

The documents that follow are samples of cloud-based solutions Rio Hondo has adopted in the past several years to improve security and recoverability.

- 1.) Microsoft Campus Agreement – This is the college’s agreement for MS365 – Email, OneDrive, SharePoint, etc.
- 2.) Microsoft 365 Security Upgrade – This document represents RHC security upgrade to M365.
- 3.) Wasabi – Wasabi is RHC’s offsite storage provider for encrypted backups.
- 4.) Arctic Wolf – This document is for on-premise/cloud-based security services.
- 5.) KnowBe4 – Knowbe4 provides cloud-based online cybersecurity training.

➤ **Renewal Worksheet of Rio Hondo College**

 [PRINT](#)

Validated Renewal Worksheet for Campus Agreement Licensing

Rio Hondo College
Foundation for California Community Colleges (FCCC)
Microsoft Campus Agreement 2021 (Year 2 of 4)

Please use this quote to generate and submit your PO no later than **Wednesday, 15-Sep-2021** to insure a timely renewal for everyone.

Purchase Order to be made payable to: Submit Purchase Order by fax or e-mail:

ComputerLand Silicon Valley
482 West San Carlos Str.
San Jose, CA 95110
Federal Tax ID 77-0269631

by FAX: **408-519-3260**
by E-mail: syork@cland.com

• **Choose a Desktop Bundle for Faculty and Staff**

	Desktop Bundle for Faculty & Staff	Item Price (per EQU)	Select	EQU Count	Ext. Price
1.	Microsoft 365 A3 per faculty/staff Education Qualified User (EQU)	\$61.00	<input checked="" type="checkbox"/>	550	\$33,550.00

• **Choose Optional Products Licensed Organization-Wide for Faculty/Staff**

	Optional Products Licensed Organization-Wide	Part Number	Item Price (per EQU)	Select	EQU Count	Ext. Price
1.	SQL Server CAL	359-00765CF	\$7.25	<input checked="" type="checkbox"/>	550	\$3,987.50

• **Choose Optional Products Licensed per User or Device for Faculty/Staff**

	Optional Products Licensed per User or Device	Part Number	Item Price per User/Device	Number of Users/Devices	Ext. Price
1.	Azure Active Directory Premium P1 per faculty/staff user - for licensing non-EQU Light Users (AADP P1 included for EQU in M365 A3 and A5) SPECIAL DISCOUNT only when ALSO licensing them with Defender for O365	3R3-00001CFUATP	\$3.96	450	\$1,782.00
2.	Defender for O365 P1 (ATP P1) per fac/staff LIGHT USER, licensed with Office 365 A1.	W76-00001CFLU	\$12.00	450	\$5,400.00
3.	M365 A5 Security Suite per fac/staff user. Includes: - Defender for O365 P2 (formerly O365 ATP) - Defender for Endpoint (formerly Defender ATP) - Defender for Identity (formerly Azure ATP) - Azure AD Premium P2 - M	PYQ-00001CFU	\$37.00	550	\$20,350.00
4.	M365 Apps for Enterprise (Office 365 Pro Plus) for Devices - add-on to Microsoft 365 for deployment of full Office on shared	RQL-00001CFU	\$0.00	1000	\$0.00

	machines like classrooms and labs.				
5.	Project Plan 3 (formerly Project Online Pro) per fac/staff user	7MA-00001CFU	\$72.00	3	\$216.00
6.	Visio Online P2 per fac/staff user - includes download of Visio Pro	P4U-00001CFU	\$27.00	10	\$270.00
7.	Windows Remote Desktop Services (RDS) CAL per device	6VC-01251CFU	\$10.00	250	\$2,500.00

• **Choose Optional Products Licensed per User or Device for Students**

	Optional Products Licensed per User or Device	Part Number	Item Price per User/Device	Number of Users/Devices	Ext. Price
1.	Microsoft 365 A3 Student Use Benefit - must license all EQU to qualify, maximum ratio of EQU:Students is 1:40	AAD-38397CSU	\$0.00	21160	\$0.00

