



TECHNICAL PROPOSAL

Information Technology Support
Services and Supplemental Staffing for
the Departments of Electronic
Information Systems (EIS) and
Telecommunications

RFP 0464

Submitted by: Carlos Becerra, CEO

Cyber Security Speed

Proposal Receipt Date
and Time: August 25,
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Table of Contents

EXECUTIVE SUMMARY	3
BID COVER SHEET	5
1. PROPOSAL NARRATIVE	7
1.1. SCOPE OF WORK	7
1.2. CORE EXPERTISE	7
1.3. PROFESSIONAL CAPABILITIES	9
1.4. STAFFING APPROACH KEY COMPONENTS	14
1.5. SOURCING STRATEGY	15
1.6. STAFF TRAINING METHODOLOGY	18
2. QUALIFICATIONS AND EXPERIENCE	19
2.1. ABOUT US	19
2.2. MISSION STATEMENT	20
2.3. CORE VALUES	20
2.4. CERTIFICATIONS	20
1.1. OUR SERVICES	22
1.2. CERTIFICATIONS	25
1.3. OUR CLIENTS	25
1.4. OUR STRATEGIC PARTNERS	26
1.5. REFERENCES	26
1.6. KEY PERSONNEL	29
1.7. ORGANIZATIONAL STRUCTURE AND STAFFING PLAN	30
1.8. PROGRAM MANAGER	32
2. INNOVATIVE CONCEPTS	33
3. PROJECT SCHEDULE	34
4. TRANSITION PLAN	36
5. SIGNATURE PAGE	37
6. SIGNATURE PAGE	ERROR! BOOKMARK NOT DEFINED.

EXECUTIVE SUMMARY

Carlos Becerra, Chief Executive Officer
Cyber Security Speed
300 Carpenter Dr NE Apt D38 Atlanta,
GA 30328
Phone: +1 925 699 9170
info@cybersecurityspeed.com

August 17, 2023

Shanna Folse
Jefferson Parish
Department of Purchasing
200 Derbigny Street, Suite 4400
Gretna, LA 70053
(504) 364-2678

TO WHOM IT MAY CONCERN

I am writing to express the profound enthusiasm of Cyber Security Speed for the opportunity to collaborate with the esteemed Departments for Electronic Information Systems (EIS) and Telecommunications at Jefferson Parish. As a distinguished player in the cyber security realm, our organization is steadfastly committed to delivering consummate excellence in the provision of Information Technology Support Services and Supplemental Staffing.

With a history of safeguarding digital frontiers and bolstering technological landscapes, Cyber Security Speed has consistently demonstrated an unmatched level of expertise. Our team comprises seasoned professionals who possess a deep-rooted understanding of the intricacies that underpin secure electronic information systems and robust telecommunications networks. This experience is emphasized by a series of successful engagements wherein we have seamlessly integrated innovative solutions to mitigate risks and ensure the continuous flow of critical information.

Furthermore, our capabilities extend beyond mere technical prowess. We understand the pivotal role that skilled personnel play in maintaining the integrity of digital ecosystems. Hence, we bring forth a comprehensive offering of supplemental staffing services, meticulously selecting professionals who not only possess the requisite technical acumen but also align seamlessly with the culture and ethos of your departments.

In conclusion, Cyber Security Speed's application represents more than just a desire to secure a contract. It symbolizes a steadfast commitment to collaborating with the Departments for Electronic Information Systems and Telecommunications to fortify the digital foundations of Jefferson Parish. We are confident that our unparalleled expertise, extensive experience, and unwavering dedication make us the perfect partner to uphold the technological excellence that your departments represent.

Thank you for considering Cyber Security Speed. We eagerly anticipate the opportunity to contribute to the advancement and security of Jefferson Parish's digital realm.

I look forward to the possibility of working with your organization to deliver all the required services to your prestige organization. I am keen to hear your remarks and answer any questions you may have.

Sincerely,

Carlos Becerra
Chief Executive Officer

BID COVER SHEET

Date: August 16, 2023

Dear Sir/Madam,

Subject: **EXPRESSION OF INTEREST – INFORMATION TECHNOLOGY SUPPORT SERVICES AND SUPPLEMENTAL STAFFING**

This is concerning your tender inquiry number for the above-mentioned purpose. Enclosed please find our technical and financial proposal for the following services

S. No	Services	Company	Specification quoted	Department/ Organization
1	Provision of information technology support services and supplemental staffing	Cyber Security Speed Address: 300 Carpenter Dr NE Apt D38 Atlanta, GA 30328 Phone: +1 925 699 9170 Email: info@cybersecurityspeed.com	Our company will provide proficient and immaculate information technology support services and supplemental staffing as stated in this solicitation	Department of Purchasing Jefferson Parish



August 16, 2023

To

Shanna Folse
Jefferson Parish
Department of Purchasing

ACCEPTANCE OF TERMS AND CONDITIONS

We, **Cyber Security Speed**, hereby confirmed that we have carefully read all the terms & conditions of this Bid/Request for proposal and agreed to abide by these during the validity of the tender and under the Solicitation posted by the concerned procuring agency/Authority requiring a provision of information technology support services and supplemental staffing, I do hereby certify that on August 16, 2023, I accepted all the terms and conditions of this tender in a true letter and spirit

Sincerely yours,

Authorized Signature: _____

Name and Title of Signatory: Carlos Becerra, Chief Executive Officer

Name of Firm: Cyber Security Speed
Address: 300 Carpenter Dr NE Apt D38 Atlanta,
GA 30328
Phone: +1 925 699 9170
Email: info@cybersecurityspeed.com

1. PROPOSAL NARRATIVE

The Technical Specification of this document elaborates on the strength and pros of our firm to make it the best among our competitors. Here the following sections cover complete details regarding the working and services of our company:

- Scope of Work
- Methodology and Approach
- Strategic Work Plan

1.1. Scope of Work

We are committed to delivering proficient information technology support services and supplemental staffing to support the Parish IT department and their users in line with best practices and required standards as stated in the solicitation. Our scope of work includes provision of supplemental staffing, and as-needed technical assistance for existing hardware and software, strategic planning, product acquisitions, special projects, and any other technology-based support within the stipulated time. The detailed methodology for meeting all these requirements is demarcated in the approach and implementation plan section.

