



# Decision Support Order Form

**BETWEEN:**

The Institute for Applied Network Security, LLC (“IANS”) 2 Center Plaza, Suite 500 Boston, MA 02108	<b>And:</b>	El Dorado County (“Customer”)  <b>330 Fair Lane</b> <b>Placerville, CA, 95667</b>
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This Order Form shall be governed by and shall be incorporated by reference into the Master Services Agreement entered into between the parties as of January 9, 2024, (the “Master Services Agreement”). This Order Form, which consists of the attached Terms and Conditions, the attached Services/Products Description, any Statement of Works (“SOW”) attached hereto, the Master Services Agreement, and any other documentation included herein by reference is entered into by and between IANS, a Massachusetts limited liability company, and Customer, as of the Signature Date set forth above.

The parties hereby acknowledge that they have read and understand this Order Form, all attachments, and other documentation attached hereto or referenced herein, and agree to all such terms and conditions.

**Customer must check the box below if a Purchase Order is required to invoice:**

A Purchase Order is required and has been approved; a copy has been submitted together with this Order Form

Purchase Order # _____	
Invoice submission address:	
By email to:	By US mail to:
Email address: _____	Contact Name: <u>Tonya Digiorno</u>
	Contact Phone: _____
	Billing Address: <u>360 Fair Lane</u>
	<u>Placerville, California 95667</u>

**THE INSTITUTE FOR APPLIED NETWORK SECURITY, LLC**

**EL DORADO COUNTY**

By: \_\_\_\_\_  
*Signature*

By: \_\_\_\_\_  
*Signature*

\_\_\_\_\_  
*Name (Print)*

\_\_\_\_\_  
*Name (Print)*

\_\_\_\_\_  
*Title*

\_\_\_\_\_  
*Title*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Date*

# TERMS AND CONDITIONS

Customer hereby purchases the services/products (which are further described in the attachment to this Order Form entitled “**Services/Products Description**”) specified below for which the corresponding boxes are selected and agrees to pay the corresponding fees for such services/products:

Services/Products	Service Period		Fees	Quantity	Total for the Service Period
	Start	End			
<input checked="" type="checkbox"/> <b>Individual Decision Support Subscription</b>	<b>1/9/2024</b>	<b>1/8/2027</b>	\$210,000.00	<b>1</b>	<b>\$210,000.00</b>

**\*Pricing valid until 1/12/24. Executed Order Form, Master Services Agreement, and Purchase Order (if applicable) are required for pricing to be valid. Pricing for services is only valid for this service period. Subsequent renewal of future services will be at list price.**

**Payment Terms:**

\$210,000.00 shall be due and payable within **FORTY-FIVE (45) DAYS** from Contract Start Date

**Service Period & Renewal:**

The Service Period is noted above. If not noted above, the Service Period shall commence on the Signature Date of this Order Form and continue for a term of 36 months.

**Notices:**

Notices to Customer shall be in duplicate and addressed as follows:

To Customer:

County of El Dorado  
 Information Technologies Department  
 360 Fair Lane  
 Placerville, California 95667

Attn.: Tonya Digiorno  
 Director, Information Technologies Department

With a copy to:

County of El Dorado  
 Chief Administrative Office  
 330 Fair Lane  
 Placerville, California 95667

Attn.: Michele Weimer  
 Procurement and Contracts Manager

or to such other location as County directs.

# SERVICES/PRODUCTS DESCRIPTION

This section describes the Services/Products of the Team Decision Support Subscription and defines the access for each to the Assigned Credential IDs:

Credentials	Total number of included credentials in your subscription <i>Applies to Ask-An-Expert (AAE), Peer Community, Insights Portal</i>		Quantity
	<b>Full Credential</b>	<ul style="list-style-type: none"> <li>One Full Credential assigned to one named individual</li> <li>Can set up, coordinate, initiate and participate in AAE calls</li> <li>Provides access to IANS' online Insights Portal, containing proprietary insights including Ask-An-Expert write-ups, research reports and recordings</li> <li>Can attend IANS Forums, Symposiums and Webinars</li> </ul>	
<b>Additional Notes</b>	<ul style="list-style-type: none"> <li>Non-Credential holders can attend Forums and Webinars</li> </ul>		NA

Ask-An-Expert	Submit unlimited requests to the IANS Faculty network of experts		Full Credentials
	<ul style="list-style-type: none"> <li><b>Phone call:</b> Up to 60-minutes with an IANS Faculty expert to discuss a specific topic or question.</li> </ul>		Included
	<ul style="list-style-type: none"> <li><b>Faculty Poll:</b> Short written responses from 3-5 IANS Faculty members with unique perspectives.</li> </ul>		Included
	<ul style="list-style-type: none"> <li><b>Written Report:</b> A written response to your request that is prepared by an IANS Faculty member.</li> </ul>		Included

