

City of Lathrup Village
27400 Southfield Road
Lathrup Village, MI 48076
www.lathrupvillage.org | (248) 557-2600

TO: Mayor & City Council
FROM: Mike Greene – City Administrator
DATE: September 21, 2026
RE: State & Local Cybersecurity Grant Project

Background Brief: The City of Lathrup Village was awarded \$21,678 through the Fiscal Year 2024 State and Local Cybersecurity Grant Program (SLCGP) administered by the Michigan State Police, Emergency Management and Homeland Security Division, and funded by the Federal Emergency Management Agency. The grant is intended to strengthen the City's cybersecurity posture and supports two primary initiatives: Multi-Factor Authentication (MFA) implementation and migration to a .gov domain.

As part of the grant requirements, the City was required to issue a Request for Proposals (RFP) for the implementation of these projects. This requirement applied even though the City currently contracts with VC3 for ongoing IT management and support services.

The City solicited proposals for the work and received pricing from multiple vendors. Based on the proposals received, staff recommends that the City award the contract to VC3, despite VC3 not submitting the lowest bid.

This recommendation is based on the overall value, continuity, and reduced implementation risk associated with having the City's existing IT service provider perform the work.

While another vendor may be able to complete the initial implementation at a lower cost, the City believes the additional considerations associated with MFA and .gov implementation warrant selecting the City's existing IT provider.

Multi-Factor Authentication

MFA implementation is not simply the installation of a standalone security product. The project will interact with the City's existing identity systems, Microsoft 365 environment, conditional access policies, email, user accounts, security policies, and other systems managed by VC3.

VC3 has significant institutional knowledge of the City's technology environment, including its users, systems, security policies, and existing configurations. This familiarity provides several advantages:

- Existing knowledge of the City's environment: VC3 already understands the City's users, systems, configurations, and security policies.
- Ongoing support: VC3 will remain responsible for supporting and troubleshooting the City's environment after the MFA implementation is completed.
- Reduced coordination risk: Using a separate implementation vendor would require coordination between that vendor and VC3 and could create additional opportunities for delays or disagreements regarding responsibility when issues arise.
- Integration with existing systems: MFA implementation can affect identity management, conditional access policies, email, user onboarding, and other security controls that VC3 already manages.
- Continuity and documentation: VC3 can implement the project in a manner consistent with the City's existing standards, documentation, and operational processes.

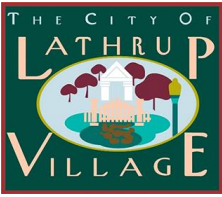
Bruce Kantor
Mayor

Kelly Garrett
Mayor Pro-Tem

Jalen Jennings
Council Member

Jason Hammond
Council Member

John Sousanis
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A third-party vendor may be able to perform the initial MFA deployment for a lower upfront cost. However, VC3 would still need to be heavily involved because it manages and supports the City's technology environment on an ongoing basis. Utilizing a separate implementer could therefore increase project coordination requirements, create accountability challenges, and require additional effort to transfer knowledge and documentation.

Using VC3 provides the City with continuity, reduced implementation risk, and a single point of accountability for both implementation and ongoing support.

.gov Domain Migration

The same considerations apply to the City's migration to a .gov domain, and in many respects the justification for using VC3 is even stronger.

A domain migration can affect numerous systems and public-facing services, including email delivery, user identities, DNS records, authentication, websites, third-party integrations, and other Microsoft 365 configurations.

VC3 already possesses knowledge of the City's:

- Microsoft 365 tenant and configuration;
- Email systems and routing;
- DNS records and domain configuration;
- Authentication and identity-management systems;
- Third-party integrations;
- User workflows and account structure; and
- Existing cybersecurity and administrative controls.

Having the City's existing IT provider perform the migration also establishes shared accountability for the project. If a third-party vendor performs the migration and an issue subsequently occurs, responsibility can become divided between the implementation vendor and the City's ongoing IT provider.

This is particularly important because errors during DNS changes, email routing, or identity transitions could potentially interrupt communications with residents, businesses, vendors, and government agencies.

Using VC3 reduces the number of handoffs and provides the City with a single organization responsible for both implementing the change and resolving any resulting issues. It also eliminates the need for a separate vendor to transfer technical knowledge, configuration information, and documentation to VC3 following the project.

Finally, the .gov migration intersects directly with other cybersecurity measures, including MFA, identity management, email security, and Microsoft 365 administration. These are areas already managed by VC3, allowing the projects to be coordinated as part of the City's broader cybersecurity strategy.

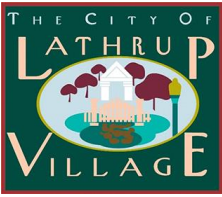
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BID SUMMARY

Vendor	Flat Cost	Other/Optional
GSG	14,615.00	13,320.00
Hours Technology	17,850.00	3,820.00
Novinzio	20,800.00	8,500.00
Smartshore	20,960.00	
Cendien	21,500.00	
Cybrty	21,500.00	
Tech IT Out	21,678.00	
VC3	21,828.03	3,900.00
Dewpoint	22,000.00	3,971.00
RNSC Technologies	22,530.88	
Elite Tech Fusion	24,000.00	19,600.00
CyberElite	30,847.00	9,745.00
ClearPath	31,000.00	
Technijian	31,010.00	
Consultadd	31,220.00	
Tenfold Security	32,500.00	
Hypertec	33,647.00	
Vitoshia	36,750.00	
Sentienl	37,125.00	4,221.00
SSI	46,940.00	6,000.00
M2 Tech	47,500.00	6,200.00
V3 Main	53,208.13	
SGB	107,500.00	27,500.00

Previous Action: N/A

Economic Impact: Proposal cost of \$21,828.03 + \$3,900 in yearly recurring services once implemented. The City will be reimbursed \$21,678 via the SLCGP once the project is completed.

Recommendation: Staff recognizes that VC3 was not the lowest-cost proposer. However, the City is not simply purchasing a one-time installation. The selected vendor will be making significant changes to the City's technology environment that will require ongoing support and troubleshooting.

Given VC3's existing knowledge of the City's systems, its responsibility for ongoing IT support, and the potential operational consequences of MFA and .gov implementation, staff believes the additional value and reduced risk associated with utilizing VC3 outweigh the difference in initial proposal pricing.

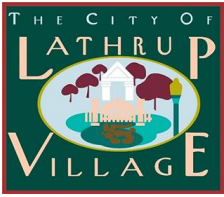
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Recommended Motion:

Moved by Councilmember _____, seconded by Councilmember _____, to award the State and Local Cybersecurity Grant Program (SLCGP) contract to VC3 for the estimated flat cost of \$21,828.03 plus \$3,900 in recurring services.

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