Services

Information Technology Support Services and Supplemental Staffing

1.2. Core Expertise

We have an impeccable combination of proficient technical expertise, experience, certifications, and a proven track record to support the Parish requirements of information technology support services and supplemental staffing.

A. Oracle Database Administration

- We have certified Oracle DBAs with experience in managing Oracle databases, RAC (Real Application Clusters), WebLogic, and related technologies.
- We have strong hands on experience with Oracle Enterprise Manager, Forms, and application server components.
- Our company has previous successful implementations and references for Oracle database administration services.

B. MS SQL Server Administration

- Our organization possesses certified Microsoft SQL Server DBAs with experience in SQL Server 2016 and newer versions.

- We have demonstrated expertise in the installation, configuration, maintenance, and troubleshooting of SQL Server instances.
- We have a proven track record of handling performance tuning and backup/recovery tasks.

C. Network Infrastructure

- We have certified network engineers with expertise in Fortinet, Ruckus, Cisco, and Meraki technologies.
- Our company has proficiency in configuring NG firewalls, VPNs, access points, routers, switches, and SD-WAN.
- We have experience with routing protocols (BGP) and network security best practices.

D. GIS Administration

- Our company has certified GIS professionals with experience in ArcGIS Enterprise, Server, Portal, and Online.
- Our experienced workers have the ability to configure, maintain, and troubleshoot ArcGIS deployments.
- We have demonstrated knowledge of spatial data management and integration.

E. Data Center/Systems

- Our company has certified experts in virtualization (VMware), storage systems (HPE 3PAR, Nimble, StoreOnce), and operating systems (Windows Server, Linux).
- We have proficiency in backup and recovery solutions (Veeam).
- We have experience in implementing and maintaining hardware and software components in data center environments.

F. Microsoft Services

- We have certified Microsoft professionals with expertise in Exchange, Office 365, Active Directory, Azure, and related services.
- We have proven capabilities in email management, collaboration platforms, identity and access management, and cloud technologies.

G. Third-party Applications

- We have specific vendor certifications and experience for each application (e.g., OpenText, DBVisit, NextRequest).
- Our company has the ability to implement, configure, and provide ongoing support for these specialized applications.

H. In-house Applications (.NET & Oracle)

- We have expertise in .NET development and Oracle technologies.

- Our organization has familiarity with the listed in-house applications and their specific requirements.
- We have proven ability to maintain, enhance, and troubleshoot these custom applications.

I. Cybersecurity

- We have certified cybersecurity professionals with expertise in various domains including awareness training, multi-factor authentication, penetration testing, incident response, and forensics analysis.
- Our professionals have demonstrated experience in assessing and securing IT environments.

J. Telecommunications

- We have certified telecommunications engineers with experience in Avaya call manager, SIP trunking, and session border controllers.
- We have proficiency in designing, configuring, and troubleshooting telecommunication solutions.

K. Video & Access Control

- Our organization has expertise in Genetec and Avigilon systems for video surveillance and access control.
- We have the ability to design, install, and manage video and access control solutions.

1.3. Professional Capabilities

A. Server Technician

We will provide competent server technicians with Hewlett Packard Enterprise Master Accredited Solutions Expert (Master ASE) certificate. Our technician has

- Strong knowledge of Windows Server operations
- Knowledge of MS Exchange
- VMware management software
- Configuring and maintaining geo-redundant data centers
- Restoring backup data
- Data replication to and from cloud services

a. Competence

Technical Proficiency

Our server technician has a deep understanding of server hardware, operating systems, networking protocols, and virtualization technologies. He has a skill-set in configuring, installing, upgrading,

and troubleshooting servers, as well as performing routine maintenance tasks. He has proficiency in both physical and virtual server environments for successful server management.

Problem-Solving Skills

Our server technician has excellent problem-solving skills to quickly identify the root causes of problems and implement effective solutions. He is an expert in analytical thinking, attention to detail, and the ability to troubleshoot issues methodically.

Communication Skills

Our server technician explains technical concepts clearly to non-technical stakeholders, provides updates on server status, and communicates potential issues and solutions. His strong communication skills contribute to a smooth workflow, efficient issue resolution, and effective teamwork.

Adaptability and Continuous Learning

Our server technician is adaptable and open to learning about new tools, methodologies, and best practices. He stays updated on the latest trends in server management, security, and optimization for maintaining a secure and efficient server environment.

b. Certifications

Our technicians have the following certifications:

- VMware Certified Professional
- Microsoft Certified Solutions Expert Certification in Windows Server
- Microsoft Certified Solutions Expert Certification in Exchange
- HPE Master Accredited Solutions Expert (Master ASE)
- CompTIA Server+
- Cisco Certified Network Associate (CCNA)
- Certified Data Center Professional (CDCP)

B. Network Administrator/Technician

Our Network Administrators/Technicians have strong knowledge of Fortinet & Cisco routers, switches, firewalls, and Avaya VoIP services; VPN, Ruckus & Fortinet access points, Ubiquiti, and 802.1x wireless. Moreover, he has experience in managing a similar-sized network.

a. Competence

Technical Expertise

Our Network Administrators/Technicians have a deep understanding of networking technologies, including TCP/IP, routing, switching, firewalls, VPNs, and wireless networks. They are proficient in configuring, troubleshooting, and maintaining the network infrastructure.

