

**GORDON COUNTY, GEORGIA
MEMORANDUM**

To: Board of County Commissioners
From: Martin Vaughn
Subject: Software to prevent malware/ransom ware/internal threats
Date: October 4, 2019

Gordon County issued an RFP for a software tool and services to monitor and detect advanced malware/ransom ware/internal threats on approximately 300 Windows endpoints/workstations and 50 windows servers. The Bid was posted on the county's web site, posted upon the State of Georgia procurement web site and advertised in the Calhoun Times on August 28 and September 4, 2019. The deadline to submit the sealed bids was 2:00 p.m. on October 2, 2019. County staff opened the bids received at that time in a public opening. Below is the response:

Bidder	First Year Cost	Annual Cost
Carahsoft (Reston, VA)*1	\$32,633.00	\$25,833.00
Varonis Systems, Inc. (New York, NY)	\$53,509.00	\$41,551.00

***1** The software submitted by Carasoft did not meet all of the specifications. It did not meet the following requirements:

- Provide a method to capture metadata of user interactions with data/files/folders
- Provide a method to create detail audit logs of changes by suspected hacks or unusual internal user actions
- Provide a method to query for all access activity of a user over various time periods

RECOMMENDATION

After careful review of the specifications submitted, the staff selected Varonis Systems with a bid of \$53,509.00. Varonis Systems met all of the specifications listed. The software and services bid by Carahsoft didn't meet all of the specifications outlined. This is a critical need given the rash of Ransom Ware issues in counties and cities in Georgia and the nation.

The \$53,509.00 will come from the current IT budget.