING COOPERATIVE

REQUEST FOR PROPOSAL

26-02PV

CYBERSECURITY PRODUCTS AND SERVICES

1GPA

1910 W Washington St

Phoenix, AZ 85009

RELEASE DATE: August 6, 2025

DEADLINE FOR QUESTIONS: August 22, 2025

RESPONSE DEADLINE: September 10, 2025, 1:00 pm

RESPONSES MUST BE SUBMITTED ELECTRONICALLY TO:

<https://procurement.opengov.com/portal/1gpa>

1GPA
REQUEST FOR PROPOSAL
Cybersecurity Products and Services

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Attachments:

A - RFP 26-02PV

B - Member List 8.2025

1. Introduction

1.1. Summary

1GPA is a non-profit national governmental purchasing cooperative that enables members nationwide to use existing contracts for procuring goods and services. If you are a vendor looking to offer your products and services to our extensive network of members locally and across the U.S., respond to this solicitation for an opportunity. This allows our members to efficiently and cost-effectively purchase from local and national vendors.

This Request for Proposal (RFP) aims to establish a contract with highly qualified contractor(s) that provide cybersecurity products and services to safeguard the confidentiality, integrity and availability of information systems and data as outlined in this solicitation for 1GPA Cooperative Members (Members) as needed.

1.2. Background

1GPA allows public agencies to use existing contracts to purchase the goods and services they need from local and national vendors. Eligible members include school districts, charter schools, universities, colleges, cities, towns, municipalities, counties, states, local governments, the federal government, Native American communities, fire districts, and any other political subdivision.

All of our contracts are approved and awarded by means of 1GPA's lead governmental agency. A Lead Agency is a well-established and well-respected government entity that facilitates the competitive bidding process by being a part of the process from start to finish. We issue, evaluate, and award our contracts in a collaborative effort. The Lead Agency contributes its expertise pertaining to the solicitation process to ensure compliance with applicable laws, regulations, and policies. The Lead Agency also provides Board/Council Approval for the award of contracts resulting from each solicitation.

Paradise Valley Unified School District is the lead agency for this procurement.

This contract will replace current contract #21-02PV Cybersecurity Products and Services upon its expiration on November 19, 2025.

1.3. Contact Information

Rebecca Seifert

1GPA

1910 W Washington St

Phoenix, AZ 85009

Email: rseifert@1gpa.org

Phone: [\(480\) 524-2593](tel:(480)524-2593)

Department:

Procurement

1.4. Timeline

Release Project Date	August 6, 2025
Question Submission Deadline	August 22, 2025, 5:00pm
Proposal Submission Deadline	September 10, 2025, 1:00pm

2. Project Details

2.1. Important Instructions for Electronic Submittal

1GPA is accepting electronic proposal submissions. Proposers must create a FREE account with OpenGov Procurement by signing up at <https://procurement.opengov.com/portal/1gpa>. Once you have completed account registration and subscribed to the 1GPA page, click on "Submit Response", and follow the instructions to submit the electronic proposal.

2.2. Scope of Work

Please refer to the Scope of Work in solicitation document found in the [Attachments](#) section of this project.

3. Evaluation Criteria

No.	Evaluation Criteria	Scoring Method	Weight (Points)
1.	Cost Pricing applicable to the proposed categories will be considered including minimum discounts offered, labor and other fees, Texas DIR-Certified Security Awareness Training, other discounts and incentives and regional pricing.	Points Based	300 <i>(30% of Total)</i>
2.	Experience, Expertise and Qualifications Experience, expertise and qualifications of the firm and key personnel in providing required products and/or services including the financial stability of the firm. Previous experience with similar or like services as outlined in this RFP and project references are also considered.	Points Based	275 <i>(27.5% of Total)</i>
3.	Overall Program Offered Demonstrated understanding of the scope and work required and the ability of the Contractor to deliver quality products and/or services in a timely and professional manner. This includes breadth of products and/or services offered, method of approach and ongoing support.	Points Based	250 <i>(25% of Total)</i>
4.	Additional Value-Add Services Other related products or services that add value to the 1GPA Members utilizing the contract offered at little or no cost	Points Based	75 <i>(7.5% of Total)</i>
5.	Service Area and Marketing Plan The ability to serve a national member base and the Offeror's marketing plan.	Points Based	50 <i>(5% of Total)</i>
6.	Responsiveness Overall responsiveness of the proposal and providing the required information at time of RFP submittal. The Offeror's willingness and ability to accept the terms and conditions of this solicitation (without exception) that will become the governing document of this contract will be considered.	Points Based	50 <i>(5% of Total)</i>

4. Vendor Submission

4.1. GENERAL INFORMATION

4.1.1. *Proposal Requirements**

Confirm you have read through and met all of the proposal requirements.