• **Server License Options**

	Server License	Part Number	Item Price per License	Number of Licenses	Ext. Price
1.	Azure Prepayment for usage - Azure Enterprise for a variety of Azure services including spinning up VMs, storage, data transfer, etc. Consumption of Azure services is debited against this prepaid amount and tracked via the Azure Enterprise Portal.	6QK-00001CF	\$1,320.00	9	\$11,880.00
2.	Defender for Endpoint Server - licensed per server OSE (aka VM, node)	101-00003CF	\$62.40	50	\$3,120.00
3.	SQL Server Standard per Server (requires SQL CALs for all clients)	228-04437CF	\$88.00	6	\$528.00
4.	Windows Server Datacenter Core - 16 core license pack. Licensed per physical core, with unlimited server VMs allowed on the licensed device. Must license 8 core minimum per processor, 2 processor minimum per physical server (16 core minimum per phy	9EA-00271CF	\$360.00	22	\$7,920.00

TOTAL \$91,503.50

ComputerLand of Silicon Valley**QUOTATION****12172020SY-1**

**482 West San Carlos
San Jose, CA. 95110
408-519-3200**

Date: 12/17/2020
Contact Sales: Sheri York
Phone: 408-519-3221
E-mail: syork@cland.com

Ship To: (If Different)

BILL To: **Customer:** **Rio Hondo College**
 Address **3600 Workman-Mill Road**
 City, ST Zip **Whittier, CA 90601**

Contact **Van Vuong**
 Email: **vvuong@riohondo.edu**
 Phone **562-463-4688**

Qty	MFG Part #	Description	Unit Price	Ext.Price
550	PYQ-00001CFU	M365 A5 Security-EDU PerUsr Campus Sub	\$31.00	\$17,050.00
170	101-00003CF	Defender for Endpoint for Server Edu Per OSE Campus Sub	\$55.00	\$9,350.00

Here is the quote as requested, prorated for the 10 months remaining in the term ending Sept 30, 2021.

SUBTOTAL	\$26,400.00
TAX	
FREIGHT	
TOTAL	\$26,400.00

QUOTE CONFIRMATION



DEAR HUY NGUYEN,

Thank you for considering CDW*G LLC for your computing needs. The details of your quote are below. [Click here](#) to convert your quote to an order.

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
MGPC134	7/22/2021	WASABI	2383174	\$2,353.10

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
WASABI RESERVED CAP HOT CLD STORAGE Mfg. Part#: WASABI-RCS-CUSTOM Electronic distribution - NO MEDIA Wasabi Reserved Capacity Hot Cloud Storage - Custom Quote for TB and Term 50TB Add - On Contract: California NVP Software (ADSPD16-130652 7-16-70-37)	1	6422530	\$2,353.10	\$2,353.10

PURCHASER BILLING INFO		SUBTOTAL	\$2,353.10
Billing Address: RIO HONDO COMMUNITY COLLEGE DIST ACCTS PAYABLE 3600 WORKMAN MILL RD WHITTIER, CA 90601-1699 Phone: (562) 692-0921 Payment Terms: NET 30 Days-Govt/Ed		SHIPPING	\$0.00
		SALES TAX	\$0.00
		GRAND TOTAL	\$2,353.10
		DELIVER TO Shipping Address: RIO HONDO COMMUNITY COLLEGE DIST 3600 WORKMAN MILL RD WHITTIER, CA 90601-1699 Phone: (562) 692-0921 Shipping Method: ELECTRONIC DISTRIBUTION	

Need Assistance? CDW*G LLC SALES CONTACT INFORMATION			
	Tyler Warren		(866) 339-3530 tylewar@cdwg.com

This quote is subject to CDW's Terms and Conditions of Sales and Service Projects at <http://www.cdwg.com/content/terms-conditions/product-sales.aspx>
 For more information, contact a CDW account manager
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THE LEADER IN SECURITY OPERATIONS

