

BOARD OF BIDS AND CONTRACTS JANUARY 3, 2008

E-MAIL ENCRYPTION – DIVISION OF INFORMATION & OPERATIONS FUNDING – DATA CENTER

(Request for Proposal sent to nine vendors)

RFP 07-0202

	Zix Corporation	Alexander Open Systems
E-mail Encryption		
Initial Set up (300 Licenses)	\$12,240.00	\$43,707.60
Annual On-Going Fees	\$12,240.00 Years 2 and 3 \$24,480.00 \$13,219.20 Years 4 and 5 \$26,438.40	\$12,075.10 Years 2 through 5 \$48,300.40
Total Five Year Cost	\$63,158.40	\$92,008.00

On the recommendation of Kandace Johnson, on behalf of the Division of Information and Operations, Jennifer Dombaugh moved to **accept the proposal from Zix Corporation and execute a contract for an initial purchase of \$12,240.00 and establish a total five year cost of \$63,158.40.** Don Brace seconded the motion. The motion passed unanimously.

The reviewing committee consisting of the Division of Information and Operations, District Attorney, COMCARE, and Purchasing were involved in reviewing all proposals and attending demonstrations by vendors. The committee decided the response from Zix Corporation had the best overall solution.

Both responders offered hosted solutions, which provide the greatest range of usage for the county and end recipients of email messages. How it works: When e-mail is sent encrypted, it goes to a 3rd party hosted site where it sits on a server. The provider sends an e-mail notifying the recipient that he has an encrypted message; recipient must have the same software to de-encrypt the message. Hosting solutions offer the best range and coverage. Currently the only way we are protecting HIPAA information is by password protecting word documents which can be broken into easily.

The departments identified for the initial purchase are: Department on Aging, Health Department, Human Resources, Emergency Medical Services, ComCare and Community Disability Organization.

Both solutions have on-site equipment, but the equipment is furnished by Zix in their proposal; the County does not own it. Alexander Open Systems hardware has to be purchased, configured and installed.