



## Proposed Fee Structure and Schedule

# Cyber Security Assessment, Cyber Resilience Program, and Implementation Plan

City of Visalia  
RFP No: 24-25-03

Due Date: September 25, 2024, 2:00 PM PST

**Submitted to:**  
Purchasing Division



City of Visalia  
707 W. Acequia Avenue  
Visalia, CA 93291

**Submitted by:**  
Global Solutions Group, Inc.



25900 Greenfield Road, Suite 220  
Oak Park, MI 48237  
[www.GlobalSolGroup.com](http://www.GlobalSolGroup.com)



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## Offeror

Global Solutions Group, Inc.  
25900 Greenfield Road, Suite 220  
Oak Park, MI 48237  
[www.GlobalSolGroup.com](http://www.GlobalSolGroup.com)

UEI VH3UE9S2T6E5  
CAGE 6M9L5  
DUNS 078343325  
EIN 20 0010736



**US DoD Top-Secret Facility  
Clearance**



**CMMC C3PAO Candidate -  
ML3**



**SBA**  
Economically Disadvantaged  
Woman-Owned Small Business

**SBA**  
8(a) Certified

**SBA WOSB**  
Woman Owned Small Business



## Contracting Vehicles



### GSA Multiple Awards Schedule Contracts

Contract Number: GS-35F-171AA  
Categories: 511210, 54151, 54151HACS, 54151S

Contract Number: GS-03F-132DA  
Categories: 493110RM, 518210DC, 518210ERM, 541611LIT, 541611O,  
561439, 561990

Contract Number: GS-02F-025GA  
Categories: 561320SBSA



### 8(a) Streamlined Technology Acquisition Resource for Services (STARS) III

Contract Number: 47QTCB21D0281

**Persons authorized to negotiate with the Government and sign the proposal and subsequent award on Offeror's behalf:**

Lisa Salvador, Vice President  
Direct: (248) 291-5440  
Mobile: (313) 333-0188  
[lisas@globalsolgroup.com](mailto:lisas@globalsolgroup.com)

## Acknowledgement of Addenda, Questions and Answers, and other Modifications

GSG acknowledges Addendum 1 received on September 5, 2024, and Addendum 2 received on September 13, 2024.

## Submit to:

### Purchasing Division



City of Visalia  
707 W. Acequia Avenue  
Visalia, CA 93291  
Email: [purchasing@visalia.city](mailto:purchasing@visalia.city)  
Phone: (559) 713-4334



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### 1. Proposed Fee Structure and Schedule

The following demonstrate our proposed Fee structure and schedule for this requirement.