END CYBER RISK

Rio Hondo College

Proposal By: Hayden Rowe & David Ta



Arctic Wolf Highlights

- All Arctic Wolf Concierge Security Team (CST) members are SANS400/500 certified in addition to holding CISSP, HCISPP, CCSP, CISM, CRIS.
- Rio Hondo College receives unlimited access to (2) dedicated CST members and iSOC team provides 24/7 monitoring and continuous improvement tailored to Rio Hondo College's specific needs.
- CST filters through alerts and performs threat hunting. When a threat is identified, the CST will contact Rio Hondo College within minutes and execute your response strategy—which can include both targeted remediation guidance and containment activities.
- Arctic Wolf can ingest any required log source and retain data as needed. Arctic Wolf parsers allow us to enrich and analyze data from major security-relevant data sources. Confirmed integrations with Fortinet FW, O365, Windows Defender AV, and Active Directory.
- CST responsible for alert triage, threat hunting, risk and patching prioritization, remediation support, standard and custom reporting, compliance activities, security recommendations, and strategic guidance along your entire security journey.





Rio Hondo College MDR Architecture

Location: Main Campus

Location(s)

AWN200 10G Sensor

- Firewall
- Server Logs
- Anti-Virus
- DNS Logs
- Active Directory
- Arctic Wolf Agent
- HTTP & TLS
- Wireless APs

Location Type: Learning Centers

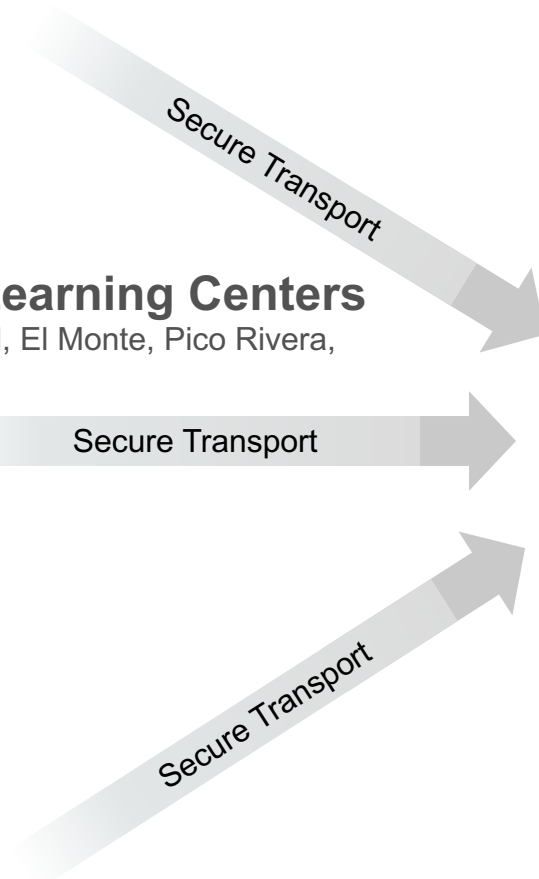
Sante Fe Springs Regional, El Monte, Pico Rivera, South Whittier

(4) AWN101 Sensors

- Firewall
- Server Logs
- Anti-Virus
- DNS Logs
- Active Directory
- Arctic Wolf Agent
- HTTP & TLS
- Wireless APs

Arctic Wolf Cloud Connectors

- Azure
- box
- Office 365
- aws
- G Suite
- Cisco Umbrella
- Cisco AMP for Endpoints
- salesforce
- okta
- WEBROOT



