



MSP Information Technology RFP

City Council Meeting

September 21, 2026



QUINTILLION CONSULTING

Agenda

- Introductions
- Recap
- Vendors
- Monthly Cost Comparison
- Final Pricing Comparison
- Recommendation
- Q + A



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Assessment Team



Ryan Falcone

Partner / Principal Consultant

Ryan Falcone has more than 20 years of experience in various domains of IT risk management, including cybersecurity, audit, governance / compliance, IT disaster recovery, and supply chain risk management.

He has extensive experience implementing cyber security, business continuity, disaster recovery, crisis management, and enterprise risk management programs for both global Fortune 500 companies and mid-tier organizations.

Ryan attended Cornell University and earned an MBA from Le Moyne College, two MS degrees from the Rochester Institute of Technology and Case Western, and a Ph.D. [ABD] from Case Western. He has a CBCP certification from the DRII, is a CMMC registered practitioner, and recently earned a professional certificate in cybersecurity risk management from Harvard University.



Ryan Kelley

Partner / Principal Consultant

Ryan Kelley has more than 20 years of experience in risk management, cybersecurity, audit, governance / compliance, IT disaster recovery, and GRC. He has a blend of business and IT expertise and comprehensive business analysis acumen.

He has developed and implemented program maturity and risk assessments across multiple industry best practices (NIST CSF, ISO, SWIFT, and CIS) and has a proven track record of assessing, resolving, and managing complex organizational problems.

He is a CMMC registered practitioner, Master Business Continuity Professional, and holds a professional certificate in cybersecurity risk management from Harvard University.



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Recap

- **Requirements Development** – Quintillion engaged City department leaders to identify strengths of current IT MSP service delivery model, gaps in operational practice, and future requirements.
- **RFP Development** – Developed comprehensive RFP [published June 5th] to evaluate technical capabilities, service delivery, and pricing.
- **Competitive Solicitation** – Received 19 vendor proposals by the July 10 submission deadline.
- **Proposal Evaluation** – Performed structured technical, service, and pricing analysis across all 19 submissions.
- **Finalist Interviews** – Department leaders selected 5 vendors for detailed interviews.
- **Final Scope & Pricing** – Provided detailed City environment and service requirements to the finalists to provide normalized, final pricing.
- **Finalist Selection** – City leadership evaluated the combined proposal, interview, and pricing results and narrowed the field to 2 finalists.
- **Reference Validation** – Conducted reference checks with municipal clients to validate service quality, responsiveness, cybersecurity capabilities, law enforcement / CJIS support experience, pricing transparency, and overall client experience.

19 Proposals → 5 Interview Candidates → 2 Finalists → Final Recommendation



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Vendors

1. **3RT Networks**
2. 4EOS
3. Atomic Data
4. **CIT**
5. ConsultADD
6. Corsica Technologies
7. **CTS (Computer Technology Solutions)**
8. DirSec / Anjolen
9. FuntoNetwork
10. Global Solutions Group (GSG)
11. ISSQUARED
12. Leonard
13. M2 Technology
14. Netrio
15. NetVPro
16. **Pantheon Computer Systems**
17. SoftSages
18. SOL-I.S.
19. **Tech Support Minnesota**



Monthly Cost Comparison



\$7,437.87 / Month



COMPUTER
TECHNOLOGY
SOLUTIONS

\$19,066.20 / Month



\$23,240.35 / Month



TECH SUPPORT
MINNESOTA

\$12,814.37 / Month



\$20,196.06 / Month

Final Pricing Comparison



Final Monthly Price

\$7,437.87 / month

Term of first Contract

36 months

Second Contract Renewal

**10% increase over existing
pricing**



Final Monthly Price

\$20,196.06 / month

Term of First Contract

36 months

Second Contract Renewal

**20-30% increase over listed
pricing**

Recommendation



- Extensive experience supporting municipality environments and law enforcement
- Proven capabilities supporting infrastructure / fiber / OT / SCADA
- Willing to commit to long term contract [3 years] at current pricing
- Provided guarantee that second contract would not exceed 10% increase from current proposed pricing
- Proposed pricing would **save the City approximately \$12,000 per month** [vs. existing provider, CTS]