



FFY24 State and Local Cybersecurity Grant Program (SLCGP) Application and Procurement Webinar



Cal OES
GOVERNOR'S OFFICE
OF EMERGENCY SERVICES



Introductions

State & Local Projects Unit Staff

- Nicole Kriger
- Kelsey Jones
- Ben Rodriguez
- Trevor Martin

Procurement SME

- Toran Baha



Required Documents

- FFY 2024 SLCGP FMFW (Macro) v.22
- FFY 2024 SLCGP Standard Assurances
- FFATA Financial Disclosure – December 2023
- Subrecipient Grants Management Assessment Form
- **Governing Body Resolution/Signature Authority**
- Certification Regarding Lobbying
- ***STD 204 (if new to Cal OES)***
- ***SAM***
- ***20-Day Letters***



FMFW – Facesheet Tab

(Cal OES Use Only)									
Cal OES #		FIPS #	000-00000	VS#		Subaward #	2024-0090		
CALIFORNIA GOVERNOR'S OFFICE OF EMERGENCY SERVICES GRANT SUBAWARD FACE SHEET									
The California Governor's Office of Emergency Services (Cal OES) hereby makes a Grant Subaward of funds to the following:									
1. Subrecipient: Your Agency Name as registered w/ Sam.GOV						1a. UEI: From SAM.Gov			
2. Implementing Agency: Your Agency Name as registered w/ Sam.GOV						2a. UEI: From Sam.Gov			
3. Implementing Agency Address: _____ (Street) (City) (Zip+4)									
4. Location of Project: _____ (City) (County) (Zip+4)									
5. Disaster/Program Title: State & Local Cybersecurity Grant Program						6. Performance / Budget Period: July 1, 2026 to August 31, 2028 (Start Date) (End Date)			
7. Indirect Cost Rate: N/A Federally Approved ICR (if applicable): _____ %									
Item Number	Grant Year	Fund Source	A. State	B. Federal	C. Total	D. Cash Match	E. In-Kind Match	F. Total Match	G. Total Cost
8.	2024	SLCGP		\$250,000	\$250,000				\$250,000

[Facesheet](#) [AA Info](#) [Project Ledger](#) [Planning](#) [Organization](#) [Equipment](#) [Training](#) [Exercise](#) [M&A](#) [Indirect Costs](#) [Consultant-Contractor](#) [ICR](#) [AA Approval](#)



Project Worksheet

SLCGP Project Worksheet Overview

OMB Control No: 1660-0166

Expiration Date: 07-31-2027

Complete rows 5-15 with the information for the SLCGP award and state or local/tribal government organization. Replace the instructive language with the appropriate information.

Federal Award Number	EMW-2024-CY-05190
Project Worksheet Submission #:	The first project worksheet submission is at time of application and therefore would be (#1). Subsequent submissions for revisions or additional projects would be sequential (e.g., #2, #3, etc.)
Federal Fiscal Year:	FY 2024
Award Amount Requested:	
Total Cost Share Amount:	
State/Local Government Entity:	
Point of Contact Name:	
Point of Contact Title:	
Government Entity Address:	
Point of Contact Phone Number:	
Point of Contact Email Address:	

PAPERWORK BURDEN DISCLOSURE NOTICE

Public reporting burden for this data collection is estimated to average 6 hours per response. The burden estimate includes the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and submitting this form. You are not required to respond to this collection of information unless a valid OMB control number is displayed on this form. Send comments regarding the accuracy of the burden estimate and any suggestions for reducing the burden to: Information Collections Management, Department of Homeland Security, Federal Emergency Management Agency, 500 C Street, SW, Washington, DC 20472-3100, Paperwork Reduction Project (1660-0156) NOTE: Do not send your completed form to this address.