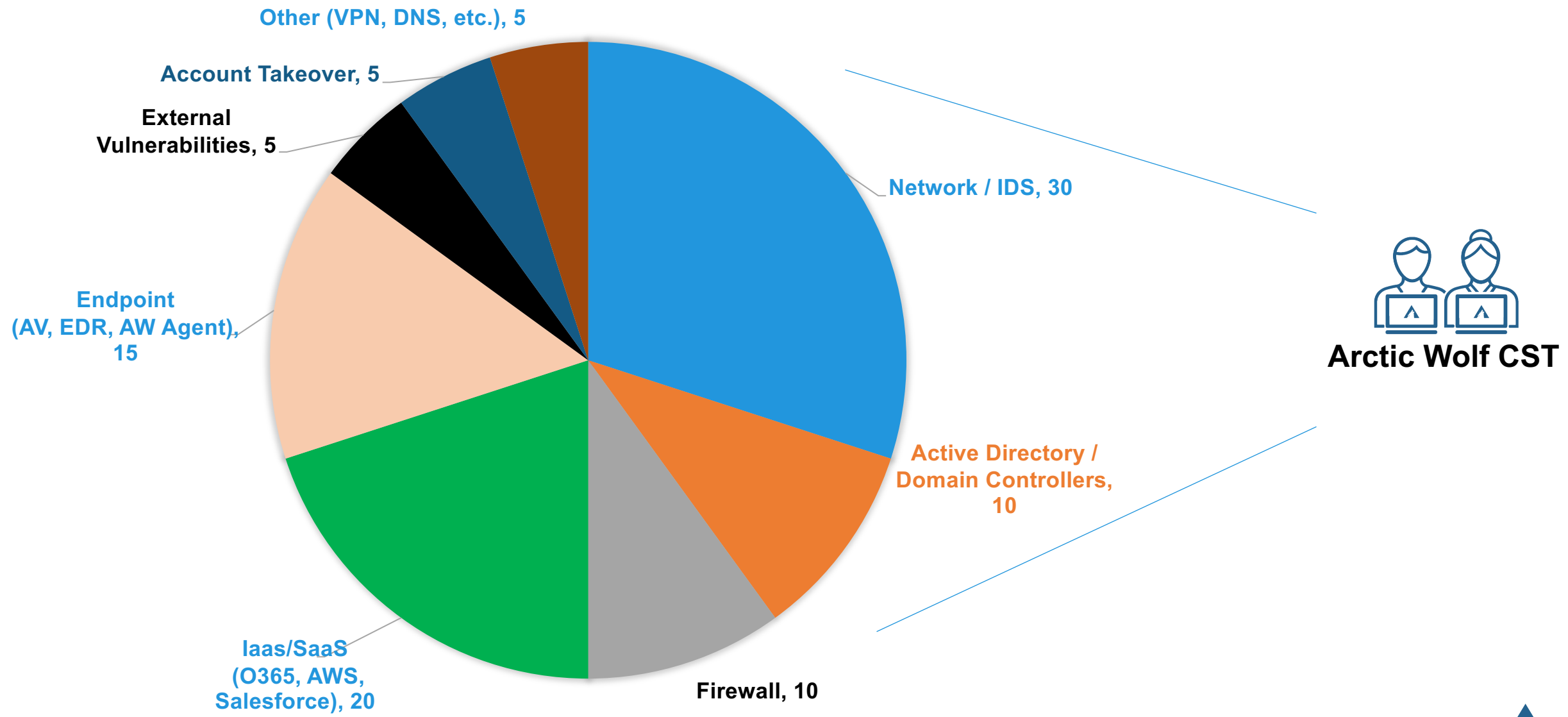
Arctic Wolf

Concierge Security Team (CST)

- 650 Users
- 650 O365
- 150 Servers - 2 Azure
- 5 Sensors
- 90 Day Log Retention



Arctic Wolf Enterprise Monitoring Breakdown



Arctic Wolf Reporting

THE LEADER IN SECURITY OPERATIONS



Defender ATP Report

Time	Host	Description	Severity	Category	Details
2021-09-08 12:41:11Z		Defender ATP: Invalid Observation			
2021-09-08 20:32:26Z		Defender ATP: Invalid Observation			
2021-09-08 19:04:32Z		Defender ATP: Invalid Observation			
2021-09-09 14:04:02Z	hud-jb5rme@samplecorp.com	Defender ATP: EAF violation blocked by exploit protection	Informational	Execution	An attempt to bypass Export Address Filtering (EAF) was blocked by exploit protection. An attacker might be attempting to run shellcode on the machine.
2021-09-10 22:52:54Z		Defender ATP: Invalid Observation			
2021-09-10 22:24:46Z		Defender ATP: Invalid Observation			
2021-09-10 22:22:48Z		Defender ATP: Invalid Observation			
2021-09-10 22:17:56Z		Defender ATP: Invalid Observation			
2021-09-11 01:18:54Z		Defender ATP: Invalid Observation			
2021-09-12 12:27:55Z	egmn-esp@samplecorp.com	Defender ATP: Suspicious attachment opened	medium	InitialAccess	A suspicious email attachment was opened. This alert was triggered based on a Microsoft Defender for Office 365 alert.

