

Virtual Chief Information Security Officer 12 Month Retainer  
Services  
Quotation # 2023-161336v10

**Prepared By Logicalis for:**  
Lake County Illinois

*To the attention of :  
Erik Karlson  
Lake County Illinois  
18 N County St  
Waukegan, IL 60085-4304  
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October 24, 2023

## Pricing Summary

The following is a price summary of Logicalis' proposed solution.

Price Summary	Amount
Professional Services	\$120,252.69



Logicalis offers a range of services, from helping you define and design a cloud strategy to assisting with server and storage selection for your current environment. We provide a variety of assessments and health checks, perfect for those who need help determining what the next steps are. Find out more at [www.us.logicalis.com](http://www.us.logicalis.com)



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Virtual Chief Information Security Officer 12 Month Retainer Services  
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Customer Name & Address	Logicalis Account Executive
Erik Karlson Lake County Illinois 18 N County St Waukegan, IL 60085-4304 (847) 377-2454 ekarlson@lakecountyil.gov	Al Robles 3500 Lacey Road Suite 200 Downers Grove, IL 60515 +1 3317773637 al.robles@us.logicalis.com
Bill To Address	Ship to Address
Lake County Illinois 18 N County St Waukegan,IL 60085-4304	

Item	Qty	Part Number	Description	Unit Price	Extended Price
<b>Logicalis Professional Services - Fixed Fee</b>					
1	1	PS	Project Initiation -- Governance & Advisory	\$120,252.69	\$120,252.69
<i>Logicalis Professional Services Fixed Fee Subtotal</i>					\$120,252.69

<b>Grand Total</b>	
Services Subtotal:	\$120,252.69
<b>Grand Total:</b>	<b>\$120,252.69</b>

## Solution Summary

Logicalis has been engaged by Lake County to provide a Virtual Chief Information Security Officer ("vCISO") advisory resource(s) to assist Lake County with its strategy to increase the cybersecurity posture and maturity of the municipality and its departments. Lake County has seen an increase in its attack surface area and new emerging threats exploiting its IT infrastructure directly and across the state. Lake County is looking to coordinate its cybersecurity activities across the administration and with the Committees, Board and Voters.

We will provide Lake County with a time-limited vCISO that will produce, align, and establish cross-municipality and cross-organization Cybersecurity Programs to protect, detect and respond to any security threats, risks, and incidents. The vCISO will be consultative and will advise senior leadership on information security issues and partner with HR, IT, Legal, and Finance to secure business objectives.

The immediate objective of this engagement is for Logicalis to deploy a dedicated, fractional vCISO for the remainder of the calendar year to assist Lake County in achieving the following:

- Build out information security strategy and execution plan
- Support annual planning for next fiscal year
- Formalize Information Security Risk Management Governance
- Provide subject matter expertise (industry best practices and resources for CISO role)
- Advisory support as needed

### Delivery Advisory Team

Virtual Chief Information Security Officer – Tracy Janes

The engagement will be led by Tracy Janes, who is already familiar with Lake County's organization, mission, and has been working with the team at Lake County.

## Professional Services Statement of Work

### Activities

#### Virtual Chief Information Security Officer

The vCISO may support Lake County and the team in achieving the following objectives or performing the following tasks with or for the customer:

- Build out information security strategy and execution plan (90-day increments)
- Support Information Security annual planning for next fiscal year
- Formalize Information Security Risk Management Governance
- Provide support to Network and Security Manager (industry best practices and resources for CISO role)
- Advisory support as needed
- Risk analysis and development of board approved risk register,
- Update roadmap from FY23 Security Program Assessment report and provide measurable targets in 90-day increments,
- Policy development assistance,
- Security documentation assistance,

- Build out security education high risk roles-based training,
- Establish security risk management governance processes,
- Complete monthly report of activities and deliverables.

\*Note – 90-day focus noted may change from time to time due to changes in the threat environment, direction of Lake County Stakeholders, or agreed upon strategies between vCISO and Lake County Stakeholders. These changes will be agreed upon and documented in writing via email.

### **Estimated Timeline & Hours**

The vCISO support provided under this SOW will be available from Dec 1, 2023 through Nov 30, 2024. We understand that due to schedules and conflicts the actual workload may vary over time and the vCISO will attempt to align with Lake County for most effective delivery and use of resources.