☐ Yes

☐ No

*Response required

When equals "No"

4.1.2. *If no, provide a detailed explanation below.*

4.1.3. *Contact for Proposal Questions**

Provide the name and contact information including phone number and email address for any inquiries regarding the proposal.

*Response required

4.1.4. *Letter of Interest**

Provide a letter of interest stating the firm's full and complete understanding of the requirements of the Scope of Work detailed within this RFP and the ability of the firm to comply with all terms, requirements and conditions of the resultant contract.

*Response required

4.2. EXPERIENCE, EXPERTISE AND QUALIFICATIONS

Please provide the requested information regarding your firm's experience, expertise, and qualifications, including those of key personnel. Responses should be concise yet clearly demonstrate your firm's capabilities.

4.2.1. *History of the Firm**

Provide a history of the firm. Include the number of years providing the products and/or services described in the RFP. Describe what sets your firm apart from the competition and makes your firm an industry leader.

*Response required

4.2.2. *Awards and Recognition*

Provide a list of any awards and/or recognition your firm has received (if applicable).

4.2.3. *Licenses and Certifications**

Upload a complete list (or copies) of all current business, professional, and cybersecurity-related licenses or certifications held by the firm. Include the firm's business license or corporate registration ID number as assigned by the applicable state corporation commission or regulatory agency and any relevant industry certifications (e.g., SOC 2, ISO 27001).

*Response required

4.2.4. *Cybersecurity and Data Governance Organizations*

Provide a list of cybersecurity and/or data governance organizations your firm participates in such as National Council of ISACs or Open Web Application Security Project (OWASP) as well as the firm's level of involvement (e.g., member, board, working group).

4.2.5. *Key Personnel**

Upload resumes of key personnel that will be assigned to perform services under this contract and for those selected to manage and oversee any resultant contract with 1GPA. Include:

- Related work experience
- Education
- Related certifications and/or licenses
- Three project references related to the Scope of Work for this solicitation (if applicable)
- Any related honors or awards received

*Response required

4.2.6. *References for the Firm**

Upload documentation of successful and reliable past performance by the firm, particularly in engagements related to the Scope of Work outlined in this RFP. Include a minimum of five (5) references, preferably government or education entities. For each reference, provide:

- Project name and brief description
- Client name, contact person, phone number, and email
- Contract value and duration
- Whether the project was completed on time and within budget
- Explanation of any deviations, delays, or budget overages (if applicable)

*Response required

4.2.7. *Financial Disclosure Questionnaire**

Download, complete and upload the document below.

- [Financial Disclosure Quest ...](#)

*Response required

4.2.8. *Experience, Expertise and Qualifications Supplemental Information*

Upload any supplemental information regarding experience, expertise and qualifications of the firm and/or key personnel if necessary.

4.3. OVERALL PROGRAM OFFERED

Please provide the requested information regarding the overall program offered. Responses should be concise yet clearly demonstrate your firm's capabilities.

4.3.1. *Scope of Work **

Download, complete per instructions and upload the Excel Scope of Work worksheet in Excel format.

- [SOW Worksheet.xlsx](#)

*Response required

4.3.2. *Professional Staff**

Provide a breakdown of the professional staff available to support this contract, including the number of personnel by role or position (e.g., project managers, consultants, engineers, analysts, trainers, etc.).

*Response required

4.3.3. *Initial Member Interview**

Describe the steps taken during the initial interview with the Member to identify their unique needs and to ensure that the most critical products and services are provided for the available budget

*Response required

4.3.4. *Warranty**

Upload a detailed warranty statement for the products and/or services your firm provides.

*Response required

4.3.5. *Cybersecurity Threats and Prevention Education**

Describe in detail your firm's approach to keeping current on the latest cybersecurity threats and prevention methods.

*Response required

4.3.6. *Incident Response Team**

Identify whether your firm has in-house incident response teams or if there is a partnership with a third party.

*Response required

4.3.7. *Unknown Vulnerabilities*

Detail your firm's approach to finding previously unknown vulnerabilities in non-mainstream IT software (if applicable).

4.3.8. *Return Policy*

Upload your firm's return policy (if applicable).

4.3.9. *Overall Program Offered Supplemental Information*

Upload any supplemental information regarding the overall program offered if necessary.

