VILLAGE OF Quincy
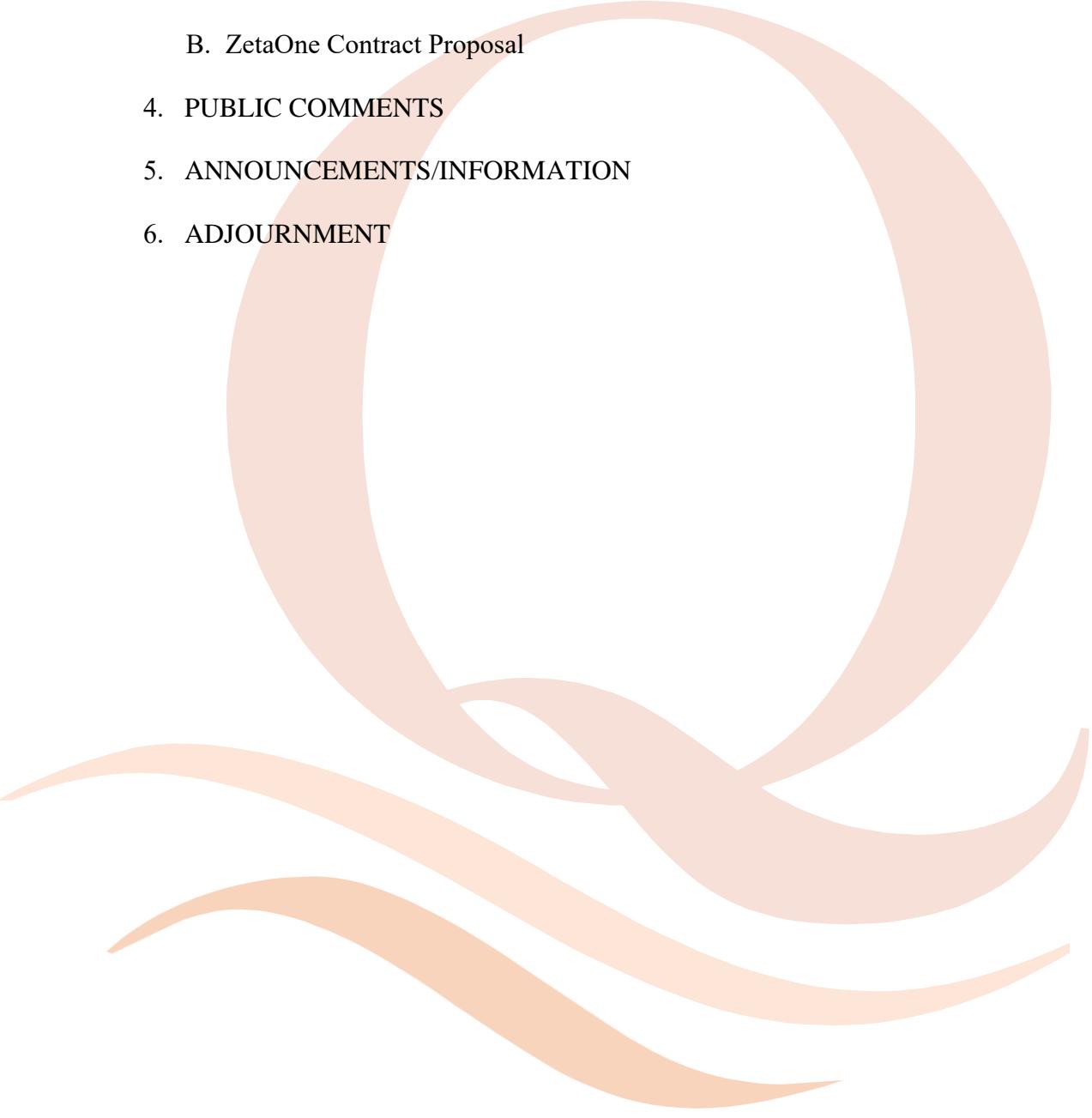
SPECIAL COUNCIL MEETING
TUESDAY, FEBRUARY 4, 2025
5:30 P.M.
AGENDA

1. CALL TO ORDER AND PLEDGE OF ALLEGIANCE

2. ROLL CALL

3. NEW BUSINESS
   A. JPC Appointment

   B. ZetaOne Contract Proposal

4. PUBLIC COMMENTS

5. ANNOUNCEMENTS/INFORMATION

6. ADJOURNMENT

ZetaOne Managed Services and Security Program Builder

Target Security Level	Critical Infrastructure / CJIS	
Suggested Service Level / Security Package	TSSP / Advanced	