Monthly Assessment

Sample Co LLP



Security Score

90%

Configuration

Provides an indication of how many relevant data sources are configured. Ask your CST about enhancing your configuration by adding new data sources.

100%

Open Ports

Services in your network that are visible to the Internet.

9

Vulnerabilities

Security risks identified by Arctic Wolf scanning.



Observations

Number of data points ingested by the sensor.

388 M

Investigations

Number of potential incidents that your CST ran to ground.

421

Reported Incidents

Security incidents that were brought to your attention.

17

Reported Incident Breakdown

- Admin Account Lockout (6)
- AD Builtin Security Group Additions (4)
- AD Security Group Additions (4)
- Data Stoppage (2)
- Sensor Down (1)



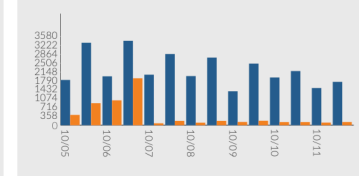
Office 365 Cloud Security Review Summary

Observations

Number of data points we received from your environment.

238 K

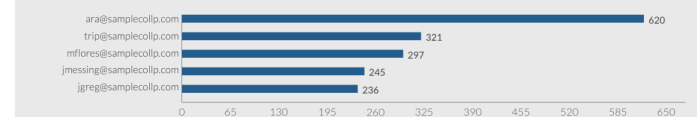
Login Activity



Login Analysis



Top 5 Login Failures by User



Global Login Activity



MDR Pricing Overview – 3 Year Contract - Paid Annually

THE LEADER IN SECURITY OPERATIONS

Subscription Fees		SKU	Quantity	Extended Price
Arctic Wolf MDR User License		AW-MDR-USER	1950	\$117,000.00
Arctic Wolf MDR Server License		AW-MDR-SE	450	\$27,000.00
Arctic Wolf MDR Azure Server License		AW-MDR-AZS	6	\$360.00
Arctic Wolf MDR 90 Day Log Retention		AW-MDR-90DAY	2406	\$24.06
Arctic Wolf 100 Series Sensor		AW-MDR-1XX-S	12	\$6000.00
Arctic Wolf 200 Series Sensor – 10G Fiber		AW-MDR-2XX-S-10G	3	\$3,000.00
Arctic Wolf O365 User License		AW-MDR-O365	1950	\$14,625.00
Total Annual Subscription Cost				\$168,009.06
One Time Setup Fees				
Arctic Wolf MDR Onboarding		AW-MDR-OB	1	\$4,171.09
Arctic Wolf Sensor Shipping		AW-SHP	6	\$666.65
One Time Setup Fees Total				\$4,837.74
Taxes				\$1,418.37
Total Fees 3 Year (USD)				\$174,265.17

Year 1 Cost	\$62,259.13
Year 2 Cost	\$56,003.02
Year 3 Cost	\$56,003.02



Arctic Wolf Quote Explained

Annual Subscription cost:

- **AW-MDR-USER** x 1950 – Managed Detection and Response user license – This is the cost for Arctic Wolf to monitor your employees. 650 users X 3 years = 1950
- **AW-MDR-SE** x 450– Managed Detection and Response server license – This is the cost for Arctic Wolf to monitor your servers. 150 Servers X 3 years = 450
- **AW-MDR-AZS** x 6 – Managed Detection and Response AWS license – This is the cost of Arctic Wolf to monitor your AWS servers. 2 Azure Servers X 3 years = 6
- **AW-MRD-90DAY** X 2406 – 90 days of free log search (AW retains all logs for life of relationship, available upon request to CST). (1950 + 450+ 6 = 2406 log sources)
- **AW-MDR-O365** x 1950 – Office 365 user license – This is the cost for Arctic Wolf to monitor your O365 users. 650 O365 Users X 3 years = 1950.
- **AW-MDR-2XX-S-10G** x 3 – Cost for (1) 200 series sensor to monitor your main campus for 3 years.
- **AW-MDR-1XX-S** X 12 – Cost (4) 100 series sensors to monitor your (4) remote campuses for 3 years.

