



Le Sueur County, MN

Tuesday, August 23, 2016

Board Meeting

Item 3

9:20 a.m. Scott Gerr (15 min)

RE: Quotes

Staff Contact:



Pricing Proposal
 Quotation #: 12028389
 Created On: Aug-10-2016
 Valid Until: Sep-09-2016

County of Le Sueur MN

Inside Account Executive

Scott Gerr

Phone: (507) 357-8286
 Fax:
 Email: sgerr@co.le-sueur.mn.us

Bill Scioscia

300 Davidson Ave.
 Somerset, NJ 08873
 Phone: 732-564-8554
 Fax: 732-564-8224
 Email: Bill_Scioscia@shi.com

All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 ScanMail Suite for Microsoft Exchange - Maintenance (renewal) (1 year) - 1 user - academic, volume, local, state - 251-500 licenses - Win Trend Micro - Part#: SSRA0038 Note: 3 Year Quote, ALL Lines Must Be Purchased	260	\$7.20	\$1,872.00
2 ScanMail Suite for Microsoft Exchange - Maintenance (renewal) (1 year) - 1 user - academic, volume, local, state - 251-500 licenses - Win Trend Micro - Part#: SSRA0038 Note: 3 Year Quote, ALL Lines Must Be Purchased	260	\$7.20	\$1,872.00
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		Subtotal	\$5,616.00
		Total	\$5,616.00

Additional Comments

If you are using SHI's contract# #48196 release C1046(5), please include this contract number on your PO

The Products offered under this proposal are subject to the SHI Return Policy posted at www.shi.com/returnpolicy, unless there is an existing agreement between SHI and the Customer.



Price Quote

AristotleInsight

Date: 8/16/2016
Quote #: 081616-A
Expiration Date: 12/31/2016

Sergeant Laboratories, Inc
200 Mason St Ste 15
Onalaska, WI 54650
(608)788-9143

Contact:
Matt Vande Slunt
Fax: (608)788-9662
mvandeslunt@provecompliance.com

To:

Le Sueur County
88 S Park Ave
Le Center, MN 56057

Scott Gerr
(507)357-8100
sgerr@co.le-sueur.mn.us

Salesperson	Ship Method	Shipping Terms	Payment Terms	Due Date
	UPS	FOB Destination	Net 30	TBD

Qty	Description	Line Total
1	AristotleInsight™ Configuration Includes: -Network Appliance License -Agent Installer -Training -Configuration	17,320.51
300	AristotleInsight™ Universal Agent Connections Includes: Installer (Windows OS, Mac OS)	Included
1	One year AristotleInsight™ License Includes: -Updates -Unlimited Phone Support -Hardware Support & Warranty -Customer Success Program	Included
	Estimated license for 300 agents after first year is \$7,794.23	

<i>Subtotal</i>	\$17,320.51
<i>Sales Tax</i>	exempt
<i>*Total</i>	\$17,320.51

For your convenience, this quote becomes an order upon acceptance by signature. Upon returning signed acceptance of this quote, Sergeant Laboratories will proceed with production and invoicing. Product License and Support Services Agreement acceptance required prior to system shipment.

Accepted by: _____

Reference/PO Number: _____

Please submit a copy of your organization's purchase order for processing.

*Transactions processed via credit card will be subject to a 3.65% surcharge.

Thank you for your business!



Freedom From SIEM Limitations

AristotleInsight™ is a next generation Big Data Security Analytics Platform. Implementing our UDAPE™ Cyber Intelligence Service, we free you from the limitations of traditional SIEM tools by unobtrusively doing the heavy lifting of collecting, organizing, and first pass analysis of security data. Backed by 30 years of experience, we put our focus on automatically collecting the data you need and moving it to a single location. Instead of just building another point security tool, we developed a complete, single-pane, security solution.

We do everything your SIEM does, but can your SIEM do this?

Threat Analytics

Know what potential threats there are to your network, if they are being exploited, and how to remediate them.

Configuration Reporting

Manage your permissions, privileges, and group policies. Know if a user privilege is escalated or a group is misconfigured.

Data Flow

Spot potential bad actors on your network by monitoring data in motion, data at rest, and process creation.

Vendor & Privileged User

Monitor user & vendor behavior to spot anomalous or risky actions that could lead to APTs or increased threats to your network.

Regulation Roadmap

Bridge the gap between Metrics & Regulations to prove compliance at a glance and build your book automatically.

Vulnerability Tracking

Stay a step ahead of criminals by knowing the latest vulnerabilities, how they are being exploited in the wild, and how to remediate them.

Maturity Monitoring

Automatically know your asset counts, how they are being utilized, and what important assets are at risk of attack. Easily track all Key Performance Indicators.

User Behavior Analytics

Track behavior by user groups to spot anomalous behavior that could be insider threats or criminals already inside your network.

Topological Risk Reporting

Seamlessly & automatically track your structure of risk by which assets are most important to your organization and map risk by asset connections.

Quick Deployment

AristotleInsight™ installs across your entire network in a matter of hours, instead of weeks or months. Seamless integration into your security stack is possible with minimal configuration required.