| Milestone Description  | Duration (Estimated) | Hours      | Hourly Rate     | Total Cost          |
|--|----------------------|------------|-----------------|---------------------|
| <b>Project Kick-off, Plan, and Initiation Tasks</b>                          | <b>2-3 days</b>      | <b>16</b>  | <b>\$134.00</b> | <b>\$2,144.00</b>   |
| Kick-off Meeting   | Kick-off Date        | 2          |                 |                     |
| Identify Critical Assets & Risk Assessment Posture                           | 0.5 day              | 4          |                 |                     |
| Develop Cyber Security Strategy & document Implementation                    | 1 - 2 days           | 4          |                 |                     |
| Review with CISO, Security Team and IS HEAD                                  | 0.5 day              | 2          |                 |                     |
| Establish Definition of Target State   | 0.5 day              | 2          |                 |                     |
| Comprehensive Project Plan   | 0.5 day              | 2          |                 |                     |
| <b>Assessment</b>  | <b>135-140 days</b>  | <b>818</b> | <b>\$134.00</b> | <b>\$109,612.00</b> |
| Policies, procedures and standards   |                      | 40         |                 |                     |
| Network Device Configurations (core, edge)                                   |                      | 60         |                 |                     |
| Network Architecture   |                      | 40         |                 |                     |
| Wireless Infrastructure and Configuration                                    |                      | 32         |                 |                     |
| Firewall Configuration   |                      | 16         |                 |                     |
| VPN Configuration  |                      | -          |                 |                     |
| DMZ Configuration  |                      | -          |                 |                     |
| Server Environment and Configurations  |                      | 160        |                 |                     |
| VMware Virtual Environment   |                      | 40         |                 |                     |
| Data and Information Security  |                      | 24         |                 |                     |
| VOIP Environment and Configuration   |                      | 16         |                 |                     |
| Mobile Devices   |                      | 24         |                 |                     |
| Desktop and Laptop Configurations  |                      | 50         |                 |                     |
| Physical Security  |                      | 40         |                 |                     |
| Publicly Accessible Websites and Services                                    |                      | 16         |                 |                     |
| Cloud Environments, including Microsoft Entra Tenant Audit                   |                      | 80         |                 |                     |
| Vulnerability assessments and penetration testing                            |                      | 180        |                 |                     |
| <b>Cyber Resilience Program (CRP) and Implementation Plan</b>                | <b>15-20 days</b>    | <b>100</b> | <b>\$134.00</b> | <b>\$13,400.00</b>  |
|  |                      |            |                 |                     |
| <b>Provide Cyber Security Training to City staff in the form of Security</b> | <b>12-15 days</b>    | <b>80</b>  | <b>\$134.00</b> | <b>\$10,720.00</b>  |

|  |                     |             |                   |                     |
|--|---------------------|-------------|-------------------|---------------------|
| <b>Awareness Training and Phishing Simulations</b>                     |                     |             |                   |                     |
|  |                     |             |                   |                     |
| <b>Deliverables</b>  | <b>5-7 days</b>     | <b>40</b>   | <b>\$134.00</b>   | <b>\$5,360.00</b>   |
|  |                     |             |                   |                     |
| <b>Unassigned Additional Hours – As Needed</b>                         | <b>30-35 days</b>   | <b>200</b>  | <b>\$134.00</b>   | <b>\$26,800.00</b>  |
|  |                     |             |                   |                     |
| <b>Estimated Travel Cost (1 Trip - 3 to 5 days per trip) - \$2,000</b> | <b>3 Trips</b>      | <b>3</b>    | <b>\$2,000.00</b> | <b>\$6,000.00</b>   |
|  |                     |             |                   |                     |
| <b>Total Cost</b>  | <b>200-220 days</b> | <b>1054</b> |                   | <b>\$174,036.00</b> |

### 1.1 *Payment Schedule:*

- GSG will accept a 100% services fee invoice upon acceptance of all final deliverables and/or tasks/sub-tasks.

### 1.2 *Assumptions:*

- The above Fixed Cost is based upon the scope and clarification response(s) provided in the RFP and Q&A document. If any of the scope and/or quantities of devices or locations increases, then our effort will be increased appropriately.
- For effective project scheduling, the City management needs to provide access to all proprietary information, applications, and systems including third parties necessary to the success of this project and all the City stakeholders should be available as needed to ensure the timeliness and success of this project.
- Depending upon internal security testing requirement, either the City or GSG will provide the laptop to accomplish internal security testing.
- The GSG cyber team believes that the majority of the scope of work can be successfully accomplished remotely utilizing virtual meetings/conferences. GSG estimates three (3) trips for onsite related tasks. If any additional onsite work is required, then we would determine the specific need for onsite work and the corresponding accurate travel cost. We will charge for actual travel costs as per IRS / Federal Travel Regulation. For understanding purpose, 1 trip of 3 to 5 days per person travel costs around \$2,000 including flight, lodging, meals, etc.
- The City will provide access to all proprietary information, applications, and systems including third parties necessary for the success of this project.
- During this engagement, any vulnerabilities, sensitive information, or configuration data discovered during this engagement won't be shared with anybody but the designated City employees.
- Some tasks may be accomplished in parallel depending upon the information, systems, and stakeholders' availability.
- GSG is flexible in scheduling and can perform the work after-hours and on weekends to reduce the impact on normal operations.