Transferring Baseline Project Information to the FMFW

State/Territory/Local Agency Name	Investment (Objective #)	Project Name	Project Description	Planning	Organization	Equipment	Training	Exercises
City of Norwalk	Objective 1 (Governance & Planning), Objective 3 (Mitigation)	ERP Security Enhancements	Deploys multi-factor authentication (MFA), enhanced access controls, and comprehensive security logging within the Munis Enterprise Resource Planning (ERP) platform to strengthen the security of payroll, vendor payments, the general ledger, and resident utility billing data. This project implements Cybersecurity Performance Goals (CPGs) 5.a (Multi-Factor Authentication) and 5.b (Enhanced Logging).	\$ -	\$ -	\$ 70,000.00	\$ -	\$ -
City of Norwalk	Objective 3 (Mitigation)	Firewall & Network Security Upgrades	Replaces the existing perimeter firewall with a next-generation firewall solution that provides deep packet inspection, web application firewall (WAF) capabilities, high-availability configuration, and automated threat intelligence-based blocking to strengthen the security of internal and public-facing systems.	\$ -	\$ -	\$ 50,000.00	\$ -	\$ -
City of Norwalk	Objective 2 (Assessment & Evaluation), Objective 3 (Mitigation)	Endpoint Detection & Ransomware Protection	Deploys Endpoint Detection and Response (EDR) software across City-managed endpoints to provide behavioral monitoring, ransomware detection and containment, and real-time threat alerting. This project establishes the City's first proactive threat detection capability and enhances its ability to detect, investigate, and respond to cybersecurity incidents.	\$ -	\$ -	\$ 45,000.00	\$ -	\$ -
City of Norwalk	Objective 1 (Governance & Planning), Objective 3 (Mitigation)	Secure Backup & Disaster Recovery	Establishes an encrypted offsite backup environment for the City's Finance and Utility Billing systems with defined Recovery Time Objectives (RTOs) and Recovery Point Objectives (RPOs). This project implements Cybersecurity Performance Goals (CPGs) 5.c (Data Encryption) and 5.f (Reconstitution) to strengthen the City's recovery capabilities and address identified gaps within the Recover function.	\$ -	\$ -	\$ 40,000.00	\$ -	\$ -
City of Norwalk	Objective 2 (Assessment & Evaluation)	Security Monitoring (SIEM) & Vulnerability Management	Deploys a Security Information and Event Management (SIEM) platform to aggregate, correlate, and analyze security logs from the City's Enterprise Resource Planning (ERP) system, perimeter firewall, and endpoint devices in real time, improving threat detection, incident	\$ -	\$ -	\$ 30,000.00	\$ -	\$ -



Transferring Baseline Project Information to the FMFW

SORT (A-Z)