	Updated Agreement	**Current Agreement**
Service Level	TSSP	MSP

People & Process

	Qty	Price Per	Qty
ZetaOne Technology + Security Success Program - Standard Seat	17	Per Seat	15
ZetaOne Technology + Security Success Program - Frontline Worker	15	Per Frontline Worker	

Program Roles

Service Desk	Included (After hours support also included)
Program Management	Included
Technical Alignment	Included
virtual Security Officer	Included
vCIO Buisness Review Cadence	Quarterly (minimum) Technology Business Review
Professional Services / Move, Add, Change	Not Included

Security Package	Standard

Technology

	Select	Qty	Priced Per	Qty	Select
Asset & Inventory Management	X	1	Per Client	1	X
Change Management	X	1	Per Client	1	X
Strategic Planning	X	1	Per Client	1	X
Security Compliance Management	X	1	Per Client		
Multifactor Authentication & Password Manager			Per User		
User Safety & Security	X	34	Per Microsoft 365 Mailbox	34	
Endpoint Safety & Security	X	17	Per Endpoint	17	X
Endpoint Backup & Recovery	X	16	Per End User Endpoint		
Web Browser Protection for Mobile WS			Per Mobile Workstation		
Active Domain & DNS Protections	X	1	Per Active Internet Domain	1	X
Parked Internet Domain Protections	X	6	Per Parked Internet Domain	6	X
Email Identity Protections (SPF/DKIM/DMARC)	X	1	Per Email Domain	1	X
Network Monitoring and Management			Per Managed Network Device		
Continuous Vulnerability Management Solution	X	1	Per Class C Subnet		
Secure Edge Remote Gateway			Per Remote Gateway		
Secure Edge Remote User			Per Remote User		

	Other Agreements				Other Agreements
Firewall as a Service	X	$ 390			X
Business Continuity / Disaster Recovery (BCDR) Appliance(s)	X	$ 479			X
Microsoft 365	X	$ 339			X
Dedicated ScreenConnect Cloud Subscription		$ -			

Cyber Insurance

Cyber Liability Policy	$1M Ins, $500k Warranty, < $50M Revenue

(Packages Highlighted in green are required to qualify for Cyber Security Liability Policy)

Program Pricing

Monthly Service Fees	**$4,206**	**$2,590**
Other Agreements	**$1,208**	**$1,208**
One Time Onboarding Fee	**$0**	N/A
Cyber Security Liability Policy (Optional Annual 3rd Party)	**$0**	N/A

ZetaOne Security Cyber Security Program Roadmap

Current Agreement

Mitre ATT&CK Activity	Preventive Capability	Detective Capability
Initial Access	Moderate	Moderate
Execution	Poor	Moderate
Persistence	Poor	Moderate
Privilege Escalation	Poor	Moderate
Defense Evasion	Poor	Moderate
Credential Access	Poor	Moderate
Discovery	Poor	Moderate
Lateral Movement	Poor	Moderate
Collection	Poor	Moderate
Command and Control	Moderate	Moderate
Exfiltration	Moderate	Moderate

Updated Agreement

Mitre ATT&CK Activity	Preventive Capability	Detective Capability
Initial Access	Excellent	Good
Execution	Good	Good
Persistence	Good	Good
Privilege Escalation	Good	Good
Defense Evasion	Good	Good
Credential Access	Good	Good
Discovery	Good	Good
Lateral Movement	Good	Good
Collection	Good	Good
Command and Control	Good	Good
Exfiltration	Good	Good

Security Roadmap Target

Mitre ATT&CK Activity	Preventive Capability	Detective Capability
Initial Access	Excellent	Excellent
Execution	Excellent	Excellent
Persistence	Excellent	Excellent
Privilege Escalation	Excellent	Excellent
Defense Evasion	Excellent	Excellent
Credential Access	Excellent	Excellent
Discovery	Excellent	Excellent
Lateral Movement	Excellent	Excellent
Collection	Excellent	Excellent
Command and Control	Excellent	Excellent
Exfiltration	Excellent	Excellent

