



ADDENDUM NO. 001

RFP No. 02TECH25
Endpoint Protection and
Device Management
(EDR/XDR) AND Data
Backup and Recovery
Solutions

Date: June 17, 2025

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Addendum must be acknowledged in your proposal submittal to be deemed "Responsive".

QUESTION	ANSWER
Is Lynwood looking at multiple solutions to fulfill the needs of Component A?	One complete solution that detects, prevents, and scans (cleans) the infection. 24/7 any endpoint installation
Of the 15K total devices, how many are Chromebooks, Windows, and Mac?	Chromebooks=15,000, Windows=1,500, Mac=1,000
What email and web security solutions does Lynwood have in place today?	Google Workspace. Information is confidential and will be disclosed during the clarifying period for respondent who receives notice of award
What SIEM and Log Management tool does Lynwood have in place today?	Information is confidential and will be disclosed during the clarifying period for respondent who receives notice of award
Could you please confirm the approximate number of endpoints (staff, student-use, and/or servers) the district would like covered under Component A (EDR/XDR)? If an estimate isn't available, we're happy to provide tiered pricing options to ensure flexibility.	.Chromebooks=15,000, Windows=1,500, Mac=1,000. Please provide tiered pricing options.
Centralized policy enforcement and reporting. Do you mean EDR policy enforcement? What do you mean specifically?	EDR Policy Enforcement
BYOD visibility and monitoring- What are you using today for this and can you be more specific of what you are looking for in this RFP solution?	BYOD visibility/monitoring, e.g. Clearpass solution in place, not configured

QUESTION	ANSWER
Do you have a Network Traffic Monitoring solution is in place today?	Yes. We currently use an open source solution.
What is your requirement for log retention?	Minimum 30 days
How many devices (Servers and Client Endpoints) are in the network that will need EDR/XDR protection?	See response to Question 2
How many Firewalls do you have and what type?	Two (Fortinet)
How many Network devices do you have in the Network?	Please be more specific about Network devices. Please see response to Question 2 for device count and breakdown
What is the size of your IT Team?	10
Do you have infrastructure hosted in the cloud (AWS, Azure, GCP, etc.)?	Yes
How many total locations do you have and how are they connected today?	20 (Hub & Spoke) 10 GB Uplink
Does the district require the solution to analyze the data from AD/Google Workspace?	Not necessarily, open to all options
Of the 15,000 district managed devices, can you tell us how many of these are student devices?	Chromebooks = 15,000
How many student email accounts does the district have?	11,000
How many faculty/staff email accounts does the district have?	1,500
Will the district accept solutions outside of EDR/XDR to accomplish the requirements listed in the RFP?	Open to all options
Can you detail your expectations for BYOD visibility and monitoring? Does the district have its own NAC solution and if not, is that part of this proposal?	Does not pertain to this project
What is the make and model of the hardware currently being used as the backup repository?	DELL
What are the network interface speeds (e.g., 1 Gbps, 10 Gbps, etc.) of the current backup repository server?	1GB Interface, 10GB circuit to GCP
What is the total usable storage capacity of the current on-premises backup repository?	50TB On-prem

QUESTION	ANSWER
What has been your backup storage growth over the last 2yrs?	2-3 Percent
Is encryption currently enabled for backups stored on-premises (at rest and/or in transit)?	No
How many backup jobs are currently scheduled in the HYCU environment?	17
How many virtual machines and/or bare-metal servers are currently being backed up?	17
What is the current backup retention policy for on-site backups (e.g., number of restore points, days, weeks)?	14 days
What retention policy is expected or required for the new off-site (air-gapped/immutable) backup solution?	Minimum 30 days
Is there a dedicated backup network or VLAN used for backup traffic?	No
Are there firewall or routing policies that could affect repository access?	Yes
What is the internet upload bandwidth available for off-site replication or backup?	10Gb
Are there any specific compliance requirements (e.g., HIPAA, CJIS, SOC 2, FERPA) the backup solution must meet?	Yes, FERPA, HIPAA
What type of Veeam license is currently in use (e.g., Standard, Enterprise, Universal)?	Do not use Veeam
What are your RTO (Recovery Time Objective) and RPO (Recovery Point Objective) targets?	Our RTO is to be online within minutes. The RPO is to use the most current backup available (backed up on a daily basis).
How often are backup recovery tests conducted?	Recovery backups are performed on a as needed basis
Is there a documented disaster recovery plan, and should the solution integrate with it?	No
• Disaster Recovery Objectives	Full Operability
What are your RTO (Recovery Time Objective) and RPO (Recovery Point Objective) targets?	Please see row 37

QUESTION	ANSWER
How often are backup recovery tests conducted?	Recovery backups are performed on a as needed basis
Is there a documented disaster recovery plan, and should the solution integrate with it?	No
Are you looking to replace or supplement HYCU?	No
What are your issues with HYCU or where is it deficient?	None
What is the total capacity of data to be backed up?	4.6 TB
What is the percentage of structured vs unstructured data?	90 % Structured Data
Please list the retention values.	Minimum 30 days
What is the data change rate percentage and the rate of growth?	2 -5 %
Please list all applications that require protection and the data sizes of each.	Domain Controllers, DNS, DHCP
Which applications require continuous data protection?	Domain Controllers, DNS, DHCP
Are any backups used for archive purposes or is there a proper archive solution? Is the archive solution included in the data to be backed up?	HYCU
List all operating systems supported and versions.	Windows, macOS, Linux, ChromeOS, iOS, AndroidOS
How many physical hosts? How many VMs? How many on-prem vs cloud?	68 VM's
Is on-prem data all at the same site? How many sites?	Yes
What cloud-based SaaS applications require backup? Do cloud-based apps require an on-prem copy of backups?	None
Are there other hyper-converged/software-defined storage solutions besides Nutanix? Please list.	No
Is there a SAN? NAS? Please list the array models and SAN switches if any. Any available SAN ports?	No
What are the network connectivity capabilities? (10Gb, 10GBaseT, 25Gb, 100Gb, etc.)	10 Gb

QUESTION	ANSWER
What is the bandwidth to the cloud? What is the bandwidth between sites? What percentage can be used for backup/recovery? Are there plans to increase or provide dedicated bandwidth for this project?	10Gb
Comprehensive disaster recovery plan:	Yes
Is there a current DR plan? What are the issues with the current plan?	No Issues
Is there an existing hierarchy of mission-critical apps that must be restored in a disaster? Does this need to be developed as part of the project?	Domain Controllers, DNS, DHCP
What existing business continuance solutions are in place? (data replication, site recovery manager, Nutanix DR, etc.)	Replication to GCP
Please list each app/service that will be included in the DR plan. Describe the infrastructure that supports each app/service. (i.e. standalone server w/ SAN storage, VMs in Nutanix cluster, cloud-based VM, etc.)	Domain Controllers, DNS, DHCP
What are the RPO/RTO for each application in a disaster? Are they different for different types of disasters? (i.e. data center failure vs natural disaster that closes schools)	Our RTO is to be online within minutes. The RPO is to use the most current backup available (backed up on a daily basis).
Is there a DR site?	Yes
PROPOSAL: Provide (1) One Original (3) Three Copies and (1) One USB drive with your Proposal	

End of Addendum No. 1