Any Environment

Whether it be Cloud, Hybrid, or On-site, AristotleInsight™ has the ability to fit into any network. Our data collection techniques enable remote locations to be monitored with no extra equipment or cost.

Complete Coverage

AristotleInsight™ collects data from the full spectrum of your IT environment to provide complete security coverage. Know exactly what is happening on your network or cloud, how many devices are connected, and what potential threats exist.

Call or Email Us Today

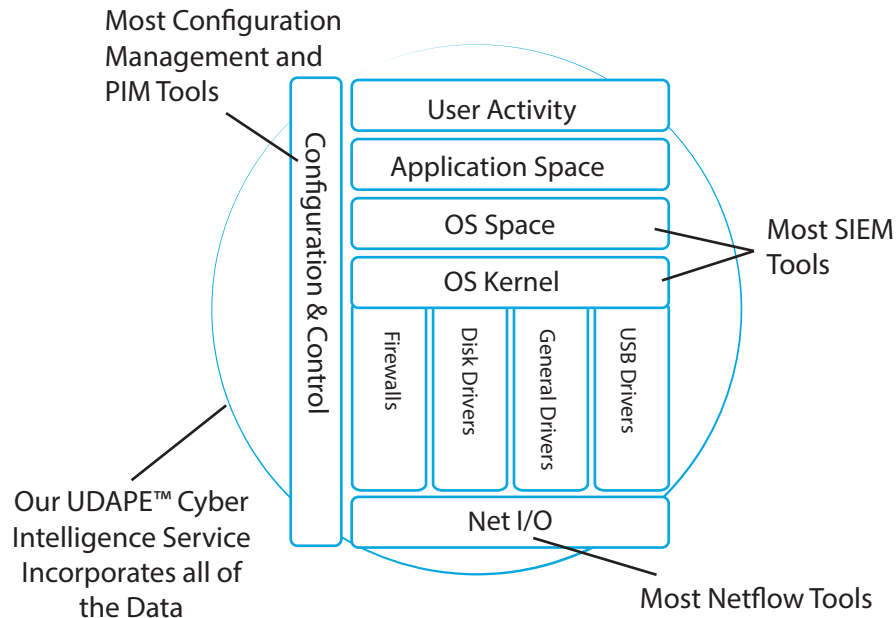
866.SGT.LABS(748.5227)

sales@aristotleinsight.com

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UDAPE™ Sets You Free From SIEM Limitations



Our UDAPE™ Cyber Intelligence Service turns security upside-down to make traditional “security tools” become just reports

Why AristotleInsight™?

Reduce Unnecessary Operational & Tool Costs

Clean Your Security Stack of Unneeded Point Solutions

Massively Scalable, Single-pane Solution

Automatic Notification of Threats, Vulnerabilities, & Risk

Track from User, to Device, to Application, to Process, to Endpoint

Empower Your Hunt Team

866-748-5227

www.aristotleinsight.com

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Big Data Security Analytics Solution Automating the Cyber Intelligence Cycle

At Sergeant Laboratories, our Hunt Team was tired of fighting to obtain meaningful metrics that are repeatable, structured, and historical. Currently, Hunt Team data is provided by repurposed IT tools and is incomplete, difficult to collect, and unorganized. The holy grail of information security is easy access to structured, historic metrics from across the entire network. We accomplished this with AristotleInsight, our Big Data Security Analytics solution. AristotleInsight tracks from user, to device, to application, to process, to endpoint -- implementing the UDAPE® Model of security metrics.

- **Detect privilege escalation and user lock-outs.**
- **Track user behavior that could lead to APTs or Cryptolocker.**
- **Eliminate point solutions to increase operational efficiency & reduce cost.**
- **Map regulations to metrics & metrics to regulations proving compliance at a glance.**



- **Map vulnerability risk by asset importance.**
- **Automatically collect, organize, store, analyze, and visualize Cyber Intelligence Cycle metrics.**
- **Monitor AUP, True-up, behavior clustering, and data usage.**
- **Conduct unprecedented, detailed post incident response.**

Reduce Tool & Operational Costs

Strong security posture requires the collection, organization, storage, analysis, and visualization of Cyber Intelligence Cycle data across the entire UDAPE® spectrum. When successfully implemented, the UDAPE® model enables Hunt Teams, security risk, and compliance professionals to understand their network, measure processes, compare trends, and investigate anomalies. For example, consider the words of NSA Hacker-in-Chief, Rob Joyce, "You'd be surprised about the things running on a network versus the things you think are supposed to be there." This statement results from relying on repurposed IT tools and point solutions that are expensive, cumbersome, and not capable of moving or structuring large amounts of data.

With the help of AristotleInsight, organizations can eliminate repurposed IT tools and point solutions to increase operational efficiency and reduce cost. By installing in hours, instead of days or weeks, AristotleInsight can provide valuable benefits right out of the box. The results are incredible. Anomalous and risky user behavior simply jump out, pointing to potential APTs or Cryptolocker. Vulnerability tracking by asset importance shows the risk surface of your most crucial IT assets. Years of historical, granular data enables Hunt Teams to conduct post-incident response and actively seek out potential threats in a fraction of the time. Call us today to learn more about the benefits of implementing the UDAPE® model for security analytics.

