



Pre-Proposal Meeting Notes and Additional Submitted Questions

1. Are you looking for hard costs per service or an hourly rate for various levels of engineer?

Offeror shall determine pricing mechanism; however, pricing must be auditable.

2. Will respondents be required to provide authorization from manufacturers if they are not the manufacturer?

Assuming "respondents" is a Current Authorized Reseller, is not a requirement to include manufacture authorization within your proposal. However, upon request of Region 4 ESC or Participating Public Agency, awarded Supplier must be able to provide authorization from manufacture.

3. Does the offeror have to provide "services" for those NIST Cyber Categories (e.g. Detect, Identify, etc.) or provide product or services that fall under those categories? If services, do you have to provide services for ALL categories, or some will be acceptable?

Offerors who offer these services either individually or in a combination are qualified to respond to this solicitation.

4. If there are addendums issued...how will we be notified?

If addendums are issued any Offeror that has requested the RFP will be sent the addendum. To date (3-12-20) no addendums have been issued.

5. Can we secure a Word doc of the contract for redlining?

No, only PDF version is provided

6. Can Exhibit B be redlined?

Yes

7. How is the 3% admin fee paid?

Refer to Exhibit B, # 13

8. Section III, #7 (Additional Agreements) - In this section, it states that "if an Offeror requires additional agreements, a copy of the proposed agreement must be included with the proposal." Does this imply that an Offeror can include a Manufacturer's standard terms and conditions (e.g. EULA, etc.) as part of this section?

Yes, Offeror should include any agreement an agency will be asked to sign if they were to use the contract.

And will orders placed against the resultant Master Agreement be subject to these Manufacturer standard terms and conditions?

This is between the Supplier and the Participating Public Agency.

9. Section III, #5 (Proposal Format) - Can you please confirm that an Offeror only has to provide the proposed catalog pricelist in an electronic format, and does not have to provide a printed copy?

Correct

10. Section III, #6 (Binder Tabs) - Can you please confirm that in response to Tab 3 (Performance Capability), Offerors should only be providing a response to Section 3.0 of Appendix D, Exhibit A? Can you clarify if the Offeror must include a copy of all Exhibits of Appendix D as part of its response package under Tab 3?

**Yes, TAB 3 should include B) Performance Capability
Appendix D should include Exhibits A, B, F & G**

11. Please confirm whether US Federal Government agencies are excluded from participation under this agreement.

Correct

12. Section III, #22 (Samples) - Please confirm whether this section is intended to apply to software and hardware.

This is non-applicable to this RFP

13. Section IV, #2.a (Not to Exceed Pricing - This section states, "Contractor must allow for lower pricing to be available for similar product and service purchases." Please confirm whether these similar products and services are those made by the same manufacturer.

NO

14. Appendix D, Exhibit A, Section 3.1(H) - Please confirm you are requiring a list of specific subcontractors and/or affiliates that the offeror will be using under the Master Agreement for performing services; including any applicable certifications they hold. If so, are we able to update the list of subcontractors through-out the life of the Master Agreement?

Yes. Subcontractors may be added throughout the life of the Master Agreement, refer to Appendix A, # 10

15. Can you explain the pricing methodology for services? We are not clear about the following paragraph: 'Additional discounts or rebates may be offered for large quantity orders, single ship to location, growth, annual spend, guaranteed quantity, etc. vii'

This refers to any special offerings that may be available to Participating Public Agencies

16. Our company is based in Rhode Island, but we are licensed in Texas. Do you have preference for local companies?

NO

17. Is the opportunity set aside for minority businesses?

NO

18. Would Region 4 ESC and Omnia consider reducing the fee for this potential new contract that is more competitive and in line with other cooperative contracts?

These are our standard documents. Offeror's may take exceptions to any terms & conditions in accordance with the RFP exception language.

19. Would Region 4 ESC and Omnia consider a notation for pricing to provide 'same or better pricing', that is more in line with other cooperative contracts and contracts language—and to notate or require same or better pricing 'on any contract that is prevalent in the market' be limited to contracts that are held by the offeror? As its notated is far too widespread to maintain compliance.

