

## Vendor's Offer

It is required that Offeror complete, sign and submit the original of this form to the City Procurement Office with the proposal response offer. An unsigned "Vendor's Offer", late proposal response and/or a materially incomplete response will be considered nonresponsive and rejected.

Offeror is to type or legibly write in ink all information required below.

Company Name:	<u>Securis Group, LLC (Formerly Intelligent Connected)</u>				
Company Mailing Address:	<u>1071 N. Campbell Rd.</u>				
City:	<u>Royal Oak</u>	State:	<u>MI</u>	Zip:	<u>48067</u>
Contact Person:	<u>Jen Gillham</u>		Title:	<u>Account Manager</u>	
Phone No.:	<u>602-741-7888</u>	FAX:	<u>248-837-1401</u>	E-mail:	<u>jjillham@securisgroup.com</u>
<u>Company Tax Information:</u>					
Arizona Transaction Privilege (Sales) Tax No.:	<u>—</u>				or
Arizona Use Tax No.:	<u>20096488</u>				
Federal I.D. No.:	<u>38-3267622</u>				
City & State Where Sales Tax is Paid:	<u>Phoenix</u>		<u>Arizona</u>		
If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.:	<u>—</u>				

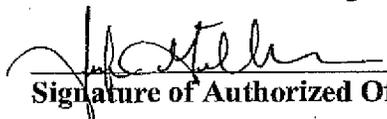
### THIS PROPOSAL IS OFFERED BY

Name of Authorized individual (TYPE OR PRINT IN INK) Jen Gillham

Title of Authorized Individual (TYPE OF PRINT IN INK) Account Man

### REQUIRED SIGNATURE OF AUTHORIZED OFFEROR (MUST SIGN IN INK)

By signing this Proposal Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other Offeror or potential Offeror. In accordance with A.R.S. 35-393, et seq., the Offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with proposal offer will be considered nonresponsive and rejected.

  
Signature of Authorized Offeror

3-20-2010  
Date

Form 201-B (RFP)  
(H./RFP 3-2008)

# Proposal Questionnaire

## Firm's Experience and Qualifications

1. Please provide the location of your sales office and specify all services to be performed out of this sales office.

Sales Office Address: 2375 E Camelback Rd. Phoenix, AZ. 85016

2. How many years has your firm been in business? 14

3. Has this company gone by a different name in the last 3 years?

Yes  No

Other Name: Intelligent Connections

4. For which of the following products is the offeror an authorized reseller? (yes / no)

	Yes	No
Blue Coat	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CheckPoint	<input checked="" type="checkbox"/>	<input type="checkbox"/>
McAfee	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Microsoft	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Red Hat	<input type="checkbox"/>	<input checked="" type="checkbox"/>
RSA	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Sonic Wall	<input type="checkbox"/>	<input checked="" type="checkbox"/>

5. Please provide and explain any training, if available, for specific products being proposed. If training is not supplied directly by your company, please provide details regarding training organization and describe the relationship with the training organization. Training costs shall be also provided.

PLEASE SEE ATTACHMENT #1

## Contract Administration

1. Explain your company's return policy.

Return policy varies by vendor. Product returns require vendor approval.

2. Please explain ordering process, including presales support, pre-configuration, delivery schedules and depots, shipping methods and capabilities to expedite orders. Offeror shall also describe in detail their E-Commerce capability.

The ordering process is as follows. If pre-sales support is required, Securis can assist in choosing the right solution and specifications. You will work directly with a local account manager and consultant on evaluations, demonstrations, competitive analysis etc. Once the appropriate solution (manufacturer, model, part numbers, licensing etc.) is determined and a PO, check or credit card (Visa, MasterCard) has been submitted your order is placed. When items are in stock please allow 7 to 10 days for shipping. If expedited shipping is required a FedEx or UPS account number must be provided by the client, and expedited shipping requirements will be honored.

If services have been ordered a Securis account specialist will be in contact to schedule work to be completed. If pre-configuration is needed, hardware will be shipped directly to the person responsible for pre-configuration.

Securis does not sell anything online. However, quotes can be requested and registering for training can be done at [www.securisgroup.com](http://www.securisgroup.com)

3. Will you following the quotation and invoicing requirements of this RFP?

Yes  No

6. Describe in detail all services proposed to the City of Tempe. All associated costs for these services shall be stated on the Price Sheet (attachments may be used).