One-time cost:

- **AW-MDR-OB** – This is the one-time cost for Arctic Wolf to onboard our service across all (5) campuses
- **AW-SHP** – Cost to ship (5) sensors to 5 different sites

IMPORTANT PURCHASING CONTRACT: NCAP (National Cooperative Purchasing Alliance)

<http://promarktech.com/vendors/ncpa/>

National Cooperative Purchasing Alliance (NCPA Contract): 01-96

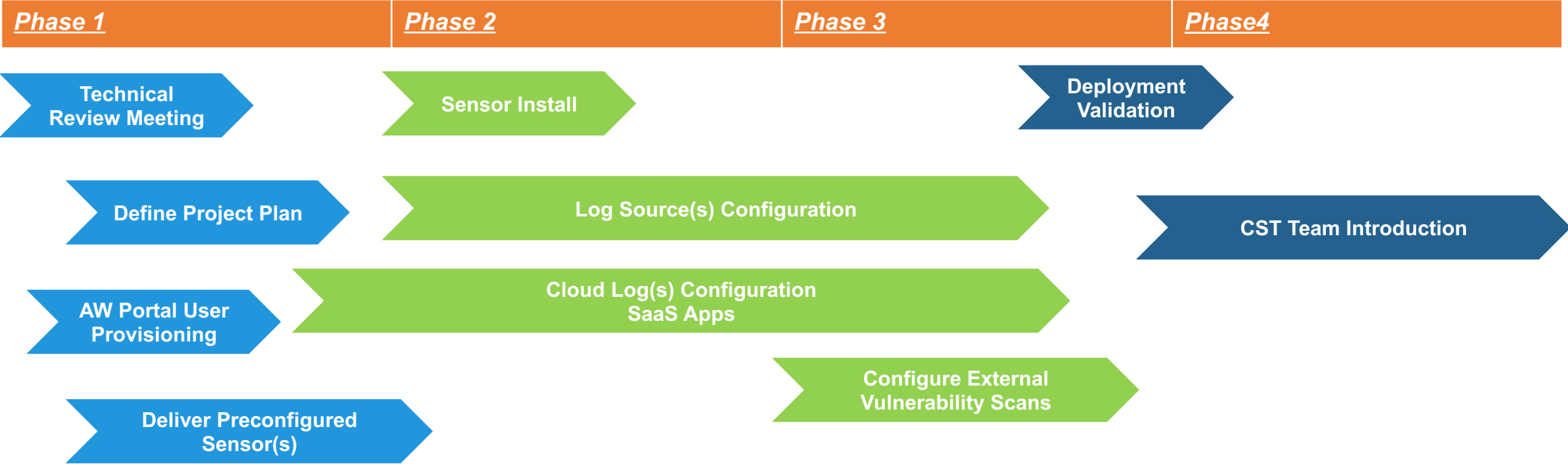
PO submitted to GST by June 30th, 2021

Onboarding Kickoff July 5th, 2021

Subscription Start: August 1st, 2021

Contract Expiration: July 31st, 2024

Onboarding Deployment



Note:

- Arctic Wolf offers a white glove deployment service.
- Rio Hondo College is assigned dedicated onboarding team comprised of project manager and onboarding engineer.
- Deployment timelines are estimated to complete in 30 days or less

Arctic Wolf Overview

Arctic Wolf® is the market leader in security operations. Using the cloud-native Arctic Wolf® Platform, we provide security operations as a concierge service. Highly trained Concierge Security® experts work as an extension of your team to provide 24x7 monitoring, detection, and response, as well as ongoing risk management to proactively protect systems and data while continually strengthening your security posture.

The cybersecurity industry has an **effectiveness** problem.