Problem-Solving Skills

Our effective Network Administrators/Technicians possess strong problem-solving skills to diagnose issues, identify root causes, and implement timely solutions.

Attention to Detail

Being detail-oriented helps our Network Administrators/Technicians ensure that configurations are accurate and that security measures are properly implemented.

Communication Skills

Our Network Administrators/Technicians have the ability to explain technical concepts to non-technical stakeholders and provide clear instructions for issue resolution.

b. Certifications

Our Network Admin/Technician has the following certifications

- CCNA or higher or Fortinet equivalent
- Certified Information Systems Security Professional (CISSP)
- Certified Wireless Network Professional (CWNP)

C. Oracle Database Administrator

Our experienced Oracle database administrator has the following skill set:

- Strong knowledge of Oracle database setup, configuration, patching, upgrading, tuning/optimizing version 19c RAC/standalone databases
- Strong knowledge of Linux OS as a host for Oracle database including 21 shell scripting, file system maintenance, and setup, system monitoring, and upgrades
- Experience with using Oracle to maintain ESRI GIS data
- Strong knowledge of Oracle RMAN backup/restore procedures and synchronization
- Experience with Oracle Cloud and MS Azure
- Ability to troubleshoot database, network, and operating systems for performance problems or enhancements.
- Follow Oracles best practices for security, patching, setup, and maintenance
- Experience with Enterprise Manager setup, configuration, and database management
- Experience with virtualization setup and maintenance
- Work with users to provide access to the database and support for both homegrown and COTS applications
- Experience with Oracle Web Logic management, configuration, and maintenance; ability to manage and perform disaster recovery procedures
- Knowledge of Oracle security management; knowledge of Maintaining a 24/7 high-availability database

- Knowledge of database programming for application enhancements
- Expertise and administration of Oracle Mobile Server; knowledge of Oracle forms and reports running on WebLogic
- Knowledge of Oracle licensing
- Manage the use of database memory

a. Competence

Expert Knowledge of Oracle Databases

Our Oracle Database Administrator has an in-depth understanding of Oracle database architecture, features, and functionality. He is proficient in database installation, configuration, administration, performance tuning, backup and recovery, and security management.

Analytical and Problem-Solving Skills

Our skilled Oracle DBA has strong analytical skills to diagnose problems, identify root causes, and implement effective solutions to ensure the database runs smoothly.

Attention to Detail and Data Security

Our Oracle DBA pays close attention to details when configuring user access, implementing security measures, and managing backups to prevent data loss or unauthorized access.

b. Certifications

Technicians have the following certifications

- Oracle Database Administrator Certified Associate
- Oracle Certified Master (OCM) - Oracle Database Administrator
- Oracle Certified Professional (OCP)

D. Microsoft Support Technician

Our technicians have strong knowledge of Microsoft servers and networking, including

- Domain Controllers, DNS, Active Directory, Group Policy, Windows Updating Services, Server Failover Clustering
- Distributed File Systems;
- Exchange 2016 and newer
- Office365

a. Competence

Strong Technical Aptitude

Our Microsoft support technicians have a solid foundation in Microsoft technologies, including operating systems, applications, and services. They are comfortable troubleshooting various technical issues and providing effective solutions.

Customer-Centric Approach

Our Microsoft support technicians have the ability to communicate complex technical concepts in a clear and non-technical manner.

Problem-Solving Skills

Our effective Microsoft support technicians possess excellent problem-solving skills to diagnose root causes, explore different troubleshooting approaches, and implement solutions efficiently.

Continuous Learning and Adaptability

Our support technicians learn new features, stay updated on the latest changes, and adapt to new challenges.

b. Certifications

Technicians have the following certifications:

- MCSE. MCSE Exchange 2016
- MCSE Server 2016
- Microsoft 365 Certified: Modern Desktop Administrator Associate
- Microsoft Certified: Azure Fundamentals

E. Programmer/Analyst

Our programmers have extensive experience in designing, writing, and updating source code using Visual Basic, C#, HTML, and SWIFT. Our [programmer has strong SQL, PL/SQL development experience as well as knowledge of JDBC and ODBC; experience with HTML programming.

a. Competence

Strong Coding Skills

Our programmers and analyst has a solid grasp of programming languages relevant to his work (such as Python, Java, C#, etc.) and is capable of writing clean, efficient, and maintainable code.

Analytical Thinking

This role of our analyst involves dissecting complex problems, designing solutions, and analyzing data. He has the ability to break down problems into manageable components and apply logical thinking.

Attention to Detail

Our Programmer/Analyst is detail-oriented to catch errors and ensure code quality.

Problem-Solving Abilities

From debugging code to designing software architectures, our programmer has effective problem-solving skills to tackle challenges and find innovative solutions.

b. Certifications

- Microsoft Certified: Azure Developer Associate
- AWS Certified Developer – Associate
- Oracle Certified Professional, Java SE Programmer
- Certified Professional in Python Programming (PCPP)

F. PC/Help Desk Technician

Our technicians have strong knowledge of the current Microsoft Windows desktop OS and related software. Our Help Desk Technician has experience with Remote Desktop software; imaging, configuring, and troubleshooting Windows OS. Moreover, he has experience in installing Ethernet wiring.

a. Competence

Technical Troubleshooting Skills

Our PC/Help Desk Technicians diagnose and resolve a variety of technical issues that end-users encounter. He has strong troubleshooting skills for efficient problem resolution.

Customer Service Orientation

Our Help Desk Technicians have excellent customer service skills. They are patient, empathetic, and capable of explaining technical concepts in a clear and understandable manner.