SPELLCHECK

CLEAR FILTERS

PROJECT LEDGER

APPLICATION

ADVANCE

REIMBURSEMENT

MODIFICATION

CLEAR

City of Norwalk

123-45566

2024-0090

VALIDATE WORKSHEET

Award

\$235,000

BLACK FONT

RED STRIKETHROUGH

BLUE FONT

ADD ROW

DELETE ROW

NEW REQUEST

NEW MOD ITEM

Request Type

Initial Application

POP Start Date

July 1, 2026

POP End Date

August 31, 2028

Cal OES Approval

SLCGP Objective	Direct / Subaward	Project	Project Title	Project Description	Funding Source	Solution Area	Solution Area Sub-Category	Core Capabilities	Capability Building	Deployable / Shareable	Budgeted Cost	Previously Approved Amount	Amount This Request	Total Approved	Remaining Balance	Percent Expended	
#3 Mitigation	Direct	A	ERP Security Enhancements	Deploys multi-factor authentication (MFA), enhanced access controls, and comprehensive security logging within the Munis Enterprise Resource Planning (ERP) platform to strengthen the security of payroll, vendor payments, the general ledger, and resident utility billing data. This project implements Cybersecurity Performance Goals (CPGs) 5.a (Multi-Factor Authentication) and 5.b (Enhanced Logging).	SLCGP	Equipment	05 - Cybersecurity Enhancement Equipment	Cybersecurity	Build	Shareable	70,000					\$235,000	
#3 Mitigation	Direct	B	Firewall & Network Security Upgrades	Replaces the existing perimeter firewall with a next-generation firewall solution that provides deep packet inspection, web application firewall (WAF) capabilities, high-availability configuration, and automated threat intelligence-based blocking to strengthen the security of internal and public-facing systems.	SLCGP	Equipment	05 - Cybersecurity Enhancement Equipment	Cybersecurity	Build	Shareable	50,000					50,000	
#3 Mitigation	Direct	C	Endpoint Detection & Ransomware Protection	Deploys Endpoint Detection and Response (EDR) software across City-managed endpoints to provide behavioral monitoring, ransomware detection and containment, and real-time threat alerting. This project establishes the City's first proactive threat detection capability and enhances its ability to detect, investigate, and respond to cybersecurity incidents.	SLCGP	Equipment	05 - Cybersecurity Enhancement Equipment	Cybersecurity	Build	Shareable	45,000					45,000	
#3 Mitigation	Direct	D	Secure Backup & Disaster Recovery	Establishes an encrypted offsite backup environment for the City's Finance and Utility Billing systems with defined Recovery Time Objectives (RTOs) and Recovery Point Objectives (RPOs). This project implements Cybersecurity Performance Goals (CPGs) 5.c (Data Encryption) and 5.f (Reconstitution) to strengthen the City's recovery capabilities and address identified gaps within the Recovery function.	SLCGP	Equipment	05 - Cybersecurity Enhancement Equipment	Cybersecurity	Build	Shareable	40,000					40,000	
#3 Mitigation	Direct	E	Security Monitoring (SIEM) & Vulnerability Management	Deploys a Security Information and Event Management (SIEM) platform to aggregate, correlate, and analyze security logs from the City's Enterprise Resource Planning (ERP) system, perimeter firewall, and endpoint devices in real time, improving threat detection, incident visibility, and security monitoring capabilities.	SLCGP	Equipment	05 - Cybersecurity Enhancement Equipment	Cybersecurity	Sustain	Shareable	30,000					30,000	

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Instructions

Facesheet

AA Info

Project Ledger

Planning

Organization

Equipment

Training

Exercise

M&A

Indirect Costs

Consultant-Contractor

ICR

AA Approval

+



Transferring Project Ledger Information to the Equipment Solution Area

EQUIPMENT																			APPLICATION	ADVANCE	REIMBURSEMENT	MODIFICATION	CLEAR
City of Norwalk																			Ledger Type		Initial Application		
000-92020 2024-0090																			POP Start Date		July 1, 2026		
																			POP End Date		August 31, 2028		
																			Cal OES Approval				
BLACK FONT	RED STRIKE THROUGH	BLUE FONT	ADD ROW	DELETE ROW	VALIDATE WORKSHEET	NEW REQUEST	NEW MOD ITEM																
Project	Equipment Description (include Qty.)	SAFECOM Complain	Solution Area Sub-Categor	Funding Source	Invoice Number	Vendor	ID Tag Number	% of Federal Funds Used in the Purchase	Condition & Dispositi	Deployed Locati	Acquisition Date	Noncompetitive Procurement over \$250k	Hold Trigger	Approval Date	Budgeted Cost	Previously Approved Amount	Amount This Reque	Total Approved	Remaining Balance				
															\$235,000				\$235,000				
A	Microsoft Entra ID (qty: tbd)	N/A	05 - Cybersecurity Enhancement Equipment	SLCGP	tba	tba	tba	100%				No	N/A	n/a	30,000				30,000				
A	Duo Security (qty: tbd)	N/A	05 - Cybersecurity Enhancement Equipment	SLCGP	tba	tba	tba	100%				No	N/A	na	40,000				40,000				
B	Palo Alto network services (qty: 10)	N/A	05 - Cybersecurity Enhancement Equipment	SLCGP	tba	tba	tba	100%				No	N/A	n/a	20,000				20,000				
B	Cloud Hybrid Mesh Firewall (QTY: 3 year)	N/A	05 - Cybersecurity Enhancement Equipment	SLCGP	tba	tba	tba	100%				No	N/A	n/a	30,000				30,000				
C	Endpoint Detection and Response EDR Software (qty: 300 endpoint license)	N/A	05 - Cybersecurity Enhancement Equipment	SLCGP	tba	tba	tba	100%				No	N/A	n/a	45,000				45,000				
D	Backup Appliance and Cloud Replication (qty: 2 year subscription)	N/A	05 - Cybersecurity Enhancement Equipment	SLCGP	tba	tba	tba	100%				No	N/A	n/a	40,000				40,000				
E	Security Information and Event Management (SIEM) Software (QTY: 10 enterprise license)	N/A	05 - Cybersecurity Enhancement Equipment	SLCGP	tba	tba	tba	100%				No	N/A	n/a	30,000				30,000				