PLEASE SEE ATTACHMENT #2

7. Please provide the location of your maintenance facility.

1071 N Campbell Rd.  
Royal Oak, MI 48067

8. Does your company have all required Federal, State, and local certifications and licenses required for resulting contract?

Yes  No  If no, please explain.

9. Are all certifications, licenses and permits current?

Yes  No  If no, please explain.

10. Within the previous five years has your firm been debarred from contracting with any local, state, or federal governmental agency?

Yes  No  If yes, explain.

11. Within the previous five years has your firm defaulted on any government contract?

Yes  No  If yes, explain.

12. Within the previous five years has your firm used any subcontractor to perform work on a government contract when that subcontractor had been debarred by a governmental agency?

Yes  No  If yes, explain.

### Firm's Employees Experience and Qualifications

1. Identify the Contract Manager(s) to be committed to resulting contract. Please include resume.

Name: Jan Gillham  
Phone Number: 602-741-7888  
Cell Number: 602-741-7888  
E-mail: lgillham@securisgroup.com

Name: Calvin Schalk  
Phone Number: 602-627-0972  
Cell Number: 616-295-2418  
E-mail: cschalk@securisgroup.com

2. List the sales staff (team) that will be responsible for supporting the City of Tempe account, based upon your capabilities at the time of proposal opening. Provide a brief overview of the experience and background for each team member. Jill O'Neil - support specialist, Jan's internal counter part  
Crystal Serra - accounts payable
3. Provide a staffing plan for work under this RFP, and indicate the roles and responsibilities of each person. Please include all trained and certified technicians. Calvin Schalk - technical consultant - see resume  
Jan Gillham - anything sales related (quotes, scheduling etc.) - see resume
4. Has there been any recent (within the past three (3) years) or current legal (criminal or civil) action against your company regarding the proposed contract team? No.

Yes  No  If yes, explain nature of the legal action (attachment may be used).

# Jennifer Cindy Gillham

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31003 N. 44<sup>th</sup> Place  
Cave Creek, AZ. 85331  
jencgerlach@yahoo.com  
(602)741-7888 (cell)  
(602)488-1998 (home)

## Education

### **Bachelor of Science in Interdisciplinary Studies**

*University of Missouri-Columbia, School of Arts and Science*  
1997-2002

Emphasis: Psychology, Sociology, and Management

### **Bachelor of Science in Consumer and Family Economics**

*University of Missouri-Columbia, School of Human and Environmental Sciences*  
1997-2002

Emphasis: Financial Management Services

### **American College of Financial Planning**

2005-2006

### **Sandler Sales Training**

2008 and 2009

## Employment

### **Intelligent Connections, Senior Account Manager**

Phoenix, Arizona: April 2006 – present

- Manage accounts in the Southwest region (Arizona, Colorado, Nevada, New Mexico and Utah)
- Network Security Sales including Consulting, Hardware/Software, Support Services and Training
- Top sales in Southwest for 2006, 2007, 2008 and 2009
- Drive individual sales through the distribution channel.
- Meet frequently with vendors to develop vendor relationships.
- Know and understand the competitive environment in the market place and provide clients/prospects competitive analyses.
- Project Management
- Responsible for developing territorial and sales marketing plan with measured outcome.

### **MFS, Investment Management, Sr. Sales Representative/Internal Wholesaler**

Phoenix, Arizona: October 2005 – April 2006

- Wholesale the new 401(k) platform to brokers and TPA's
- Quarterback for 4 outside wholesalers who are in the Southwest territory of the United States
- Speak to brokers about the new open architecture platform
- Form relationships with Brokers and TPA's in the retirement services industry.
- Conduct Enrollment meetings for participants.
- Run proposals for potential prospects whom are interested in making a presentation to a plan sponsor.
- Make presentations to plan sponsors, brokers, and TPA's about our 401(k) product.
- Map over investment choices to capture 40-50% of assets

### **Personal Financial Advisor, and Manager, Ameriprise Financial**

Phoenix, Arizona: October, 2003 – February 2006

- Managing an office of 55+ advisors

- Helped clients reach their financial objectives through goal setting and accountability
- Marketing myself and company through local businesses and networking
- Coaching new advisors on sales techniques and presentation
- Proficiently form long lasting relationships with clients.
- Tenacious at cold calling small to medium sized businesses and individuals. Ability to set appointments with potential clients.
- Work in a team environment on complex cases recognizing which team members and their expertise will most benefit the client.
- Knowledge about different financial & health products, explaining and recommending certain products that fit correctly with the need and objective of the client.
- Responsible for following through on all aspects of business from initial applications, underwriting requirements, to the approval and delivery of life insurance, disability, and health applications.