Adaptability

Our PC/Help Desk Technician is adaptable and willing to learn about new technologies and tools to keep up with changing environments.

b. Certifications

Our technician(s) have the following certifications:

- CompTIA A+
- CompTIA Network+
- Apple Certified Mac Technician (ACMT)

1.4. Staffing Approach Key Components

Our Information Technology (IT) support services staffing approach focuses on building a skilled and customer-centric team that can efficiently address the diverse IT needs of our clients. Our staffing approach includes the following key components:

Comprehensive Talent Acquisition

We employ a rigorous recruitment process to attract talented individuals with diverse skill sets and experience levels. Our HR team collaborates with IT experts to identify the specific roles, skill requirements, and certifications needed for various IT support services.

Technical Expertise

We emphasize technical proficiency during the selection process, ensuring that our IT support staff possesses the necessary knowledge and certifications in areas such as hardware troubleshooting, software support, networking, cybersecurity, and cloud technologies.

Customer Service and Communication Skills

In addition to technical expertise, we prioritize excellent customer service and communication skills. Our support staff must be able to communicate effectively with clients, understand their IT issues, and provide clear and concise solutions.

Flexibility and Scalability

We maintain a flexible staffing model to adapt to changing demands and workload fluctuations. Whether our clients need short-term project support or long-term IT assistance, we can quickly scale our team to meet their requirements.

Training and Development

We invest in continuous training and development programs to keep our IT support staff updated with the latest technologies and best practices. This ensures that our team remains competent of handling emerging IT challenges.

Specialization and Tiered Support

Depending on the complexity of IT issues, we structure our support services into tiers. Tier 1 handles basic inquiries and escalates more complex problems to Tier 2 or 3, where specialized experts provide in-depth technical assistance.

Remote and On-Site Support

We offer both remote and on-site support options to cater to the needs and preferences of our clients. Our remote support capabilities enable us to resolve issues quickly, while on-site support ensures hands-on assistance when necessary.

Performance Monitoring and Feedback

We regularly monitor the performance of our IT support team and gather client feedback to assess their effectiveness and make continuous improvements.

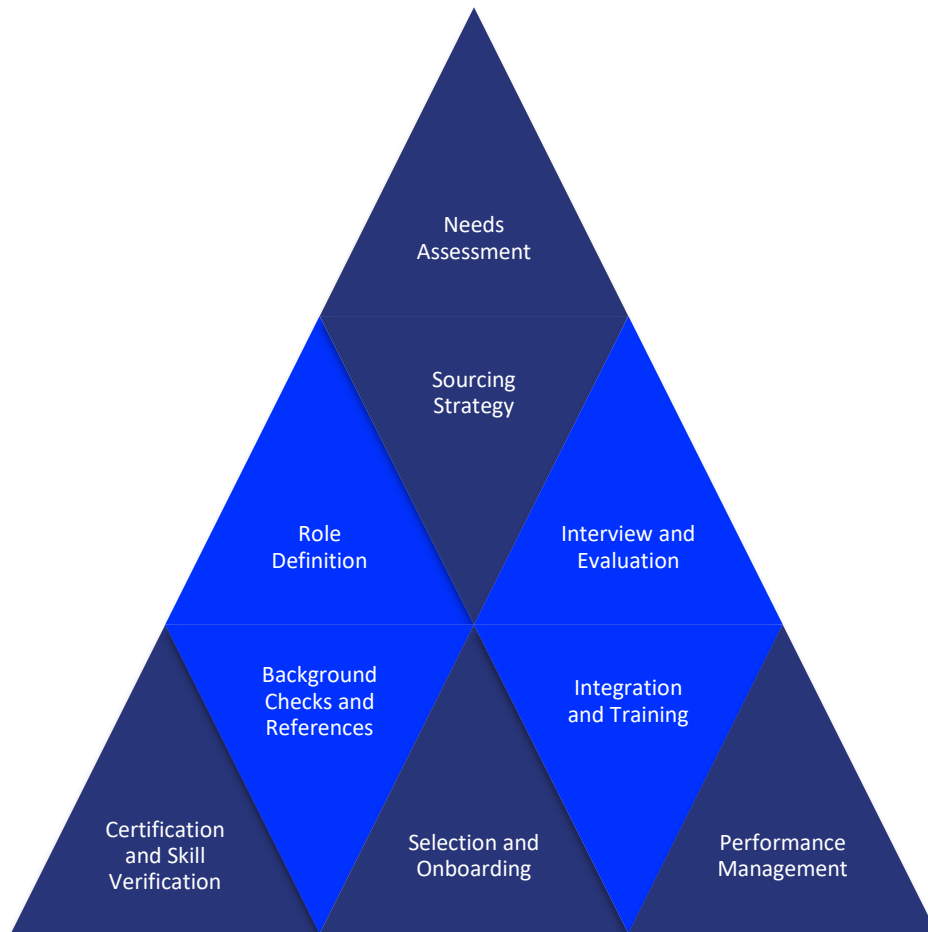
Collaborative Team Environment

We foster a collaborative and inclusive team culture, encouraging knowledge-sharing, problem-solving, and cross-training among our IT support staff.

1.5. Sourcing Strategy

We have established an effective methodology for supplemental staffing as per requirements. involves Our systematic procedures involve a structured approach to sourcing, evaluating,

onboarding, and managing competent IT staff to ensure they seamlessly integrate with the existing team and contribute effectively to new and ongoing projects.



Needs Assessment

Our experienced management thoroughly identifies the specific IT roles or skills and subsequently understands the project goals, duration, and technical requirements.

Role Definition

We clearly define the roles, responsibilities, and required skills for the supplementing staff, according to qualifications, experience, and certifications.

Sourcing Strategy

Our team leverages the entire electronic network and industry connections for referrals and evaluates potential candidates based on their resumes, portfolios, and initial interviews.