FEMA Required Information

- FEMA requires CalOES to submit all proposed projects (including Indirect Costs, if applicable) that will use SLCGP funds for approval by FEMA/CISA.
- For this reason, CalOES requests that SLCGP subrecipients work to finalize the Project Worksheets first.
- Your assigned Grants Analyst will work with you to finalize your project worksheet.



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Procurement Standards

- All procurement activities must be conducted in accordance with **documented procurement procedures** provided that they comply with the federal procurement standards found at **2 C.F.R. § 200.318 – 200.327**
- If there is any conflict between the procurement procedures used and the Federal procurement standards, you must follow the more restrictive provision



Full and Open Competition

- All procurement transactions under a federal award **must be fully and openly competed** consistent with the standards in Part 200 of the C.F.R.
- Some common situations considered to be restrictive of competition are, but not limited to:
 - Placing unreasonable requirements for vendors to qualify
 - Specifying only a brand name product
 - Splitting purchases to bypass competitive procurements rules



Methods of Procurement

Procurement Types Grouped into 3 Categories

Informal
CFR 200.320(a)

- Micro-Purchases
- Simplified Acquisitions

Formal
CFR 200.320(b)

- Sealed Bids
- Competitive Proposals

Non-Competitive
CFR 200.320(c)

- Non-Competitive Procurements



Award Amount vs. Procurement Amount

- The required procurement method is based on the procurement's total value, not the grant award amount or the portion funded by the grant.
- Example: A subrecipient receives a \$250,000 SLCGP award and applies it toward a \$400,000 cybersecurity system. The procurement method is based on the full \$400,000 purchase, not the \$250,000 grant-funded portion.



Informal Procurement Methods

Micro-Purchases

§ 200.320(a)(1)

- Purchases below the Micro-Purchase threshold **do not** require soliciting competitive price or rate quotations
 - Reasonableness of price/rate **must be documented**
- Federal Acquisition Regulations (FAR) has set the Federal micro- purchase threshold at **\$15,000**
 - If internal Micro-Purchase threshold is less, you must use that amount



Informal Procurement Methods

Micro-Purchase Threshold Increase

§ 200.320(a)(1)(iv) – (v)

- **Self-certify** threshold **up to** \$50,000 if CFR conditions are met
- **OR**
- Obtain **Federal approval** for a threshold **higher than** \$50,000



Informal Procurement Methods

Simplified Acquisitions

§ 200.320(a)(2)

- **Greater than** Micro-Purchase threshold and **less than or equal to** the Simplified Acquisition Threshold (SAT)
- The SAT is currently set at **\$350,000**, per FAR
 - Internal threshold cannot exceed amount set by FAR
- **A minimum of 3 Price/Rate quotations** is recommended



Formal Procurement Methods

Sealed Bids § 200.320(b)(1)