IMPLEMENTATION OVERVIEW

Legend: Updated Agreement · Current Agreement · Target Implementation

#	Control Title	Current	Updated	Target
CSC #1	Inventory and Control of Enterprise Assets	40%	75%	95%
CSC #2	Inventory and Control of Software Assets	18%	54%	96%
CSC #3	Data Protection	0%	0%	96%
CSC #4	Secure Configuration of Enterprise Assets and Software	8%	54%	98%
CSC #5	Account Management	42%	83%	100%
CSC #6	Access Control Management	3%	69%	97%
CSC #7	Continuous Vulnerability Management	21%	93%	100%
CSC #8	Audit Log Management	21%	44%	90%
CSC #9	Email and Web Browser Protections	43%	96%	96%
CSC #10	Malware Defenses	54%	75%	100%
CSC #11	Data Recovery	25%	75%	100%
CSC #12	Network Infrastructure Management	0%	75%	97%
CSC #13	Network Monitoring and Defense	57%	57%	93%
CSC #14	Security Awareness and Skills Training	0%	97%	100%
CSC #15	Service Provider Management	0%	86%	89%
CSC #16	Application Software Security	0%	0%	96%
CSC #17	Incident Response Management	19%	36%	97%
CSC #18	Penetration Testing	0%	65%	90%

Maturity level:	Description:	Current	Updated	Target
Level One	Policies Complete	0%	66%	96%
Level Two	Controls 1-5 Implemented	15%	43%	97%
Level Three	All Controls Implemented	18%	56%	96%
Level Four	All Controls Automated	17%	22%	96%
Level Five	All Controls Reported	1%	46%	96%

	Identify	Protect		Detect	Respond	Recover
Devices	Endpoint Safety & Security Asset & Inventory Management ZetaOne Technology + Security Success Program - S Continuous Vulnerability Management Solution Security Compliance Management	ZetaOne Technology + Security Success Program - S Security Compliance Management Next Gen Firewall with Total Security Defense Endpoint Safety & Security User Safety & Security	[BOOM]	Endpoint Safety & Security Change Management Asset & Inventory Management Security Compliance Management ZetaOne Technology + Security Success Program - Standard Seat Next Gen Firewall with Total Security Defense	ZetaOne Technology + Security Success Program - S Security Compliance Management Endpoint Safety & Security	ZetaOne Technology + Security Success Program - S Security Compliance Management Change Management Endpoint Backup & Recovery Business Continuity / Disaster Recovery Appliance Endpoint Safety & Security
Applications	ZetaOne Technology + Security Success Program - S Endpoint Safety & Security Asset & Inventory Management Security Compliance Management Change Management Continuous Vulnerability Management Solution	ZetaOne Technology + Security Success Program - S Security Compliance Management Next Gen Firewall with Total Security Defense Endpoint Safety & Security		ZetaOne Technology + Security Success Program - S Endpoint Safety & Security Security Compliance Management	ZetaOne Technology + Security Success Program - S Endpoint Safety & Security Security Compliance Management	ZetaOne Technology + Security Success Program - S Security Compliance Management Change Management Endpoint Backup & Recovery Business Continuity / Disaster Recovery Appliance Endpoint Safety & Security
Network	ZetaOne Technology + Security Success Program - S Continuous Vulnerability Management Solution Security Compliance Management	Security Compliance Management ZetaOne Technology + Security Success Program - S Next Gen Firewall with Total Security Defense Endpoint Safety & Security	Cyber Security Incident	ZetaOne Technology + Security Success Program - S Endpoint Safety & Security Security Compliance Management Next Gen Firewall with Total Security Defense	ZetaOne Technology + Security Success Program - S Security Compliance Management Endpoint Safety & Security	Change Management Endpoint Safety & Security
Data	ZetaOne Technology + Security Success Program - S Security Compliance Management	ZetaOne Technology + Security Success Program - S Security Compliance Management Next Gen Firewall with Total Security Defense Email Identity Protections (SPF/DKIM/DMARC)		ZetaOne Technology + Security Success Program - S Security Compliance Management	ZetaOne Technology + Security Success Program - S Endpoint Safety & Security	ZetaOne Technology + Security Success Program - S Security Compliance Management User Safety & Security Endpoint Backup & Recovery Business Continuity / Disaster Recovery Appliance Endpoint Safety & Security
Users	ZetaOne Technology + Security Success Program - S Security Compliance Management Change Management Next Gen Firewall with Total Security Defense User Safety & Security	ZetaOne Technology + Security Success Program - S Security Compliance Management Change Management Next Gen Firewall with Total Security Defense User Safety & Security	[BOOM]	ZetaOne Technology + Security Success Program - S Security Compliance Management	ZetaOne Technology + Security Success Program - S Change Management Security Compliance Management Endpoint Safety & Security	ZetaOne Technology + Security Success Program - S Security Compliance Management Change Management Business Continuity / Disaster Recovery Appliance Endpoint Safety & Security
Degree of Dependency	Technology					People
			Process			