Interview and Evaluation

We conduct thorough interviews to assess candidates' technical skills, and experience, and critically analyze technical assessments, coding tests, or scenario-based questions to evaluate candidates' problem-solving abilities.

Certification and Skill Verification

We confirm candidates' certifications and germane skills through relevant authorities and testing.

Background Checks and References

Our management performs background checks and contact references to validate candidates' work history and professionalism.

Selection and Onboarding

We choose the best-fit candidates and extend offers with clear terms and expectations.

Integration and Training

We provide all necessary training on specific tools, technologies, and project requirements.

Performance Management

We set performance expectations and goals and subsequently establish regular check-ins to monitor progress and address any challenges.

1.6. Staff Training Methodology

Goal Setting

- Define clear training goals, including acquiring new certifications, improving specific technical skills, or enhancing soft skills like communication and leadership.

Individualized Development Plans

- Work with each team member to create personalized development plans based on their roles, career aspirations, and existing skills.

Course Selection and Curriculum

- Choose training courses, workshops, and seminars including technical, industry-specific, and soft skills training that align with the identified skill gaps and goals.

Certification Programs

- Provide support and resources for staff to prepare for and obtain industry-specific certifications.

Training Delivery Methods

- Offer a variety of training formats, such as in-person workshops, online courses, webinars, and hands-on labs.

Mentoring and Coaching

- Pair junior staff with experienced mentors who can guide them through their learning journey.

Cross-Training

- Encourage team members to share their expertise with others, fostering a collaborative learning environment.

Soft Skills Development

- Offer training in communication, teamwork, problem-solving, and leadership to improve overall effectiveness.

Feedback and Evaluation

- Gather feedback from participants to assess the effectiveness of training programs, and continuously refine the training curriculum based on feedback and outcomes.

Continuous Learning Culture

- Foster a culture of continuous learning within the organization, and encourage employees to seek out new challenges and opportunities for growth.

Stay Current with Industry Trends

- Regularly review and update training programs to align with the evolving IT landscape, and incorporate emerging technologies and best practices.

2. QUALIFICATIONS AND EXPERIENCE

2.1. About Us

Cyber Security Speed was established to offer comprehensive cybersecurity solutions to mitigate, prevent, and respond to cyber threats.

Carlos Becerra is a Founder Partner, Entrepreneur, Executive, and veteran of the cybersecurity and information technology sector with over 25 years of proven experience in building and establishing cybersecurity and technology risk management programs. Throughout his career, Carlos has designed, implemented, and led information security organizations for several Fortune 500 companies in both Europe and North America.

Louisiana Becerra, as a Founder Partner, has a track record of more than 10 years in the Marketing and Communications field. She is responsible for Strategy and Business Development, as well as customer relations in the company.

At Cyber Security Speed, we are dedicated to delivering comprehensive and reliable solutions to safeguard our clients' digital assets from ever-evolving cyber threats. Our mission is to provide proactive and innovative cybersecurity services that empower businesses, individuals, and critical infrastructure to operate securely in the digital age.

We recognize that every organization is unique, and we customize our services and solutions to meet the specific needs and challenges of our clients. Through comprehensive security assessments, including vulnerability assessments, penetration testing, and security audits, we identify weaknesses in networks, systems, and applications, providing actionable recommendations to strengthen security controls.

Our managed security services, delivered through our state-of-the-art Security Operations Center (SOC), ensure round-the-clock monitoring, threat intelligence, and incident response. By leveraging real-time insights and advanced analytics, we swiftly detect and respond to security incidents, minimizing the impact and helping organizations recover quickly.

Additionally, we prioritize security awareness and education through tailored training programs. By equipping employees and users with knowledge about best practices, social engineering threats, and secure behaviors, we empower organizations to create a security-conscious culture and significantly reduce the risk of human error and insider threats.

As a trusted partner, we understand the importance of compliance and governance. We assist organizations in achieving and maintaining compliance with industry regulations, data protection laws, and privacy standards, ensuring their operations meet the necessary security requirements.

Overall, our organization is committed to delivering the highest level of cybersecurity services, empowering our clients to navigate the digital landscape with confidence and peace of mind. Together, we will build a secure and resilient future against ever-evolving cyber threats.

2.2. Mission Statement

Our mission is to help you grow and protect your business through our specialized cybersecurity program. Our services can be tailored to your specific needs and provide a customized solution for your business.

2.3. Core Values

Cyber Security Speed is committed to providing quality services and products, upholding ethical principles, and treating everyone with respect. We uphold ethical values in our work, that guarantee the success of our people and projects. Our Core values include:

A. Innovativeness

We foster innovativeness by utilizing the latest technologies in our service delivery and creating an environment that fosters creativity within our teams

B. Teamwork

As a critical aspect of our business, we highly encourage collaboration and constructive feedback within our people to keep them motivated to give more and create a sense of belonging and appreciation.

C. Integrity

We uphold high levels of trust and reliability to our clients and within the organization. We strive to inculcate strong business ethics and follow through in their implementation.

D. Continuous Improvement

To advance the trajectory of our business, we focus on consistent growth of our operations, service delivery, and team dynamics. To thrive, we continuously review and amend our strategies and policies accordingly.

2.4. Certifications

As a certified regional leader, Cyber Security Speed is able to provide responsive, quality services to federal, state & local government agencies, secure facilities, and reputable organizations.