Call or Email Us Today
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sales@aristotleinsight.com

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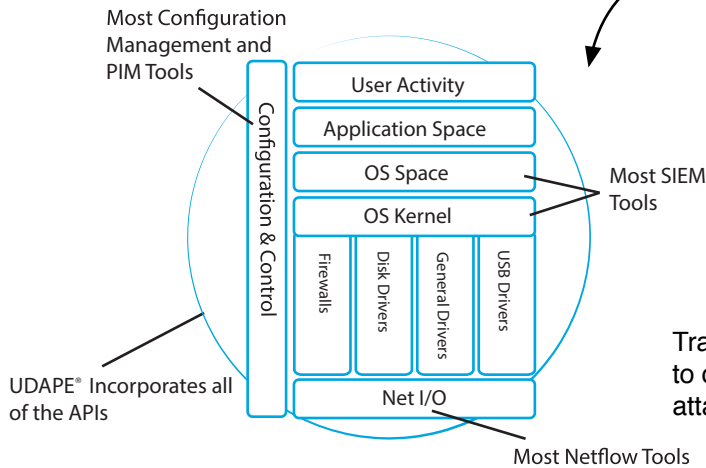
Reduce Tool & Operational Costs of Security

Technology capable of implementing Big Data Security Analytics based on the UDAPE® model produces powerful benefits right out of the box. Instead of using repurposed IT tools & point solutions that create data silos and visibility holes, AristotleInsight is able to provide a historical, contextually rich, enterprise-wide perspective of your information security, risk, governance, and audit posture – all behind a single pane of glass. The results are impressive.

Map vulnerabilities by asset importance, detect risky user behavior, and track full UDAPE® spectrum all in one solution

Baseline the entire enterprises data flow to endpoint.

Track all data flow from User, to Device, to Application, to Process, to Endpoint for a full picture of your network.

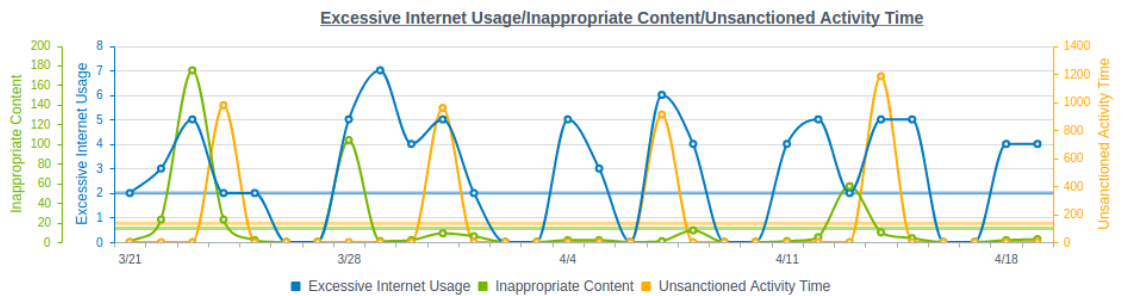


Real-time User & Entity Behavior Analytics

Authentication - 03/27/2016		
Local Logons		0
Local Logoffs		0
Remote Connects		0
Remote Disconnects		0
User Account Lockouts		0
Failed Logons		1
Disabled Account Logon Attempts		0
Dormant Account Logon Attempts		0
Password Resets		0
Admin Password Resets		0

Track user lock-outs to detect brute force attacks.

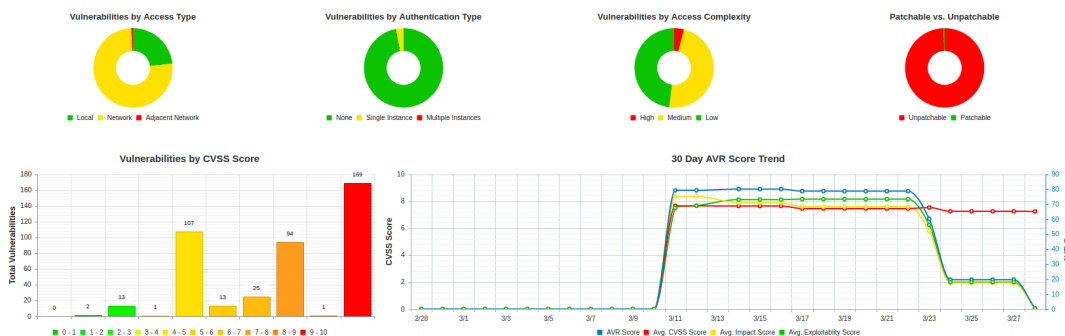
Track risky user behavior to prevent potential APTs & Cryptolocker.



Enterprise Overview

AVR Score	Avg. CVSS Score	Avg. Exploitability Score	Avg. Impact Score	Total Vulnerabilities
25.87	7.24	2.64	2.54	425

Aristotle Vulnerability Risk Scoring



Map vulnerabilities by asset importance to show risk surface of key IT assets.

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