



June 22, 2023

TO: THE DISTRICT BOARD OF TRUSTEES OF VALENCIA COLLEGE

FROM: DR. KATHLEEN PLINSKE
President

RE: RECOMMENDATION TO ENTER INTO AN AGREEMENT WITH FORSYTE I.T.
SOLUTIONS FOR MANAGED SECURITY SERVICES

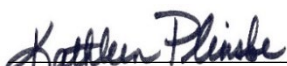
Valencia College is seeking a Managed Security Services Provider (MSSP) partner to help leverage the Microsoft platform's security and compliance tools to be more efficient and effective in the prevention, detection, and remediation of attacks against our Microsoft platform. The College's Microsoft ecosystem consists of various services that host or manage our user digital accounts/identities, email and collaboration platforms, voice platform, and endpoint protection platform. This ecosystem also contains a growing and evolving set of security and compliance tools that are used to protect, detect, and respond to cybersecurity threats and attacks attempting to compromise our accounts and services. The MSSP will help us build out these security and compliance tools to our specifications and following best practices. The MSSP will also serve as an extension of our team providing 24x7x365 hands-on support to monitor our environment, detecting and responding to threats within the pre-defined rules of engagement they will work with us to create.

The College's Microsoft account team recommended three managed security service providers for the College to consider: Forsyte I.T. Solutions, Conquest Cyber, and Open Systems. Valencia College OIT staff met with all three providers and conducted a thorough review of available options. Forsyte I.T. Solutions was identified as the provider whose services met the requirements and provided the best overall value, had experience in higher education, and also provided the best pricing.

In accordance with Rule 6A-14.0734 (2)(g), F.A.C., Procurement Requirements, Valencia negotiated the best possible rate with Forsyte I.T. Solutions to procure their Forsyte Guardian 365 Security Managed Services. The proposed agreement is a three-year contract for a total combined cost of \$486,786. Thereafter, the College may renew successive one (1) year periods to ensure continuity of operations.

RECOMMENDED ACTION:

The President recommends that the District Board of Trustees authorize the College to enter into a three-year contract with Forsyte I.T. Solutions at a total combined cost of \$486,786 to procure their Forsyte Guardian 365 Security Managed Services, as presented.



President