## **Certifications and Licenses**

RSA Sales Certified  
Cisco Sales Certified  
Blue Coat Sales Certified  
Check Point Sales Certified  
Websense Sales Certified  
F5 Sales Certified  
Series 7 License  
Series 66 License  
Arizona Life and Health License

Additional Languages Spoken: Polish

## Calvin Wayne Schalk Jr.

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### Work Experience

**April 2006- Present** **Information Security Consultant**

Intelligent Connections LLC.

1071 N. Campbell Rd., Royal Oak, MI 48067

- Check Point NGX CCSA, CCSE, CCSE Plus
- Check Point Total Security
- Websense -- Web Filtering
- ISS -- Proventia Management SiteProtector

**May 2000- April 2006** **Network Technician**

Information Services and Telecommunications

Ferris State University

330 Oak Street; West 211; Big Rapids, MI 49307

- Check Point NGX Firewall Administrator
- Packeteer -- PacketShaper Administrator
- Monitor network traffic with MRTG (Multi Router Traffic Grapher)
- Monitor network traffic with Cacti
- Extensive knowledge of Nortel Networks 5500 Series switches
- Extensive knowledge of Nortel/Bay Networks Business Policy and 450 Units
- Experience with Nortel Networks Passport 8010
- Experience with Centillion 50/100 Chassis
- Troubleshoot network issues throughout campus backbone
- Optivity NMS (Network Management System) 9.0.1
- Working knowledge of UNIX and Linux operating systems
- Speed View 3.2, 4.3, 5.0, 5.1
- Monitor network for traffic for any unauthorized network traffic
- Document Network design using Microsoft Visio
- Help to create a disaster recovery plan for server farm
- Maintenance of core Nortel routers and backbone switches
- Maintain Uninterruptible Power Supply unit for sever farm

**January - March 2002** **Indepenent Consulting**

Network Consultant

Riverview Counseling & Wellness Center

15495 Old Mill Pond Road, Big Rapids, MI 49307

- Repaired previous wiring installation
- Setup VPN between two remote offices
- Installed of database which runs over a VPN

## Work Experience

**November – December 2000** – **Individual Consulting**  
**Network/Server Consultant**  
**NOCTI**

500 North Bronson, Big Rapids, MI 49307

- Troubleshoot and corrected network connectivity issues
- Performed server hardware maintenance
- Recovered network and local server data from lost server
- Repaired Windows NT domain
- Implemented new Windows 2000 Advanced Server

**August 1998- May 2000** – **Network Technician**  
**Residential Network Support**  
**Ferris State University**

330 Oak; West 127; Big Rapids, MI

- Provided PC Desktop Support for Alumni building offices
- Troubleshoot network problems in the residence halls
- Provided “front desk” PC support for residence halls
- Implemented software in the residence halls labs
- Installed network interface cards
- Installed network client software

**May – August 1998 & 1999** – **Network Engineer**  
**MIS Department**  
**Summer Internships** Williams International  
 2280 West Maple Road; Walled Lake, MI

- Ethernet and Token-ring wiring
- Provided help desk support
- Provided PC support
- Windows NT domain administrator
- Setup and implemented new end-user PC's
- Installed new software throughout plant
- 66 Punch Down Block wiring
- 110 Punch Down Block wiring

### **Awards and certifications**

- Eagle Scout – 1995
- Leviton Integrated Networks certified installer
- Leviton Advanced Voice and Data certified installer
- Check Point Certified Instructor
- Check Point CCSE Plus

## References

1. List three (3) current client references, public entities preferred for which your firm has provided similar products and services within the past five years. The City reserves the right to use references not provided by Offeror.

