



864 Broad Street – 4th Floor
Augusta, Georgia 30901 – 1215
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SHAWNDA STOVALL
President

DR. MALINDA B. COBB
Superintendent of Schools

BOBBY A. SMITH, CPA
Chief Financial Officer

TO: Board Members

FROM: Bobby A. Smith

VIA: Dr. Malinda B. Cobb
Superintendent of Schools

DATE: August 19, 2025

SUBJECT: Schools and Library Cyber Security Pilot Program
FORM470 – CBR420250538

The Richmond County School System was selected for the Cybersecurity Pilot Program with a preliminary award of \$1,207,680, **contingent upon the grant approval**. Eighteen vendors submitted proposals, which were evaluated using five criteria. You can see the total score of each individual vendor on the attached tally sheet.

Evaluation Criteria	Points
Costs and Support	35
Meets Scope and Technical Requirements	25
Performance and SLA	20
Deployment and Training	10
Experience/References/Compliance	10
Total Points Available	100

Six of the 18 proposals aligned with the three-year, \$1.2 million grant commitment, with total project costs ranging from \$452,500 to \$1,182,459. Twelve vendors submitted proposals outside of the acceptable budget range for the total Pilot project cost

For these six proposals, the district's 10% financial obligation over the three-year pilot program ranged from \$45,250 to \$118,246 in total, or approximately \$15,083 to \$39,415 per year.



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Meeting the scope\technical criteria is critical to ensure the solution can support the goals of the pilot program. These requirements define the functionality, coverage, and level of protection necessary to safeguard the organization. Tailored Solutions who submitted the lowest proposal (\$452,500) is unable to meet the scope\technical requirements necessary to deliver a complete cybersecurity solution that provides the level of protection required to safeguard the organization.

The next lowest proposal (614,970) submitted by Kopesky Enterprises Inc. dba SureLock Technology met all specifications. Administration recommends the RFP be awarded to Kopesky Enterprises dba SureLock Technology to support the RCSS Information Technology team in strengthening cybersecurity and protecting the organization against ransomware and other cyber threats. This selection carries a district obligation of \$20,499 per year over the three-year grant period, with USAC covering the remaining \$553,473 of the \$614,970 total project cost.

AUGUST 19, 2025

SCHOOLS and LIBRARIES - CYBER SECURITY PILOT PROGRAM FORM 470-CBR420250538

BIDDERS	TOTAL SCORE	TOTAL COST
Conquest Technology Services Corp dba Conquest Cyber 427 South Boston Avenue, Suite 915 Tulsa, OK 74103	88	\$1,246.60
Driven Technologies 3424 Peachtree Road NW, Suite 2200 Atlanta, GA 30326	91	3,422,253
Forward Edge dba XPEL by Forward Edge 2724 E. Kemper Road Sharonville, OH 45241	59	\$778,200
Global Solutions Group, Inc. 31681 Dequindre Road Madison Heights, MI 48071	88	\$3,917,196
Host Integrity Systems Inc. 2890 County Road 613 Farmersville, TX 75442	87	\$2,755,000
Howard Technology Solutions 36 Howard Drive Ellisville, MS 39437	90	\$1,434,780
IBM Corporation 550 Assembly Street Columbia, SC 29201	87	\$4,887,428
Kopesky Enterprises Inc dba SureLock Technology 4908 Golden Parkway, Suite 700 Buford, GA 30518	94	\$614,970
Lockstep Technology Group 190 Technology Pkwy NW Suite 125 Peachtree Corners, GA 30092	89	\$2,968,728
MGT Impact Solutions, LLC 1450 Oakbrook Drive, Suite 900 Norcross, GA 30093-6239	87	\$3,802,038
MXN Corporation 1025 Rose Creek Dr, #620 Woodstock, GA 30189	42	\$659,883
Omada Technologies 36 Maplewood Ave Portsmouth, NH 030801	72	\$3,111,749
PC Solutions & Integrations, Inc. 4937 SW 75th Ave Miami, FL 33155	78	\$1,441,560

AUGUST 19, 2025

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BIDDERS	TOTAL SCORE	TOTAL COST
PCS International 1608 W Colonial Parkway Inverness, IL 60067	91	\$3,321,357
RapidScale, Inc. 301 Hillsborough Street, Suite 300 Raleigh, NC 27603	68	\$1.648.050
Tailored Solutions Consulting, Inc. dba Secure Halo 962 Wayne Avenue, Suite 310 Silver Spring, Maryland 20910	64	\$452,500
Technuf LLC 6290 Montrose Road Rockville, MD 208052	93	\$1,182,459
United Data Technologies, Inc. 2900 Monarch Lakes Blvd., Suite 300 Miramar, FL 33027	86	\$1,163,999