



**Cybersecurity
On-Site Services**
for
City of Greensboro, NC

December 11, 2020

Prepared by: Mike Smack

Prepared for: City of Greensboro, NC

Cover Letter



December 11, 2020

Dear Ms. Swann Holsey:

Thank you for your continuing interest to receive on-site cybersecurity services from Tangible Security, Inc. On the following pages and the attached table, you will find four contractual options to consider for continued procurement of Tangible Security's services.

We are happy to review the proposed options with you and then develop a final addendum to the existing contract. The end goal is to jointly design an addendum with mutually satisfactory parameters that fit the needs of the city's requirements for the next three years.

We look forward to supporting you.

Sincerely,

Mike Smack

Operations Manager

Tangible Security, Inc

ADDENDUM 2 TO AGREEMENT 2016-5126
BETWEEN THE CITY OF GREENSBORO AND TANGIBLE SOFTWARE INC.

AGREEMENT 2016-5126 signed by the parties in June 2016, and ADDENDUM 1 signed by the parties in March 2019 is hereby AMENDED as follows:

1. The City wishes to amend the existing contract to continue the contract for additional 3 years from July 1, 2021 to June 30, 2024, for security improvements to the City's network infrastructure and staff augmentation in the IT Security Division.

2. The total compensation for the additional 3-year period will be:

a. (Please select from one of the proposed plans in the attached table)

It is expressly agreed by the parties that this Agreement is a second addendum to the Agreement of June 10, 2016, which is made a part by reference. All terms, conditions, and provisions of the original contract, unless specifically modified, are to apply to this Agreement, are made a part of this Agreement as though expressly rewritten, incorporated and included herein.

In the event of any conflict, inconsistency, or incongruity between the provisions of the amended Agreement and any of the provisions of the original agreement, the provisions of this amended Agreement shall in all respects govern and control.

[Signature Page follows]
(to be added)

Statement of Work (SOW) (included only as an opportunity to revisit the specific services provided)

Description of Services:

Cyber Security Services Staff Augmentation

This SOW outlines the general focus of work to be performed by Tangible Security, Inc. persons assigned to the Client and located at the designated locations or working remotely during the specified timeframes.

Tangible Security, Inc. will take guidance from the Client as to the priority of services to be provided. This work will require interaction with the Client staff, as well as supporting vendors, affiliates, and Tangible Security, Inc. staff.

At all times, Tangible Security, Inc. will operate in the support mode and work to facilitate Client's operations within the framework and goals established by Client. Tangible Security, Inc. will also provide knowledge transfer and assist in training Client personnel.

Tangible Security, Inc. will hire or assign and manage Security Subject Matter Expert(s) (SME) to function as dedicated resources for Client per this SOW. Tangible Security, Inc. will apply the same rigorous hiring and management processes implemented in the hiring and management of Tangible Security, Inc. employees.

Services Provided:

- Analysis of information systems, software architecture, hardware architecture, source code, etc.
- Application and protocol fuzzing
- Vulnerability assessments
- Penetration testing
- Basic hardware testing

Assigned Personnel:

Tangible Security, Inc. will provide appropriately skilled, experienced, educated and certified Security Consultant(s) to support Client's needs as follows:

- Senior Security Engineer – Full Time Equivalent (FTE) – **specifically Naser M. Yasin**
- The onsite FTE(s) will report to a designated Client manager
- Tangible Security, Inc. management will conduct quarterly meetings to support performance management, training, benefits, PTO and other related personnel management functions

If for any reason, the assigned FTE does not meet the needs of Client, Tangible Security, Inc. will provide one or both of the following support options until a replacement is identified and assigned:

- Provide a Security Consultant to Client's site every other week to maintain continuity (travel expenses apply)
- Provide ongoing remote support services with equivalent SMEs

Terms and Conditions:

- The Services ordered herein are governed by this SOW, the Cyber Security Services Staff Augmentation Addendum and the Tangible Security Standard Terms and Conditions executed by Tangible Security and Client and incorporated herein.
- This SOW is valid for 60 days from the issue date.
- This SOW supersedes any previously quoted and/or contracted pricing regarding the Services set forth above.

- Unless otherwise agreed in writing, fees do not include travel expenses.
- All information herein is confidential and intended solely for the Client's benefit. The Client's shall not disclose information contained herein to any other parties.
- "Fixed Price" means that portion of the proposal is calculated on a Fixed Price, Not-to-Exceed basis.

Contacts

Tangible Security, Inc.	City of Greensboro, NC
Mike Smack 508 Central Drive, Suite 106 Virginia Beach, VA 23454 757-374-7177 msmack@tangiblesecurity.com	Tasha Swann Holsey 2602 South Elm-Eugene St Greensboro, NC 27405 336-335-5686 Tasha.holsey@greensboro-nc.gov