### **Deliverables**

- Deliverables will be on demand and as achievable in the timeline.
- Draft Information Security Risk Management Governance document
- Draft Risk Register for Board approval
- Minimum of (2) Security Program Assessment measurable targets in a 90-day period, for no less than three 90-day periods

### **Assumptions and Conditions**

- Work is limited to Lake County Enterprise Technology for the time period of 12/1/2023 through 11/30/2024
- Customer will respond to all inquiries and requests within (5) business days
- Customer will provide any documentation and schedule all meetings requested
- All work will be performed remotely
- Significant variance from the scope (including Travel and Expenses) stated herein or to the terms and conditions of this SOW will result in a written, mutually executed Change Order.
- "Business Hours" are Monday through Friday and will be up to eight (8) hours per day. "Non-Standard Hours" include hours/testing windows/maintenance windows outside of Business Hours ("After Hours") or any hours that fall on Federally-recognized holidays ("Holiday Hours").
- All work to be performed by Logicalis under this SOW will be completed during Business Hours unless Non-Standard Hours are otherwise noted.
- No travel or additional expenses are anticipated, and prior approval will be obtained from Lake County primary contact before any are incurred.

## Professional Services Assumptions / Customer Responsibilities

Logicalis assumes we will leverage the following Tech Data GSA contract resource/role types as a part of this project: Principal Architect and Executive Consultant.

### Contiguous Delivery

Logicalis has selected, designed, and quoted the Services to be performed and (as applicable) Deliverables to be provided under this SOW with an understanding that they will be delivered on a contiguous schedule in accordance with the timeline set forth herein. Adherence to this contiguous timeline enables Logicalis to deliver maximal value to Customer in the most timely and efficient manner. Customer acknowledges and agrees that a Project Change Request, setting forth any applicable adjustments to the project timeline and pricing, including but not limited to hourly, recurring, and flat fee pricing (depending on the impact on Logicalis' efficiencies and resource allocations), will need to be made and executed in any of the three (3) following events:

1. Customer requests a change of the SOW timeline or scheduling of Services for convenience; or
2. Customer is the precipitating reason, either by its own action or inaction or that of its contractors, agents, employees, or (as applicable) users of Services performed under this SOW, cause a delay in the performance of Services by Logicalis; or
3. Customer requests a project hold (i.e., a pause in Logicalis' performance of Services).

## Terms and Conditions

### Terms Applicable to All Sales

1. In the event Customer chooses to lease the Products and/or Services from a third party leasing company, Customer remains liable for payment to Logicalis for all Products and/or Services purchased until Logicalis receives payment from such leasing company.
2. All items not specifically included in this document are out of scope.
3. Prices are valid for 30 days from date of the document unless otherwise stated.
4. The information in this document is considered proprietary and confidential to Logicalis. By acceptance of this Quotation, Customer agrees to maintain this confidentiality and use such information for internal purposes only.

### Terms Applicable for Professional Services Sales

This quotation ("Quotation") is made and entered into pursuant and subject to the Price List provisions of the Tech Data GSA #47QTCA21D00BD contract ("Tech Data GSA Contract"), which are incorporated herein by reference. Those provisions are captioned as follows: (1) "Labor Category Descriptions" (pg. 5-11 of the Price List); (2) "Authorized GSA Pricing / Professional Services" (pg. 12 of the Price List); and (3) the price list itself ("GSA Pricing"). For the avoidance of doubt, Customer and Logicalis hereby confirm that any references to the Tech Data GSA Contract are made strictly for the purposes of

1. establishing a basis for price negotiations and that any award of purchase order resulting from this Quotation will not be made through the Tech Data GSA Contract. For all other terms not addressed in the previously stated GSA, the terms and conditions of the Master Solutions Agreement with Product Sale Addendum between Logicalis, Inc. and Lake County, Illinois dated December 7, 2022 ("Agreement"), apply and are incorporated herein by reference. All items not specifically detailed in this Quotation are considered out of scope. All capitalized terms in this Quotation shall have the same meaning as defined in the Agreement, unless otherwise specifically defined in this Quotation.  
General customer responsibilities, project assumptions, change management processes, and other terms applicable to the delivery and receipt of services (as applicable to this Quotation), found at [us.logicalis.com/gcr](https://us.logicalis.com/gcr), are incorporated herein by reference.
2. Unless otherwise mutually agreed upon, reasonable travel expenses will be tracked separately and billed directly to Customer. Travel expenses will include cost incurred from travel (airfare, rental, car, mileage, tolls, and lodging). Meals, if any, will be billed at the per diem rate of \$65.
- 3.

## Quotation Acceptance

By signing below, the undersigned accepts this offer and confirms that he/she is authorized to purchase these items on behalf of Customer. This offer may be accepted by purchase order or other acknowledgement of acceptance, including, without limitation, by signing this document. Any reference to a Customer's Purchase Order or P.O. number does not indicate Logicalis' acceptance of terms and conditions referenced on/attached to any such P.O.

Accepted By:  
Lake County Illinois

Accepted By:  
Logicalis, Inc.

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Signature

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Signature

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Printed Name

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Printed Name

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Title

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Title

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Date

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Date

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