3,000 Vendors	\$120B Total Spend	3,950 Reported Breaches
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About Arctic Wolf

2012 Founded	500+ Employees	1,500+ Customers
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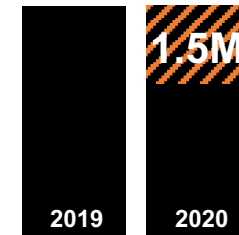
Industry Cybersecurity Challenges



Source: 2019 Ponemon Cost of Data Breach Incident Report



Source: Gartner



Source: Gartner

The security skills gap through 2020

Audit/Compliance Drivers

PCI DSS FFIEC-NCUA HIPAA NIST 800-171 23 NYCRR 500

Better Protection Against All Attack Types

Dwell Time 0:30	Phishing 18%	Advanced Threats 43%	Account Takeover 70%	Unpatched Vulnerabilities 35%
Industry average time to identify an intrusion is 206 days. Arctic Wolf does it in 30 minutes or less.	Of customers have phishing activity that is missed by email security but caught by Arctic Wolf	Of customers have advanced threat activity being missed by security tools but caught by Arctic Wolf	Of customers have some PII exposure and 5.5% have plaintext passwords exposed online	Reduction in time to patch critical vulnerabilities after activating Arctic Wolf

Arctic Wolf Helps Detect and Respond to the Top 5 Attack Vectors:

- Malware/Ransomware
- Phishing
- PUP Adware
- Account Hijacking
- Unpatched Outdated Software

Van V_Rio Hondo College_Knowbe4 KMSAT_3 year_01072020



Prepared by:

Golden Star Technology
 Min Joo
 (562) 345-8744
 Fax (562) 546-1290
 mjoo@gstes.com

Prepared for:

Rio Hondo College
 3600 Workman Mill Rd
 Whittier, CA 90601-1616
 Van Vuong
 vvuong@riohondo.edu

Quote Information:

Quote #: 089030
 Version: 1
 Quote Date: 01/07/2021
 Expiration Date: 01/30/2021

Diamond 3-Year

Line	Item	Description	Price	Qty	Ext. Price	Tax
1	KMSATDN- E36-G	KnowBe4 Security Awareness Training Subscription Diamond	\$34.56	1300	\$44,928.00	0%

Subtotal: \$44,928.00

Platinum 3-Year

Line	Item	Description	Price	Qty	Ext. Price	Tax
1	KMSATPN-E36-G	KnowBe4 Security Awareness Training Subscription Platinum	\$25.92	1300	\$33,696.00	0%

Subtotal: \$33,696.00

Shipping

Line	Item	Description	Price	Qty	Ext. Price	Tax
1	GST-SHIPPING	SHIPPING CHARGE	\$0.00	1	\$0.00	0%

Quote Summary

Description	Amount
Diamond 3-Year	\$44,928.00
Platinum 3-Year	\$33,696.00

Total: \$78,624.00

TERMS AND CONDITIONS



12881 166th Street
Cerritos, CA 90703
www.gstes.com
(562) 345-8700

All prices and descriptions are subject to change without notice.

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The prices contained in this list may not be relied upon as the price at which GST will accept an offer to purchase products unless expressly agreed to by GST in writing. Products quoted were selected by GST based on specifications available at the time of the quotation, and are not guaranteed to meet bid specifications. Product specifications may be changed by the manufacturer without notice. It is your responsibility to verify product conformance to specifications of any subsequent contract. All products are subject to availability from the manufacturer. The freight costs listed are estimates. Shipping costs may vary based on time of purchase, quantity ordered, shipment carrier and warehouse sourced. Actual shipping costs will be calculated during shipment and will be reflected on your invoice. For hardware product(s), manufacturer warranty will begin upon physical delivery of the hardware products(by) by the customer or GST warehouse. For software product(s), the manufacturer warranty will begin upon electronic or physical receipt of the software product(s) by you or GST. Any returns must be approved by GST based on manufacturer approval. More details at gstes.com/RMA.

GST is not responsible for compliance with regulations, requirements or obligations associated with any contract resulting from this quotation unless said regulations, requirements or obligations have been passed to GST and approved in writing by an authorized representative of GST.

WE DO EVERYTHING WE CAN TO ENSURE THAT THE PRICES WE HAVE QUOTED ARE CORRECT AND CURRENT, AND WE TRY TO KEEP OUR PRICES CONSTANT. HOWEVER, DUE TO IMPENDING TARIFFS, PRICES MAY INCREASE AT ANY TIME FROM OUR OEM AND VENDORS THAT IS OUT OF OUR CONTROL.

Customer Signature

Date