



SEDGWICK COUNTY, KANSAS

DIVISION OF FINANCE

Purchasing Department

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**REQUEST FOR PROPOSAL  
07-0202  
E-MAIL ENCRYPTION  
ADDENDUM # 1**

October 10, 2007

The following are questions received in reference to RFP # 07-0202, E-Mail Encryption. Questions are in *italics* and answers are in **bold** text.

**Please acknowledge receipt of this addendum on the Proposal Response Form in the appropriate place.**

1. *Just to confirm, this is for 230 employees currently? Yes, base your pricing on 230. What is the top-end growth user count? The potential users could be 2800.*
2. *Under "Desired Feature" 5.1 and 5.3 – you mention the ability to encrypt emails at the desktop. Should we include the cost of our desktop encryption product in the "Costs" section on page 21? Should we highlight that this is an option cost? Yes, From our view this is not so much "where the encryption takes place" as it is "ease of encrypting." We want to know if there is a drop-down or an icon option within Outlook that would be available to frequent using employees that would simplify their encrypting ability. If it's an option, we need to know that so that we could weigh the ease-of-use potential against the additional cost.*
3. *In the pricing section, you mention a "5-year Cost from Contract Initiation". Would Sedgwick County pay all 5-years upfront; looking at potential 5-year costs; or are you looking to lock in pricing for 5-years? No, we would not pay up-front. We are looking for a more inclusive total cost of ownership over five years than an initial, out-of-the box cost provides.*
4. *Section 7 item "E" – can we list "see Cost section, page 21"? Yes*
5. *The "Termination for Convenience" clause at Section 14 (General Contract Provisions), subsection 16(b) of the RFP. We would propose alternative language for terminating in the event funding is no longer available. Sedgwick County's contract requirements include a fiscal funding clause as well as Termination for Convenience. We view these as two separate issues. Any variation in language would require consultation with County's legal counsel.*

6. *Section 4. Minimum Mandatory Requirements*  
Please indicate the desired level of training to be completed:  
a) *Instructor Lead session to be completed post-implementation by vendor*  
b) *Knowledge Transfer by vendor to Sedgwick County resources during the engagement*  
**We do not know the product you have in mind, its complexity, operation, or difficulty of use. Consequently, you should propose the training level that you see as best fitting your proposed solution to be used effectively by our staff.**
7. *Section 5. Desired Requirements*  
What functionality are you expecting to see in the “optional desktop client?” Is your request for the desktop client strictly for County clients sending email, and the expectation that no recipient side client will be required? **Some products require desktop clients; some do not. Some make them optional for high-volume clients because it may increase their efficiency in using the product. We want to know if a desktop client is required or optional (and at what cost the optional client might be). We consider this to be on the County client sending the e-mail for this question, but we are concerned about the outside client (recipient side) and their ability to receive, decrypt, and read the e-mail, too.**
8. *Sedgwick County is looking to complete an 30 day evaluation of the chosen product? Or all of the solutions presented?* **At most it would be the top 2-3 proposers.**
9. *Please indicate the desired level of training to be completed for the user base:*  
a) *Instructor Lead session to be completed post-implementation by vendor*  
b) *Online product training, such as Webex or CBT*  
**Please reference the reply to #1**
10. *What are the standard report writer requirements?* **County staff is familiar with Crystal Report, Microsoft Access, Microsoft Excel, etc. If staff are expected to write reports to provide for custom reporting, we prefer to use a standard, already-known product rather than a new, proprietary product.**
11. *Are certificates a requirement for functioning with MS Exchange 2007 Server?* **The County is not currently running MS Exchange 2007, but expect it to be installed at some point in the future. We do not want to purchase/license a product that is incompatible with a future direction.**
12. *What are the expectations and requirement for working with Instant Messaging Systems (also is this limited to MS Communications Server)?* **Sedgwick County does not currently use Instant Messaging to any great extent; it is not used, currently, to deliver HIPAA-containing communications. We desire to know, “Is the ability to work with Instant Messaging an ‘add-on’ or does it come with the basic e-mail encryption application?”**
13. *Support email encryption for other services? Please explain in detail what is required here.* **”Other services” are listed in 5.12. For example, if there is a module (or ability in the base product) that will scan e-mail for legal terms and encrypt the message based on those terms. Or one for Mental Health. Anyone with sensitive material may want it to be encrypted; does the proposed product have additional capability beyond just a “HIPAA dictionary”?**

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