CAPABILITIES AND CERTIFICATIONS



Remote Install Capabilities

Point In Time Recoveries

DR/BC Capability

RAID

SASE, Cloud, Reporting, Dashboards Via Monitoring

CERTIFICATIONS

Tenable Certified Sales Engineer (OT)

Tenable Certified Sales Engineer (VM)

Tenable Certified Sales Engineer (AD)

Tenable Certified Sales Engineer (CS)

Plus these as reminder: Project Management Professional (PMP)

Certified Information Systems Security Professional (CISSP)

Information Systems Security Management Professional (ISSMP)

Information Systems Security Architecture Professional (ISSAP)

Cisco Certified Security Professional (CCSP)

Microsoft Certified Systems Engineer: Security (MCSE)

Cisco VPN Specialist

Cisco IPS Specialist

Cisco Firewall Specialist

Cisco Information Security Specialist

CompTIA Security+

Certified Checkpoint Firewall Engineer

Cisco Certified Network Professional (CCNP)

Cisco Certified Voice Professional (CCVP)

Certified VMware Virtualization Expert (CVE 5.1)

Microsoft Certified Systems Engineer (MCSE)

Certified Six Sigma Black Belt (CSSBB)

Microsoft Certified Systems DBA (MCSE: DBA)

EXPERTISE

TTXs

Threat Hunting

red/purple/blue team

WIFI

Secdevops

Help desk

NIST 800-53 Cyber

1.1. Our Services

Cyber Security Speed was created to provide comprehensive cybersecurity solutions to mitigate, prevent and act against cyber threats. Combining our IT and cybersecurity expertise, we help keep businesses secure.

A. Virtual CISO Services

Cyber Security Speed's highly experienced virtual information security managers will create effective security programs to improve your organization's overall security posture.



First level vCISOs

Our vCISOs will create incident response plans, security operations centers, training and awareness programs, vulnerability management programs, governance, risk and compliance programs, identity and access management programs, software assurance programs, and more. Our vCISOs will be an extension of your leadership team and will drive key initiatives for your company.

B. PenTesting Program

Cyber Security Speed's team implements OWASP, OSSTMM, PTES, and other methodologies to simulate the tactics, techniques, and procedures (TTP) of real-world attackers targeting your applications, systems, and network infrastructure. Our team of certified ethical hackers will validate that your defenses are working by continuously simulating attacks against your infrastructure.



C. Software Assurance Program

The Cyber Security Speed team will create a customized Software Assurance Program leveraging OWASP's Software Assurance Maturity Model (SAMM), the Building Security Maturity Model (BSIMM), and other frameworks. Our shift-left approach will enable a secure DevOps organization where security testing is performed during the early stages of the software lifecycle and security is integrated throughout the software lifecycle process.



D. Identity and access management program

Cyber Security Speed's specialists will design a strategic IAM Program to help protect your enterprise by providing authorized users with secure access to critical data and applications while preventing unauthorized users from accessing sensitive material or breaching enterprise defenses. The team will help your organization minimize risk and reduce costs while introducing improvements to the user experience in the authorization and authentication process.



E. Cybersecurity compliance

Cyber Security Speed's team will go beyond regulatory compliance needs. Our team will identify gaps and help your organization achieve cyber security compliance with the following industry standards: ISO 27001-2, PCI DSS, NERC CIP, CCPA,



HIPAA/HITECH, HITRUST, NIST 800-171, 800-53, RGPD EU, SOC 2, CCPA, New York DFS, FEDRAMP.

F. Cybersecurity Project Management

We will help you manage and drive your cyber security program by executing key critical initiatives such as internal or outsourced SOC, vulnerability/patch management, identity and access services management, risk management, third-party risk management, software lifecycle security management, reward services when vulnerabilities are found in code or infrastructure, penetration testing, network/cloud security and more.



G. Security Incident Response Exercises

Real-world experiences in a roundtable environment to observe simulated organizational actions and decisions.

Cyber Security Speed specialists organize incident response tabletop exercises based on real-world scenarios designed to generate internal discussions on various topics related to a hypothetical, simulated emergency security event. These exercises will provide leadership with an opportunity for planning, preparation, and resource coordination during any type of security event.



H. Universal Vulnerability Management Program

We provide managed cybersecurity services - MSSP - Managed Security Service Provider (cybersecurity, information protection, and backup, business continuity, etc.).

Cyber Security Speed specialists will build a Vulnerability Management Program to identify assets with known vulnerabilities in the Application and Infrastructure Layers. Our staff will also partner with your teams to establish accountability and resolve outstanding issues.



I. Training and Advisory Program

Reduce the risk of compromise by incorporating new training and awareness methodologies.

Our team of experts will foster an organizational culture by following these steps:

- We will enhance your current Cyber Security Awareness and Training Program.
- We will add customized material to meet your organization's specific needs.
- The team will also create security champion programs and foster a culture of security in your organization by infusing security into the company's DNA



1.2. Certifications

MCSE

MCSE Security

MCSE DBA

CCVP

CCSP

CCISO

CEH

CISM

PMP

MCSE

MCTS

ITIL v3



1.3. Our Clients

KNEIP



XACE



1.4. Our Strategic Partners



1.5. References

In response to the solicitation's requirements, we would like to present three relevant contracts performed by Cyber Security Speed within the past five years. These contracts demonstrate our expertise and successful track record in the field of cybersecurity. We have completed at least one year of performance for each of the contracts as of the solicitation's closing date.