- During this effort, GSG will not be responsible for negotiations with hardware, software, or other vendors, or any other contractual relationship between the City and third parties.
- The City management will ensure that appropriate personnel are available to meet with the GSG team, as necessary to ensure the success of this project.
- GSG will not be accountable when delays result from the City's inability to meet stated prerequisites prior to an engagement, nor when delays result from the City personnel not being available to provide the required support for the success of this project.
- Servers' OS installation is not part of this scope.
- The proposal will be valid for 90 days.

### 1.3 Time Commitment for all Team Members

Our existing resources have 50% workload allocated and 50% availability to ingest new project-related workloads.

For this proposal, the time commitment in terms of hours has been provided below, identifying the team members for each task:

| Tasks   | Hours | Personnel                |
|---|-------|--------------------------|
| Project Kickoff, Plan, and Initiation Tasks   | 16    | Vicki Shah; Vatsal Shah  |
| Assessment  |       |                          |
| Policies, procedures and standards  | 40    | Vatsal Shah; Kumar Setty |
| Network Device Configurations (core, edge)  | 60    | Vatsal Shah; Kumar Setty |
| Network Architecture  | 40    | Vatsal Shah; Kumar Setty |
| Wireless Infrastructure and Configuration   | 32    | Vatsal Shah; Kumar Setty |
| Firewall Configuration  | 16    | Vatsal Shah; Kumar Setty |
| VPN Configuration   | ---   | ---                      |
| DMZ Configuration   | ---   | ---                      |
| Server Environment and Configurations   | 160   | Vatsal Shah; Kumar Setty |
| VMware Virtual Environment  | 40    | Vatsal Shah; Kumar Setty |
| Data and Information Security   | 24    | Vatsal Shah; Kumar Setty |
| VOIP Environment and Configuration  | 16    | Vatsal Shah; Kumar Setty |
| Mobile Devices  | 24    | Vatsal Shah; Kumar Setty |
| Desktop and Laptop Configurations   | 50    | Vatsal Shah; Kumar Setty |
| Physical Security   | 40    | Vatsal Shah; Kumar Setty |
| Publicly Accessible Websites and Services   | 16    | Vatsal Shah; Kumar Setty |
| Cloud Environments, including Microsoft Entra Tenant Audit  | 80    | Vatsal Shah; Kumar Setty |
| Vulnerability assessments and penetration testing   | 180   | Vatsal Shah; Kumar Setty |
| Cyber Resilience Program (CRP) and Implementation Plan  | 100   | Vatsal Shah              |
| Provide Cyber Security Training to City staff in the form of Security Awareness Training and Phishing Simulations | 80    | Vatsal Shah              |
| Deliverables  | 40    | Vicki Shah; Vatsal Shah  |



## 1.4 *Sample Billing Invoice*

GSG has adopted standard accounting processes for all government agencies customers. As part of this process, GSG follows the invoice process as below.

- a. **Monthly Invoicing:** Monthly invoicing / billing is our default option where our employees are providing services to our government and corporate customers.
- b. **Deliverables based Invoicing:** When requested by a customer and when it is defined in the services requirement, GSG provides deliverables-based invoicing. When GSG project and execution teams' complete specific deliverables, they are submitted to the appropriate customer point of contact / manager. Once these deliverables are approved and accepted by the customer, the GSG project team will provide our accounting team with all invoicing related supporting information. The GSG accounting team will create invoices following the processes indicated below.

**Contract:** The GSG contract team will verify that the contract agreement is in place and duly executed before starting the actual work. We use descriptions from that agreement in invoicing so customers can see they're getting what they paid for. This is critical to avoiding misunderstandings or invoice disputes.