- Greater than SAT \$350,000
- Scope of Work is definite
- RFBs must be publicized
- Bids solicited from 2 or more bidders/offerors
- Public opening of bids at set date and time
- Fixed-Price contract awarded to lowest price bidder

Proposals § 200.320(b)(2)

- Greater than SAT \$350,000
- Scope of Work is less definitive
- RFPs must be publicized
- Proposals solicited from 2 or more proposers/offerors
- Proposals scored based on established evaluation criteria
- Fixed-Price or Cost-Reimbursement contract awarded to proposal that is most advantageous



Non-Competitive Procurements

§ 200.320(c)(1) – (5)

- Non-competitive procurements are only allowable under one or more of the following circumstances:
 1. Amount does not exceed the Micro-Purchase Threshold
 2. Single Source
 3. Public Exigency or Emergency
 4. Inadequate Competition
 5. With Federal Awarding Agency or Pass-Through entity Authorization

NOTE: Cal OES will only authorize if one of the first four circumstances apply



Non-Competitive Procurement Authorizations

- All noncompetitive procurements in **excess of \$250,000** require **prior approval** from Cal OES
 - No retroactive approvals will be granted
- Cal OES prior approval is also required for all SLCGP-funded **non-competitive procurements of training, regardless of the dollar amount**
- For [CSTI/DHS Pre-Vetted Single Source Homeland Security Trainings](#), prior approval from Cal OES is still required



Non-Competitive Procurement Authorizations

- What must be submitted to Cal OES for non-competitive procurement approval?
 1. [Non-Competitive Procurement Authorization \(NCPA\) form](#)
 2. CSTI Tracking Number for training courses
 3. A Cost or Price Analysis
 4. Prior Approval documentation, if applicable



Cost or Price Analysis

§ 200.324(a)

- **Objective:** To ensure a fair and reasonable price
- Must perform a Cost or Price Analysis for **every procurement action exceeding** the Simplified Acquisition Threshold of **\$350,000**, including contract modifications



Cost or Price Analysis

- A Price Analysis is a method for evaluating similar products
- A Cost Analysis is a method to evaluate the fair market value of a product without comparing it to another
- **As a starting point**, it is **REQUIRED** that an independent price/cost estimate be made and documented before receiving any bids or proposals



Price Analysis

- Price Analysis is the most commonly used method to determine a fair and reasonable price
- Typically used when acquiring items or services that are **on the open market** and that have competing alternatives with **relatively similar benefits**
- A Price Analysis would include a detailed review of the benefits of each offering relative to the quoted prices



Price Analysis

- Techniques include, but are not limited to:
 - Comparing proposed prices with independently developed price estimates prepared prior to receiving bids/proposals
 - Comparing proposed prices received in response to a solicitation
 - Comparing prior (historical) proposed/contract prices with current proposed prices for the same or similar goods or services
 - Comparing offers with competitively published catalog prices, published market prices, or similar indices



Cost Analysis

- Typically used when there are **no comparable products or services**
- A Cost Analysis involves the review of separate cost elements or line items and proposed profit to determine a fair and reasonable price



Cost or Price Analysis

	Price Analysis	Cost Analysis
Level of Analysis	Simple	Detailed
Competition	Adequate	Inadequate
Method	Price Comparison	Cost Breakdown



Contract Provisions

§ 200.327

- All contracts must contain the applicable provisions described in Appendix II to Part 200
- Common Issue: Citing Appendix II without including the applicable provisions or required contract language.



Procurement Records

- Maintain all procurement records
- Procurement records confirm compliance with the Federal standards at 2 C.F.R 200.318 – 200.327
- Lack of documentation is a common finding
- Records must be maintained for at least 3 years from date of grant closeout



Resources

- [Code of Federal Regulations | eCFR.gov](#)
- [PDAT Homepage & Training Schedule | FEMA](#)
- [2024 Contract Provisions Guide | FEMA](#)
- [California Specialized Training Institute \(CSTI\) | Cal OES](#)



Thank You



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