

**INDIAN RIVER COUNTY
OFFICE OF MANAGEMENT AND BUDGET
PURCHASING DIVISION**

DATE: December 27, 2021

TO: BOARD OF COUNTY COMMISSIONERS

THROUGH: Jason E. Brown, County Administrator
Kristin Daniels, Director, Office of Management and Budget

FROM: Jennifer Hyde, Purchasing Manager

SUBJECT: Final Ranking of Firms and Award of RFP 2022014 for SCADA/ICS Network Design

BACKGROUND:

On behalf of the Department of Utility Services and Information Technology Department a Request for Proposals (“RFP”) was issued for the upgrade of the County’s current Industrial Control Systems (ICS) and Supervisory Control and Data Acquisition (SCADA) systems and supporting network infrastructure. These upgrades are intended to enhance the operational efficiency and cybersecurity posture of the County’s ICS and SCADA systems. RFPs were advertised on October 1, 2021 and responses received October 28, 2021.

ANALYSIS:

A selection committee comprised of Dan Russell, Director, Information Technology, Randy King, Information Systems & Telecommunications Manager, and Christopher Carpenter, SCADA Systems Coordinator independently evaluated and scored the received proposals in accordance with the RFP document and Purchasing Manual. Weighted evaluation criteria included firm overview, qualifications, project approach, references, and price. These scores were compiled by the committee and an overall initial ranking of firms developed. One clarification question was requested of the top ranked firm, with the committee reconvening after that response was received to discuss. The committee determined interviews were not necessary for either RFP and the initial rankings of firms declared final.

	Proposing Firm	Location	Proposed Price
1.	GrayMatter Systems, LLC	Naples, FL	\$60,448
2.	Sentinel Technologies, Inc.	Downers Grove, IL	\$55,940
3.	True Digital Security. Inc.	West Palm Beach, FL	\$40,096

Although higher in cost, the proposal submitted by GrayMatter Systems, LLC was determined by the committee to provide the qualifications, previous SCADA project experience, and project approach to most effectively complete the work.

FUNDING:

The proposed amount of \$60,448 is available in the Utilities/General & Engineering/Other Professional Services account (47123536-033190), with funding generated through water and sewer revenues.

Account Name	Account Number	Amount
Utilities/General & Engineering/Other Professional Services	47123536-033190	\$60,448

RECOMMENDATION:

Staff recommends the Board approve the committee's final rankings of firms and award RFP 2022014 to Graymatter Systems, LLC. Staff also recommends the Board approve the agreement and authorize the Chairman to sign it after review and approval by the County Attorney as to form and legal sufficiency.

Attachment

Agreement