**Timesheets:** GSG uses ADP for all HR processes including timekeeping for our employees. They clock-in and clock-out every day, including for their lunch hours. GSG pays our employees bi-weekly based on their work hours and standard company and DOL compliant processes.

**Month End:** Upon month-end, the GSG accounting team collects work hours assigned based upon the end-customer, government agencies, or private sector. Once hours are compiled the GSG project team will send these hours to customer points of contact / managers for their approval. Upon written approval, the GSG accounting team submits invoices with approved hours along with approved timesheets as supporting documentation.

**Invoices:** Once GSG Accounting submits the invoices, usually we receive payment with 30 – 45 days from our government customers. However, if we don't receive our payment beyond 45 days then GSG team will follow up customer just to make sure that there were no questions regarding submitted invoice. If any question or clarification is required then we will provide our clarification, otherwise we will request payment. If there are still issues with payment of invoices, our accounts receivable personnel will communicate directly with the customer to resolve the issue.

### 1.4.1 **Sample Documents Required**

As any product associated with this proposal will be delivered digitally, there will be no packing list or asset delivery statement generated. The following are a sample invoice and sample statement of account.



### Global Solutions Group Inc.

25900 Greenfield Road, Suite 220  
Oak Park, MI 48237  
[www.GlobalSolGroup.com](http://www.GlobalSolGroup.com)  
Office: 248.291.5440  
CAGE Code: 6M9L5 DUNS: 078343325 EIN: 200010736

INVOICE # \_\_\_\_\_

Date: \_\_\_\_\_

To: \_\_\_\_\_

Address: \_\_\_\_\_

| MANAGER | PROJECT # | PAYMENT TERMS | PERIOD OF PERFORMANCE |
|---------|-----------|---------------|-----------------------|
|         |           |               |                       |

Lead Time Initial: \_\_\_\_\_

Completion: \_\_\_\_\_

| QTY      | Services Description | Unit Price | Total |
|----------|----------------------|------------|-------|
|          |                      |            |       |
|          |                      |            |       |
|          |                      |            |       |
|          |                      |            |       |
|          |                      |            |       |
|          |                      |            |       |
|          |                      |            |       |
|          |                      |            |       |
|          |                      |            |       |
| SUBTOTAL |                      |            | \$    |
| TOTAL    |                      |            | \$    |

Quotes valid until date: \_\_\_\_\_

FOB Destination: \_\_\_\_\_

#### Contact Information:

Phone Number:

Email Address:

Special Instructions/Comments:

THANK YOU FOR YOUR BUSINESS!





## STATEMENT OF ACCOUNT

Page 1 of 1

## Global Solutions Group Inc.

25900 Greenfield Road, Suite 220

Oak Park, MI 48237

[WWW.GlobalSolGroup.com](http://WWW.GlobalSolGroup.com)

Office: 248.291.5440

CAGE Code: 6M9L5 DUNS: 078343325 EIN: 200010736

**BILL TO:**

[Name]

[Company]

[Street Address]

[City, ST Zip]

[Phone]

### ACCOUNT SUMMARY:

|                  |    |
|------------------|----|
| Previous Balance | \$ |
|------------------|----|

|         |    |
|---------|----|
| Credits | \$ |
|---------|----|

|             |    |
|-------------|----|
| New Charges | \$ |
|-------------|----|

|                   |    |
|-------------------|----|
| Total Balance Due | \$ |
|-------------------|----|

|                  |               |
|------------------|---------------|
| Payment Due Date | DD-Mon - YYYY |
|------------------|---------------|

[illegible]

THANK YOU FOR YOUR BUSINESS!

# GLOBAL

SOLUTIONS GROUP, INC.

**FORTINET**

AUTHORIZED PARTNER



**ORACLE**

PARTNERNETWORK



Microsoft  
Gold Partner

**MANDIANT**



**Trellix**



**tenable**

**Laserfiche**



amazon  
web services

Partner  
Network