Reference one:

Name of firm:

Thomson Reuters

Contact Person:

Liz Nelson

Contact Person phone number:

623-341-6106

Services provided:

- Securis Managed Services (Firewalls)
- Consulting
- project work (on-site & remote)

Reference two:

Name of firm:

Iridium Satellite

Contact Person:

John McAduff

Contact Person phone number:

480-752-1157

Services provided:

- Vulnerability Assessments
- Check Point training
- support via pre paid block of time
- project work
- consulting

Reference three:

Name of firm:

Pinal County Government

Contact Person:

Rich Best

Contact Person phone number:

520-816-6668

Services provided:

- Securis Managed Services (Firewalls)
- Consulting
- project work
- training

## **References**

### **Jeffery Spedowski**

RNS Manager  
West 127  
330 Oak St.  
Big Rapids, MI 49307  
231-591-3840

### **William Kirby**

Computer and Communications Technology Manager  
2280 West Maple Road  
Walled Lake, MI 48390  
1-800-669-8058 x2530

### **Rebecca O'Brien**

2280 West Maple Road  
Walled Lake, MI 48390  
1-800-669-8058 x1584

### **Margaret Camp**

2280 West Maple Road  
Walled Lake, MI 48390  
1-800-669-8058 x2200

**Overall response of RFP**

1. Does your company accept all terms and conditions of this solicitation?

Yes  No  If no, please explain

Revise page 20, section B.i.2.i

General liability limit is \$1 million per occurrence and \$2 million aggregate. Additionally we have an umbrella policy that has a \$1 million per occurrence and \$1 million aggregate.

Workers Comp -

Each accident - \$500,000 limit  
each disease - \$500,000 limit  
Disease limit - \$500,000

Auto - \$1 million limit

E&O - \$1 million limit

Securis Group DOES NOT accept payment cards.

Check Point Software

Check Point

To: City of Tempe

From: Jared Keesling

Date: 3/22/2010

To: Who it may concern:

Seuris Group is authorized to sell all things that Check Point Software Technologies supplies.

Jared Keesling

Channel Manager

Check Point Software Technologies

480-284-4006

[jkeeslin@checkpoint.com](mailto:jkeeslin@checkpoint.com)

**Blue Coat authorized reseller**

From: Jennifer Gillham <jgillham@sequisgroup.c... View Contact  
To: jencgerlach@yahoo.com

Tue, March 23, 2010 9:10:02 AM

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**From:** Labas, Philip [mailto:[philip.labas@bluecoat.com](mailto:philip.labas@bluecoat.com)]  
**Sent:** Tuesday, January 26, 2010 10:09 AM  
**To:** Jennifer Gillham  
**Subject:** Blue Coat authorized reseller

Jen,

Thanks for the call. This email is to confirm that Sequis Group is an authorized and certified Blue Coat reseller.

Thank you,

Phil  
Philip Labas  
Blue Coat Systems, Inc.  
Channel Manager, North Central  
[philip.labas@bluecoat.com](mailto:philip.labas@bluecoat.com)  
Cell: [815-403-4626](tel:815-403-4626)  
Fax: [815-578-8781](tel:815-578-8781)  
<http://www.bluecoat.com>

Click [here](#) to report this email as spam.

**Certified reseller**

From: Jennifer Gerlach <jencgerlach@yahoo.com> View Contact

Thu, March 25, 2010 3:05:48 PM

To: jencgerlach@yahoo.com

**From:** Carroll, Mike [mailto:Mike\_Carroll@securecomputing.com]

**Sent:** Monday, March 23, 2010 12:04 PM

**To:** Jen Gillham

**Subject:** Certified reseller

Jen,

Per your request to verify that Securis Group is certified and authorized to resell McAfee products: To whom it may concern, Securis Group is authorized and certified to sell all McAfee product lines.

Regards,

**Mike Carroll**  
**Regional Sales Manager**  
**McAfee, Inc.**

Network Security Business Unit  
(248) 705-5732 (Mobile Phone)  
(248) 636-4065 (eFax)  
[mike\\_carroll@mcafee.com](mailto:mike_carroll@mcafee.com)  
[www.mcafee.com](http://www.mcafee.com)

1855 Willowicke Drive  
Wixom , MI 48393

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## Authorized Reseller

From: Jennifer Gerlach <jencgerlach@yahoo.com> [View Contact](#)  
To: jencgerlach@yahoo.com

Thu, March 25, 2010 3:04:23 PM

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**From:** [jonathan.weis@rsa.com](mailto:jonathan.weis@rsa.com) [<mailto:jonathan.weis@rsa.com>]  
**Sent:** Friday, March 19, 2010 1:26 PM  
**To:** Jennifer Gillham  
**Cc:** [tena.paparelli@rsa.com](mailto:tena.paparelli@rsa.com)  
**Subject:** Authorized Reseller

Hi Jen,

This note is to confirm that you are an authorized and certified reseller of RSA's product lines.

