

Information Technology Department  
City of Greensboro



July 7, 2014

**TO:** Jane Nickles, Information Technology Director

**FROM:** Tasha Swann, Information Security Officer

**SUBJECT:** Tangible Security, Staff Augmentation of a Cyber Security Specialist for 2014/15

**BACKGROUND:**

Due to the ever-changing threat landscape within Information Technology, it is a common practice to outsource certain aspects of Cyber Security. To aide IT to ensure the confidentiality, integrity, and availability of data within the organization, and to assist in the development of a Security Program for the organization, this level of professional services provided by Tangible Security, is intended to do the following:

The Cyber Security Specialist that Tangible Security, Inc places onsite at City of Greensboro will assist City of Greensboro in the development and implementation of a Cyber Security Program. Efforts will be focused on:

- Security Strategy and Architecture
- Organizational Knowledge / Operating Procedures
- Security Roles and Responsibilities
- Security Policy Enforcement
- Security Monitoring
- Change Management
- Configuration Management
- Vulnerability Management
- Acquisition / Purchase of Security Tools
- Secure Software Development Lifecycle
- User Security Awareness
- User Security Training, especially for privileged users
- Physical and Environmental Security
- Network Design / Segmentation
- Perimeter Security
- Intrusion Detection / Prevention
- Asset Classification
- Data Classification
- Compliance Management
- Data Loss Prevention
- Other Cyber Security Programs, as needed

We anticipate the cost for this project to be \$22,968.83 a month and \$275,626.00 a year.

**JUSTIFICATION:**

We have been working with Tangible Security (formerly N2NetSecurity) for two years now. They have helped us find many issues that previous companies missed. In fact, during last year's penetration test, they were more productive in a day than the previous companies were in a week. They have

demonstrated best value to us, in terms of vendor performance. They are familiar with our processes and our system and can hit the ground running, with maximum effect and minimum disruption of our Security Operations Process. For these reasons, I feel we are justified in continuing with the services of Tangible Security, Inc. They are a local NC based company. They have published GSA schedule 70 prices, which have been vetted by the Federal Government (GSA IT-70 SIN 132-51, Contract Number GS-35F-0906N). The prices they have offered us are better than what they offer the Federal Government. They are NC HUB Certified as a Minority Owned Company. They are NCMSDC certified as a minority business enterprise in good standing. They are SBA 8(a) certified as a disadvantaged business. They are a Service Disabled Veteran Owned Small Business (SDVOSB).

**RECOMMENDATION:**

IT Security requests \$551,252.00 to be encumbered for professional services and travel expenses from Tangible Security, Inc on the subject contract.

**FINANCIAL IMPACT:**

<b>Encumbrance Year</b>	<b>Amount</b>	<b>Account</b>
FY14-15	\$275,626.00	682-0730-01.5413
FY15-16	\$275,626.00	682-0730-01.5413