



# gvTechSolutions

Sacramento Washington D.C. Austin

Government Technology Solutions was founded in 1997 on the foundation that Security/IA should be coordinated and centralized from the agency/department stand point. This foundation focus's on IA as the project, not individual solutions such as Firewall, AV, IDS, etc., each being reviewed and procured separately. This methodology is significantly different than common commodity evaluate and procure procedures such as office supplies, where each product goes out for a separate bid. Does this business case make sense for your agency?

## Is it possible to reduce overall agency cost (not price per unit) and improve Cyber Security at the same time?

Yes. Since most GSA and other government contracts are competitively bid, the price per unit for most items is very close. Yet the cost (and NOT price) to the agency is in the management and deployment of current solutions. The cost to issue ONE PO, for any dollar amount, is over \$1000.00 for the federal government. If your organization changes resellers every year for maintenance or support renewals, and you have changed personnel in the last year, many times your past history is lost - it does not reside with one contractor (manufacturers can not keep these records as they usually deal with third party distributors). Thus a reseller can only respond to your RFQ in a bid. If that duplicates a current agreement or is no longer applicable, they have no way of knowing that, and you issue a PO based on your RFQ, which was typically last years requirements. If you would like to hear how gvTechSolutions fixes and corrects renewals to be based on current needs and past history, ask us for real world examples. A typical example is we cut one agencies renewal down from \$150k to \$80k based on current needs – not past history. The RFQ asked for a \$150k renewal. If we were not included on that, the agency would have spent \$150k – going out to competitive bid. By issuing a "Sole Source Justification" the agency saved \$70k, by going with the "high bidder".

## Are you using the latest technology?

Are you using the latest technology? If there is a significant change with a manufacturer (acquisition, management change, patent or legal issue, etc.) are your best interest being looked out for? If you are focusing on the product, and not the reseller you have no check and balance. Ask us for real world examples on where the best product today has lost it's edge for tomorrow. But the manufacturer can change the reseller so the past history can not be considered. A manufacturer looks to sell its products. We look to provide you solutions, and we want those to be the best available because you are our customer, not the manufacturer.

## Are you leveraging your investments for the best possible utilization?

Are you leveraging your investments for the best possible utilization? If you have purchased your Firewall from one company, your Anti-Virus from another, and your IPS from yet another still (reseller or manufacturer), how can they know when changes between manufacturers effect you? There are monthly changes in this industry with new manufacturer partnerships, ones that end, support for third party applications that allow you to leverage what you currently have installed. According to the 2008 CSI Survey, the overall average annual loss reported due to a computer security incident was just under \$300,000, with more than 70% of these breaches caused by insider negligence. According to the Ponemon Institute, the average total cost of a data breach jumped from \$4.5 million in 2005 to \$6.7 million in 2008. These are for commercial companies; the value of government national security and intelligence assets would be considerably higher. If you had ONE out of date or incorrect renewal, support agreement, or IA tool component that worked well last year but is no longer supported or current – would that increase your chance of a breach? Is 100% of your IA budget being spent on 20-30% of the problem, with little or no money being spent on the 70-80% of the problem? Let Government Technology Solutions be your "Sole Source" IA contractor and we will focus on the overall solution, not individual manufacturer solutions that go out to bid and may or may not help in your total strategy.

**Is Government Technology Solutions the right choice for your Agency?**

**Please take some time to fill out this worksheet.**

We know this will take some effort. But the more detail you can provide, the more accurate the comparison will be. Can we combine tools you are currently using into one or fewer platforms? Can we automate task that are today being done by hand? Can we add layers you currently do not have for a more defense in depth security deployment? Can we do it for less money than you are spending today? Let us give you a manufacturer independent recommendation. In most cases we can save time, money, or fill gaps that exist for the same budget dollars.

Current Technology	Current Vendor	Part number	Price each

**Government Technology Solutions recommendations**

Anti-Virus/Malware	Trend Micro		
AntiSpam	Trend Micro/Borderware/Fortinet		
Gateway Security	Trend/Borderware/Fortinet		
Cloud Security	Trend Micro/Borderware		
Mail Security appliance	Borderware/Fortinet		
UTM Solution	Fortinet		
Firewall	Fortinet/Borderware		
VPN	Fortinet		
IPS	Fortinet/Trend Third Brigade/Borderware		
DLP	Fidelis/Borderware/Trend Micro		
User/Active Directory management	Imanami		
FISMA/NIST reporting tool	Risk Reporter		
SSL/XML Security	Microdasys		
Network Bandwidth mgt.	Borderware/Fortinet		
Configuration/Patch management	Big Fix/Trend Micro		
VMWare Security	Third Brigade		

*Note: If you do not have current cost figures you can go to the GSA Advantage! website and enter in the part number. That will give you current GSA pricing. That site is located at: [https://www.gsaadvantage.gov/advgsa/advantage/main/start\\_page.do](https://www.gsaadvantage.gov/advgsa/advantage/main/start_page.do)*

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