PAST PERFORMANCE INFORMATION FORM	
Name of Quote:	Carlos Becerra, CB Universal LLC DBA Cyber Security Speed
Contract Number, order number, or identifier:	vCISO Project
Customer Name & Location:	XACE Ltd
Customer Point of Contact:	Adam Grist, Chief Product Officer
Telephone Number and e-mail address:	adam@xace.io
Total dollar value for this effort broken into annual increments:	\$53,129

(Show the period of performance and dollars for that period) (*At least 12 months of performance must have been completed before the closing date of the solicitation):	January 2023-Date
Period of Performance:	From: 01/2023 To Date
Number of personnel (FTE) performing per year (avg.):	1
<p>Services Provided: vCISO (Virtual Chief Information Security Officer) Services, SOC (Security Operations Center) Deployment, Ticket Tracking</p> <p>Magnitude: Develop, implement, maintain, and scale the ISMS policies and procedures. Ensure compliance with industry standards and regulations, such as ISO 27001, GDPR, cyber essentials, and PCI-DSS.</p> <p>Complexity: Investigate and respond to security incidents. Conduct security audits and monitor the security of our systems.</p> <p>Subcontractor(s): N/A.</p>	

PAST PERFORMANCE INFORMATION FORM	
Name of Quote:	Carlos Becerra, CB Universal LLC DBA Cyber Security Speed
Contract Number, order number, or identifier:	DBAG Project
Customer Name & Location:	Kneip
Customer Point of Contact:	Frank Engels, Technology and Supplier Manager
Telephone Number and e-mail address:	frank.engels@kneip.com +352 22 72 77 1
Total dollar value for this effort broken into annual increments:	\$55,576
(Show the period of performance and dollars for that period) (*At least 12 months of performance must have been completed before the closing date of the solicitation):	November 2022 to January 2023

Period of Performance:	From: 11/2022 To 01/2023
Number of personnel (FTE) performing per year (avg.):	1
<p>Services Provided: Vulnerability Management Analysis, Ticket Tracking</p> <p>Magnitude: Managed the Information Security Governance and Policies, Align Kneip Security to DBAGSecurity, and Support Migration to DBAG Security Standards.</p> <p>Complexity: Defined Roadmap of Findings Remediation related to Information Security items and followthe progress of these activities.</p> <p>Subcontractor(s): N/A</p>	

PAST PERFORMANCE INFORMATION FORM	
Name of Quote:	Carlos Becerra, CB Universal LLC DBA Cyber Security Speed
Contract Number, order number, or identifier:	PO 10507
Customer Name & Location:	SB Energy DevCo (US), LLC
Customer Point of Contact:	Amol Kuber, IT Manager
Telephone Number and e-mail address:	amol.kuber@sbenergy.com (650) 731-3262
Total dollar value for this effort broken into annual increments:	\$23,000
(Show the period of performance and dollars for that period) (* At least 12 months of performance must have beencompleted before the closing date of the solicitation):	03/1/2023 to Date
Period of Performance:	03/1/2023 To Date
Number of personnel (FTE) performing per year (avg.):	1

Services Provided: Vulnerability Assessment, Cyber Security Posture Assessment, IR (Incident Response) Table Top Exercise, Proofpoint Deployment

Magnitude: The assessment focused on identifying areas of strength and weakness in the client's current security posture and providing recommendations for improvement.

Complexity: The purpose of this project was to conduct a comprehensive Cyber Security Maturity Assessment of the client's organization using the NIST Cybersecurity Framework (CSF), run a Vulnerability Assessment of the Infrastructure, and conduct an IR Tabletop Exercise.

Subcontractor(s): N/A.

1.6. Key Personnel

Carlos Becerra

Founder Partner

Entrepreneur, executive, and veteran of the cybersecurity and information technology sector, with more than 25 years of proven experience building and establishing cybersecurity and technology risk management programs. During his career, Carlos has designed, implemented, and led information security organizations for multiple Fortune 500 companies in both Europe and North America.



Luisiana Becerra

Founder Partner

With a track record of more than 10 years in the Marketing and Communications field. She is in charge of Strategy Business Development and customer relations in the company.



1.7. Organizational Structure and Staffing Plan

The organizational structure of our company is most prime thing for achieving different milestones and overall uplifts our ranking day by day, it comprises technical, qualified, experienced, dedicated staff with expertise in relevant fields for the execution of different projects. The organizational Structure of Management is cited here:



A. Chief Executive Officer (CEO)

CEO provides strategic direction and leadership for the company.

B. Chief Technology Officer (CTO)

Oversees the technology strategy and innovation efforts of the company.

C. Chief Information Officer (CIO)

Manages information systems, technology infrastructure, and digital initiatives.

D. Director of Engineering/Development

- Manages the software development department.
- Coordinates and prioritizes projects based on business goals.
- Ensures efficient utilization of resources and adherence to timelines.
- Collaborates with other departments to align technical efforts with overall company strategy.

E. Project Manager

- Plans, executes, and closes software development projects.
- Defines project scope, goals, and deliverables.
- Allocates resources, sets timelines, and monitors progress.
- Manages project risks and communicates with stakeholders.

F. Software Development Team:

Senior Software Architect

- Designs software architectures for complex systems.
- Evaluates and selects technologies for projects.
- Software Engineers/Developers:
- Develops, tests, and maintains software applications.
- Collaborates with other team members to design and implement features.

Programmer/Web Developer

- Focuses on web-based software development.
- Utilizes front-end and back-end technologies to create web applications.

Junior Programmer/Developer

- Entry-level role working under the supervision of experienced developers.
- Assists in coding, testing, and debugging tasks.

G. Database Administrator

- Manages and maintains databases, ensuring data integrity and security.
- Designs and optimizes database structures.
- Performs backups, restores, and recovery procedures.

H. SQL Reporting Services Developer

- Creates and maintains reports using SQL Reporting Services.
- Collaborates with stakeholders to understand reporting requirements.
- Writes SQL queries and develops data visualization components.

I. IT Support Department

Help Desk Technician

- Provides technical support to employees via various channels.
- Resolves hardware, software, and network issues.

Microsoft Office 365 Support Specialist

- Assists users with Office 365 applications and services.
- Troubleshoots and resolves Office 365-related problems.

J. Business Intelligence Department

PowerBI Administrator

- Manages Power BI environments, security, and performance.
- Configures data sources and monitors usage.

