SECTION 1: DESCRIPTION

General Tracking | *Contract Terms*

FILE ID#: 25-1741	RFP, BID, QUOTE OR RENEWAL #:	INITIAL TERM WITH RENEWALS:	INITIAL TERM TOTAL COST: $301,738.65
COMMITTEE: JUDICIAL AND PUBLIC SAFETY	TARGET COMMITTEE DATE: 08/05/2025	PROMPT FOR RENEWAL:	CONTRACT TOTAL COST WITH ALL RENEWALS: $301,738.65
	CURRENT TERM TOTAL COST: $301,738.65	MAX LENGTH WITH ALL RENEWALS: THREE YEARS	CURRENT TERM PERIOD: INITIAL TERM

Vendor Information | *Department Information*

VENDOR: Heartland Business Systems	VENDOR #: 30498	DEPT: DuPage County Sheriff's Office	DEPT CONTACT NAME: Jason Snow
VENDOR CONTACT: Mike Carroll	VENDOR CONTACT PHONE: 608-444-7994	DEPT CONTACT PHONE #: 630.407.2072	DEPT CONTACT EMAIL: jason.snow@dupagesheriff.org
VENDOR CONTACT EMAIL: mcarroll@hbs.net	VENDOR WEBSITE:	DEPT REQ #:	

Overview

DESCRIPTION Identify scope of work, item(s) being purchased, total cost and type of procurement (i.e., lowest bid, RFP, renewal, sole source, etc.).
The Sheriff's Office security solution. We seek to enhance our security by adding a protective layer to our computer and infrastructure systems. We plan to utilize FortiSOCaaS (Fortinet Security Operations Center as a Service) and a Managed Firewall. This is the top layer of security. This will provide 24/7 security monitoring for all security systems. The endpoint layer we currently utilize is FortiMDR (Fortinet Managed Detection and Response) with FortiEMS (Fortinet Endpoint Management Server). By having FortiSOCAaaS manage our FortiGate along with our FortiMDR and FortiEMS, they will provide security monitoring from the Edge of the network to the clients. This is similar to having a security guard at the subdivision's entrance and another at every resident's front door. They are on the TIPS Contract #220105

JUSTIFICATION Summarize why this procurement is necessary and what objectives will be accomplished
We currently have an FortiMDR solution, which is comparable to any other MDR solution available. There is a misconception that more security software is better, but it turns out that it is not. By having two MDR systems from different vendors on the same computer, they will conflict, causing numerous unnecessary alerts and a significant number of false positives. False positives distract the analyst from true threats, causing malicious activity to be detected far slower or missed entirely. If we opt for FortiSOCaaS and CrowdStrike/ILSOC, this will create a hole in the overall security plan. The FortiSOC will not have insight into the endpoint, and the IL-SOC will not have insight into the edge of the network. We are looking for a whole package from start to finish. Considering we already utilize several products from FortiNet, it is only logical to complete the package from the same vendor and product line. Going with FortiSOC and the managed services is like bundling your home and auto insurance under one.

SECTION 2: DECISION MEMO REQUIREMENTS

DECISION MEMO NOT REQUIRED   Select an item from the following dropdown menu to identify why a Decision Memo (Section 3) is not required.

DECISION MEMO REQUIRED   Select an item from the following dropdown menu to identify why a Decision Memo (Section 3) is required.

COOPERATIVE (DPC2-352), GOVERNMENT JOINT PURCHASING ACT (30ILCS525) OR GSA SCHEDULE PRICING

SECTION 3: DECISION MEMO

SOURCE SELECTION	Describe method used to select source. We currently utilize their firewalls, endpoint security, networking equipment, and several other of their security systems. This is to complete our security solution, and they are on the TIPS contract.
RECOMMENDATION AND TWO ALTERNATIVES	Describe staff recommendation and provide justification. Identify at least 2 other options to accomplish this request, including status quo, (i.e., take no action). If we incorporate other security systems, we run the risk of bigger issues such as diffusion of responsibility from vendors or software conflicts. Alternative solutions include hiring SOC analysts for 24/7 coverage and status quo until the next incident.