Refer to # 18

20. What is the weight in the evaluation for the section for the guarantee sales for each year?

Refer to IV. Evaluation Process & Criteria

21. Would Region 4 ESC and Omnia be open to do quarterly reporting instead of monthly as this is a best practice amongst other cooperative contracts?

Refer to # 18

22. Who is a part of this Region 4 ESC and OMNIA community--- Participating Public Agencies that are using and are authorized for this potential new contract? This is to help understand how to position and the audience for this potential new contract. Is there national coverage? Can you specify areas?

Please refer to <https://www.esc4.net/about/about-region-4> and <https://www.omniapartners.com/publicsector/who-we-serve>

23. Can our Not to Exceed contract pricing that we submit in our proposal include the contract admin fee? To be clear, we propose the end-user contract price after our discount includes the admin fee.

All pricing submitted shall include the administrative fee

25. Would Region 4 ESC and OMNIA consider requiring a letter of authorization from the Offeror for the specific vendors? As in our years of experience in managing and working with numerous cooperatives, this is a best practice and eliminates any risk in an unauthorized supplier and the overall supply chain for the specific vendor.

Refer to # 18

The following statement is provided as response to questions 26-31 below:

This is a new contract category that will be marketed across the country to Participating Public Agencies therefore, the requested information will be determined by the Participating Public Agency's own environment and needs.

26. Identify

- Asset Management - What is the use case? Query for Bios, CPU, RAM, etc. To what extent? Will this need to integrate with CMDB? Are you needing to understand the mix of systems, license management?

- Business Environment - What do you need to identify? Overall security architecture or inside the business environment. Is this for business operations, route and switch servers, messaging systems and the cloud? What are the boundaries of the environment or just at the edge of the environment?
- Governance - What type of governance? What is the expected response to this, ie are you looking for a process, guidance, framework?
- Risk Management - Are you expecting an advisory service and product? Is this a GRC question or program development request?
- Risk Management Strategy – NA

27. Protect

- Awareness Control - Is this in reference to awareness for employees or security controls?
- Awareness + Training - Is this expecting a security awareness assessment of current posture or a recommendation for a program for employees to take (eg Wombat, Knowbe4 etc)?
- Data Security - Is this asking for email data security, DLP, encryption and discovery or is this asking for a specific industry regulation?
- Information Protection + Security - Can you elaborate in terms of a specific product or service or is this asking for a specific approach to architecture and implementation strategy? Is this a Defense in Depth strategy question. Is a process already in place or is this asking for a guideline or map to be written; if so are guidelines going to be presented?
- Maintenance - Is this asking for recommendations on patching existing tools and assessing needs for such? Is this asking for health checks on current ecosystem and keeping up to date?
- Protective Technology - Is the anticipated tech at network or endpoint level. What is actually being protected? Is this going to be deployed in the cloud? Is a CASB or firewall needed at that level?

28. Detect

- Anomalies + Events - Is a SIEM expected to be deployed or is a solution being requested? Is this asking at endpoint or network level?
- Continuous Security Monitoring - Is this asking for recommendations for an MSSP? Is this asking for 5-9 and weekends support? What SLA is requested if so?
- Detection Process - Is this meant to be a policy, procedure or guideline? Is the process something that people and technology will follow? Is this asking for an existing NIST based policy to be written or is one already in place to review and supplement?

29. Respond

- Response Planning - NA
- Communication- Is a policy or procedure in place? Is there an existing workflow involving a ticketing system?
- Analysis - What threat feeds or ISACs are in place to correlate with?
- Mitigation -NA
- Improvements - NA

30. Recover

- Recover Planning - Is a disaster recovery model currently in place or is one being requested?
- Improvements - Is this asking to review previous incidents or how to better handle ongoing?
- Communications - Is this asking for a media response? What communication path is this asking for: internal or external?

31. Pricing

To what extent are we expected to provide pricing? Is a model for 1-500, 500-1000, 1000+ expected for discounting? Are services to implement solutions expected to be provided in this? As tech per solution has not been given, can we assume that all this will need to be GovCloud eligible?