4.4. ADDITIONAL VALUE-ADD SERVICES OFFERED

4.4.1. Value-Add Services*

Identify any other value-added services your firm will offer 1GPA Members. Value-added services are those your firm will offer at little or no cost that support your firm's primary business and are aligned with the scope of this contract. If this does not apply enter N/A.

*Response required

4.5. SERVICE AREA AND MARKETING PLAN

4.5.1. FORM: Regional Pricing*

Download, complete and upload the Excel document below. Indicate all regions that your firm is able to provide products and/or services to if awarded a contract.

- [Regional Pricing_26-02PV.xlsx](#)

*Response required

4.5.2. Contract Training for Employees*

Describe how your firm will train your employees to properly use the contract and how the contract's value will be communicated to 1GPA members.

*Response required

4.5.3. Volume Tracking*

Describe the process for volume tracking and reporting to 1GPA. See Uniform Terms and Conditions paragraph 3-Contract Administration and Operation, items G through J of the solicitation for more information.

*Response required

4.5.4. Marketing Plan*

Describe your firm's strategy to successfully market, promote and communicate the benefits of this contract to current and potential 1GPA Members nationwide.

*Response required

4.6. COST

As outlined in this solicitation, the resultant contract may be used by eligible 1GPA Members across the US. Although this solicitation does not contain detailed specifications for any specific Member, 1GPA requests pricing that applies to all related products and services offered by your firm. Members should easily verify that they are receiving the contract pricing when comparing the Contractor's current pricing file to the quote for their particular project.

4.6.1. 1GPA's Administration Fee*

Confirm your firm's understanding that 1GPA's 1% administration fee shall be included in the net price. Contractor shall not add the administration fee to approved contract prices.

☐ Please confirm

*Response required

4.6.2. *FORM: Minimum Discount Schedule*

Download, complete, and upload the Excel document below in Excel format (if applicable).

- [26-02PV Discount Schedule.xlsx](#)

4.6.3. *FORM: Labor and Other Fees*

Download, complete, and upload the Excel document below in Excel format (if applicable).

- [26-02PV Labor and Other Fee...](#)

4.6.4. *Texas DIR-Certified Security Awareness Training*

Upload pricing information as applicable. Identify the applicable unit of measure (e.g., per hour, per attendee, per location).

4.6.5. *Discounts and Incentives*

Provide a list of any discounts or incentives your firm will offer 1GPA Members such as discounts for early payment, multi-year discounts, volume-based rebates, etc. (if applicable)

4.6.6. *Cost: Other*

Upload any additional pricing information you wish to submit with your firm's proposal. Price lists and catalogs may also be uploaded here.

4.7. FORMS

4.7.1. *Offeror's Proposal & Contract Acceptance**

Download, complete, and upload the document below.

- [Proposal and Contract Accep...](#)

*Response required

4.7.2. *2CFR Section 200 Certification**

Download, complete and upload the document below.

- [2CFR Section 200 Cert 26-02...](#)

*Response required

4.7.3. *Certificate of Insurance**

Download, complete and upload the document below.

- [Certificate of Insurance 26...](#)

*Response required

4.7.4. *Confidential Proprietary Submittal Form**

Download, complete and upload the document below.

- [Conf Prop Submittal 26-02PV...](#)

*Response required

4.7.5. *Debarment Certification**

Download, complete and upload the document below.

- [Debarment Cert 26-02PV.pdf](#)

*Response required

4.7.6. *Non-Collusion Affidavit **MUST BE NOTARIZED****

Download, complete and upload the document below.

- [Non Collusion Affidavit 26-...](#)

*Response required

4.7.7. *Supplier Diversity - Vendor Certification Disclosure Form**

Download, complete and upload the document below.

- [Vendor Certification Form 2...](#)

*Response required

4.7.8. *W-9**

Download, complete and upload the document below.

- [W-9 2024 Fillable.pdf](#)

*Response required

4.7.9. *Vendor Contact Information**

Download, complete and upload the document below.

- [Vendor Contact Form 26-02PV...](#)

*Response required

4.7.10. *Texas Anti-Trust Certification**

Download, complete and upload the document below.

- [Antitrust Cert 26-02PV.pdf](#)

*Response required

4.8. OTHER

4.8.1. *Company Logo**

Upload your company logo in either a .jpg or .eps format.

*Response required

4.8.2. *Firm Introduction*

Provide a 1-2 sentence introduction to your company which will serve as your company's introduction on our exclusive Member Portal **if awarded**. This will enable Members to determine what type of services and/or products your company provides at a glance if they are not already familiar.

4.8.3. Optional Video

You may also upload a short (1-2 minutes or less) introductory video if desired here.