SECTION 4: SOLE SOURCE MEMO/JUSTIFICATION

JUSTIFICATION	Select an item from the following dropdown menu to justify why this is a sole source procurement.
NECESSITY AND UNIQUE FEATURES	Describe the product or services that are not available from other vendors. Explain necessary and unique features or services. Attach letters from manufacturer, letters from distributor, warranties, licenses, or patents as needed. Be specific.
MARKET TESTING	List and describe the last time the market has been tested on the applicability of the sole source. If it has not been tested over the last 12 months, explain why not.
AVAILABILITY	Describe steps taken to verify that these features are not available elsewhere. Included a detailed list of all products or services by brand/manufacturer examined and include names, phone numbers, and emails of people contacted.

SECTION 5: Purchase Requisition Information

Send Purchase Order To:		Send Invoices To:	
Vendor: Heartland Business Systems	Vendor#: 30498	Dept: DuPage County Sheriff's Office	Division:
Attn: Mike Carroll	Email: mcarroll@hbs.net	Attn: Colleen Zbilski	Email: colleen.zbilski@DuPageSheriff.org
Address: 5400 Patton Drive Suite 4B	City: Lisle	Address: 501 N County Farm Road	City: Wheaton
State: IL	Zip: 60532	State: IL	Zip: 60187
Phone: 608-444-7994	Fax:	Phone: 630-407-2122	Fax:
Send Payments To:		Ship to:	
Vendor: Heartland Business Systems	Vendor#: 30498	Dept: DuPage County Sheriff's Office	Division: IT Department
Attn: Mike Carroll	Email: mcarroll@hbs.net	Attn: Jason Snow	Email: Jason.Snow@dupagesheriff.org
Address: 5400 Patton Drive Suite 4B	City: Lisle	Address: 501 N County Farm Road	City: Wheaton
State: IL	Zip: 60532	State: IL	Zip: 60187
Phone: 608-444-7994	Fax:	Phone: 630-450-2072	Fax:
Shipping		Contract Dates	
Payment Terms: PER 50 ILCS 505/1	FOB: Destination	Contract Start Date (PO25): Aug 5, 2025	Contract End Date (PO25): 8/5/2028

Purchase Requisition Line Details

LN	Qty	UOM	Item Detail (Product #)	Description	FY	Company	AU	Acct Code	Sub-Accts/ Activity Code	Unit Price	Extension
1	1	EA		Fortinet Managed FortiEndpoint XDR AI + SOC - Subscription	FY25	1000	4404	53807		69,160.00	69,160.00
2	1	EA		Fortinet FortiRecon External Attack Surface Monitoring, Brand Protect & Adversary Centric - Subscription License (Renewal) - Up to 500 Monitored Asset	FY25	1000	4404	53807		35,109.85	35,109.85
3	1	EA		FortiGate-1801F SOCaaS: 24x7 cloud-based managed log monitoring, incident triage and SOC escalation service	FY25	1000	4404	53807		89,187.42	89,187.42
4	1	EA		FortiAnalyzer Cloud Storage 3 Year FortiAnalyzer Cloud Storage Add-On: 50 GB/Day for Central Logging & Analytics. FortiCare Premium Support included.	FY25	1000	4404	53807		64,051.16	64,051.16
5	1	EA		Fortinet Managed FortiGate Service - Subscription License Renewal - 3 Year	FY25	1000	4404	53807		44,230.22	44,230.22

FY is required, ensure the correct FY is selected. Requisition Total $ 301,738.65

	Comments
HEADER COMMENTS	Provide comments for P020 and P025.
SPECIAL INSTRUCTIONS	Provide comments for Buyer or Approver (not for P020 and P025). Comments will not appear on PO.
INTERNAL NOTES	Provide comments for department internal use (not for P020 and P025). Comments will not appear on PO.
APPROVALS	Department Head signature approval for procurements under $15,000. Procurement Officer Approval for ETSB.