Peer Community	Access to the IANS peer community for information and sharing of best practices in Infosec		Number of Employees At Each Event:
	<ul style="list-style-type: none"> <li><b>Decision Support Webinars:</b> Monthly hour-long presentations featuring IANS Faculty members examining hot topics in information security.</li> </ul>		Unlimited
	<ul style="list-style-type: none"> <li><b>CISO Roundtables:</b> Virtual and in-person roundtable discussions exclusively for CISOs and senior level InfoSec executives to learn and share insights in a confidential setting, led by IANS staff and Faculty.</li> </ul>		By Invitation
	<ul style="list-style-type: none"> <li><b>Forums:</b> Virtual and in-person educational events including keynote addresses, IANS Faculty-led breakout sessions, technology spotlight sessions and networking breaks.</li> </ul>		Up to 5 employees for in-person Forums, unlimited for Virtual Forums
	<ul style="list-style-type: none"> <li><b>Symposiums:</b> Virtual and in-person, IANS Faculty-led deep-dive explorations of technical and operational information security topics, free of vendor presence.</li> </ul>		Up to 2 credential holders for in-person Symposiums, unlimited for Virtual Symposiums

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Access to the IANS online portal		Full Credentials
Insights Portal	<b>Portal Features</b> <ul style="list-style-type: none"> <li>• <b>Faculty Reports:</b> IANS Faculty-written, topical reports</li> <li>• <b>Ask-An-Expert Writeups:</b> Anonymized write-ups answering Ask-An-Expert written questions.</li> <li>• <b>Ask-An-Expert Transcripts:</b> Anonymized transcripts of Ask-An-Expert Calls discussions</li> <li>• <b>Ask-An-Expert Questions Database:</b> A searchable database of anonymized questions from IANS' clients Ask-An-Expert (AAE) sessions.</li> <li>• <b>Compensation &amp; Budget Benchmark Survey Report:</b> Cross-industry overview of compensation of CISOs &amp; CISO staff, market-validated benchmarking for security budgets and a close look at the drivers of CISO satisfaction.</li> <li>• <b>On demand recordings:</b> Includes Symposium Replays, Webinar Replays, Executive Communications Briefings, Tech Briefings</li> </ul>	3
	<ul style="list-style-type: none"> <li>• <b>Tools &amp; Templates:</b> A collection of tools, toolkits, templates, checklists, matrices, and maps with step-by-step guidance for tackling specific InfoSec initiatives and completing common tasks.</li> </ul>	3
	<ul style="list-style-type: none"> <li>• <b>Executive Communications:</b> Daily coverage on security topics from key news publications, formatted in business language to brief the C-suite and key internal stakeholders. Includes live quarterly IANS Faculty briefings and Incident Faculty Briefings with recordings made available on the Insights Portal. Includes access to dedicated Incident Command Center pages spun-up to follow developments on major events.</li> </ul>	3
	<ul style="list-style-type: none"> <li>• <b>Content Aggregator:</b> Aggregated third-party InfoSec information formatted in ready-to-use PowerPoint slides, Executive Briefings, infographics, and IANS InfoSec themed Graphics Library, to support internal communications to the Board, C-suite, and lines of business.</li> </ul>	3
	<ul style="list-style-type: none"> <li>• <b>Vendor Assessment Community:</b> Dedicated stream of research from Faculty experts and IANS customers to help researching, selecting, and implementing vendors in key security domains. Contains Tech Essentials, Market Overviews and real-life Case-Studies of vendor selection and implementation.</li> </ul>	3

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Executive Competencies	Access to IANS Executive Competencies	Named Individuals
	<p>An IANS proprietary, infosec specific executive development program for CISOs and aspiring security leaders, addressing elevated requirements for CISOs</p> <ul style="list-style-type: none"> <li> <b>Premium Executive Coaching:</b> An annual subscription on a per seat basis (seat for a named individual) that includes an individual IANS' CISO Competency Assessment and a 360° evaluation report, an IANS Faculty-led assessment debrief &amp; planning group session, business &amp; leadership development pathways including access to an executive content library, skill development assignments, leadership webinars (live &amp; on-demand) and competency development workshops (live &amp; on-demand). Participants can earn competency badges and program certification. The service includes IANS portal full access. </li> </ul> <p>The Premium Executive Coaching adds features to the Core program: a personalized debrief and goal-setting session with IANS Faculty Coach, exclusive executive content, roundtable sessions and one/one coaching sessions with an IANS Faculty Coach.</p>	1

CPE Credits	Participants can earn 1 CPE credit per hour for these IANS programs (1)	CPE Credits
	<ul style="list-style-type: none"> <li>Ask-An-Expert phone call</li> </ul>	1/Ask-An-Expert call (1)
	<ul style="list-style-type: none"> <li>Decision Support Webinars</li> </ul>	1/Webinar
	<ul style="list-style-type: none"> <li>Forums</li> </ul>	1/Forum hour
	<ul style="list-style-type: none"> <li>Symposiums</li> </ul>	1/Symposium hour
	<ul style="list-style-type: none"> <li>On demand recordings on IANS Client Portal: Symposium Replays, Webinar Replays, Executive Communications Briefings, Tech Briefings</li> </ul>	1/hour

(1) Applies to Ask-An-Expert phone calls & events, sessions that meet required standards for awarding CPE credits.