SharePoint Administrator

- Manages SharePoint sites, permissions, and content.
- Configures workflows and integrates with other systems.

PowerBI and SharePoint Developer

- Develops custom solutions using Power BI and SharePoint.
- Integrates data sources creates dashboards, and customizes SharePoint sites.

PowerBI Analyst

- Analyzes data to extract insights and create visualizations.
- Develops reports and dashboards for business users.

1.8. Program Manager

We, Cyber Security Speed will provide the Program management services required for the smooth functioning of these activities. We are providing a full-time dedicated program manager for the execution of all the tasks and activities that fall under this contract and putting efforts to make the success rate up to the mark value. The program manager will look after all the activities including Planning, coordination, management, and report of each task performed to concerned personnel of both interested parties. The program manager report on both a monthly basis and on required to management and will participate in management review meetings and develop corrective and preventive action plans and implement the process of continual improvement.

2. INNOVATIVE CONCEPTS

We have established state-of-the-art innovative concepts to stay competitive, drive growth, and meet the ever-evolving demands of the technology landscape.



3. PROJECT SCHEDULE

Our detailed methodology/approach to proficient project management is illustrated below:

Project Initiation
<ul style="list-style-type: none">• Define project objectives, scope, and desired outcomes.• Identify the need for supplemental staff and their specific roles.• Establish project timelines, milestones, and success criteria.
Staffing Needs Assessment
<ul style="list-style-type: none">• Identify the skills and expertise required for the project.• Evaluate the workload and determine the number of supplemental staff needed.• Collaborate with relevant stakeholders to finalize staffing requirements.
Onboarding
<ul style="list-style-type: none">• Clarify expectations, roles, and responsibilities with the selected vendors.• Onboarding plan for the supplemental staff, including orientation, training, and access to resources.
Role Definition and Expectations
<ul style="list-style-type: none">• Clearly outline the roles, responsibilities, and objectives for both internal and supplemental staff.• Set performance expectations and communicate them to all team members.
Communication and Collaboration
<ul style="list-style-type: none">• Establish communication channels for seamless interaction among all team members.• Conduct regular team meetings to provide updates, discuss challenges, and share progress.
Task Assignment and Management
<ul style="list-style-type: none">• Assign tasks and projects based on the expertise of the internal and supplemental staff.• Monitor task progress, track milestones, and address any delays promptly.
Performance Evaluation and Feedback

- Set up regular performance evaluations for both internal and supplemental staff.
- Provide constructive feedback to guide their work and professional development.

Knowledge Transfer and Training

- Facilitate knowledge sharing between permanent and supplemental staff.
- Provide necessary training on project-specific tools, technologies, and processes.

Conflict Resolution

- Anticipate potential conflicts and establish a process for addressing disagreements.
- Encourage open communication and swift resolution to maintain a positive work environment.

Resource Management

- Monitor the workload and availability of both permanent and supplemental staff.
- Ensure balanced resource allocation to avoid burnout and maximize productivity.

Quality Assurance

- Set quality standards for project deliverables and ensure adherence from all team members.
- Conduct regular quality checks and reviews to maintain high standards.

Documentation and Reporting

- Maintain comprehensive documentation of project details, decisions, and outcomes.
- Generate regular progress reports to update stakeholders on project status.

Risk Management

- Identify potential risks related to staffing, technology, or project scope.
- Develop mitigation strategies and contingency plans to address these risks.

Offboarding and Knowledge Retention

- Plan for a smooth offboarding process when the project concludes.
- Ensure that knowledge is retained and transferred to the permanent team or documented for future reference.

4. TRANSITION PLAN

Planning	Phase 1
Our team briefly overviews the transition purpose, scope, and goals.	
Transition Team	Phase 2
We will list key stakeholders, their roles, and responsibilities.	
We will designate a transition/program manager responsible for overseeing the entire process.	
Timeline	Phase 3
Our program manager develop a detailed timeline with start and end dates for each phase and milestone.	
We will allocate time for each activity, including preparation, execution, and evaluation.	
Transition Phases	Phase 4
We will breakdown of the transition into logical phases or stages.	
We will elaborate description of activities, tasks, and deliverables for each phase.	
Activities and Tasks	Phase 5
We will establish a comprehensive list of tasks required for each phase.	
We will develop assignments of responsibilities, indicating the individuals or teams responsible for each task.	
Resource Allocation	Phase 6
We will allocate suitable resources required for each requirement.	
Communication Plan	Phase 7
We will develop an effective communication strategy for keeping stakeholders informed throughout the transition.	



5. SIGNATURE PAGE

Request for Proposals #0464

To Provide Information Technology Support Services and Supplemental Staffing for the Departments for Electronic Information Systems (EIS) and Telecommunications

SIGNATURE PAGE

The Jefferson Parish Department of Purchasing is soliciting Request for Proposals (RFP'S) from qualified proposers who are interested in providing Information Technology Support Services and Supplemental Staffing for the for the Jefferson Parish Electronic Information Systems (EIS) and Telecommunications Department.

Request for Proposals will be received until 3:30 p.m. Local Time on: August 25, 2023.

Acknowledge Receipt of Addenda: Number: _____
Number: _____
Number: _____
Number: _____
Number: _____

Name of Proposer: Cyber Security Speed

Address: 300 Carpenter Dr NE Apt D38 Atlanta, GA 30328

Phone Number: 925 699 9170 Fax Number: _____

Type Name of Person Authorized to Sign: Carlos Becerra

Title of Person Authorized to Sign: Chief Executive Officer

Signature of Person Authorized to Sign: 

Email Address of Person Authorized to Sign: info@cybersecurityspeed.com

Date: 08/17/2023

This RFP signature page must be signed by an authorized Representative of the Company/Firm for proposal to be valid. Signing indicates you have read and comply with the Instructions and Conditions.