Please let me know if you need additional information.

Take care,

Jon Weis | Territory Manager, Commercial Sales | O: [949.705.3665](tel:949.705.3665) M: [619.980.2082](tel:619.980.2082) | e-mail: [jonathan.weis@rsa.com](mailto:jonathan.weis@rsa.com)



# ATTACHMENT #3

% off extended:

Manufacturer	% off hardware	% off software	% off support	Other
Blue Coat	18	18	32	
Check Point	31	41	13	
McAfee	19	23	7	
RSA	18	17	9	28 new 26 for add-ons

Training Description:

Cost (list):

Training-Blue Coat Anti-Virus Training	\$500
Training, BCCPA (Blue Coat Certified Proxy Administrator) Course	\$2,000
Training, BCCPP (Blue Coat Certified Proxy Professional) Course	\$3,000
Training-Blue Coat Certified PacketShaper Administrator Course (2 days)	\$2,000
Training-Blue Coat Certified PacketShaper Professional Course (3 days)	\$3,000
BCWAA 1-day Blue Coat WAN Acceleration Administrator Course	\$1,000
BCWAP 2-day Blue Coat WAN Acceleration Professional Course	\$2,000
Blue Coat Director Training	\$500
IntelligenceCenter Training	\$500
Custom Training - All Students Same Company Per Day Rate	\$5,000
Training-Custom Training Expenses	\$3,000
Onsite Training Student Rate (Minimum 2 days and 5 students)	\$1,000
BCCPA RECERTIFICATION (COURSE MATERIALS AND EXAM)	\$500
BCCPP RECERTIFICATION (COURSE MATERIALS AND EXAM)	\$500
Blue Coat Reporter Training	\$500
Training, Blue Coat Certified Troubleshooting SG Security	\$3,000
Blue Coat Certified Troubleshooting Hardware Course (1 day)	\$1,000
Blue Coat Certified Troubleshooting PacketShaper Course (2 days)	\$2,000
Blue Coat Certified Troubleshooting PS Visibility (1 day)	\$1,000
Blue Coat Certified Troubleshooting Recertify Course (1 day)	\$1,000
Blue Coat Certified Troubleshooting WAN Acceleration Course (1 day)	\$1,000

Check Point CCSA R70 Training - 5 days	\$4,495
Check Point CCSE R70 Training - 5 day	\$4,995

SEC QUICKSTART FOR SMB TRAINING PREPAID 1U+	\$1,000
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RSA Custom Training - FIM	\$25,000.00	\$22,500.00
RSA Custom Training - DLP	Custom Quoted	Custom Quoted
RSA Custom Training - ENV	\$5,000.00	\$4,500.00
RSA enVision Custom Training	Quoted	Quoted

Manufacturer:

Part number:

Blue Coat (via manufacturer)

TR-AV COURSE  
TR-BCCPA-ADM  
TR-BCCPP-PRO  
TR-BCPSA  
TR-BCPSP  
TR-BCWAA  
TR-BCWAP  
TR-DIRECTOR  
TR-INTCENT  
TR-ONSITE  
TR-ONSITE-FIXED  
TR-ONSITE-R1-S1  
TR-PA-RECERTIFY  
TR-PP-RECERTIFY  
TR-REPORTER  
TR-SG-TROUBLESHOOTING-SECURITY  
TR-TROUBLESHOOTING-HW  
TR-TROUBLESHOOTING-PS  
TR-TROUBLESHOOTING-PS-VISIBILITY  
TR-TROUBLESHOOTING-RECERTIFY  
TR-TROUBLESHOOTING-WA

Check Point (via Securis)

SG\_CP\_CCSA\_R70  
SG\_CP\_CCSE\_R70

McAfee

MD-QS-SMB-TRAINA

RSA (via manufacturer)

PS-BAS-FIM-KXFER  
PS-CUS-DLP-KXFER  
PS-BAS-ENV-KXFER  
ED ENVCUSTOM