

UC IT Security Tools RFP

Q&A: revised 11/12/20

Response in Blue font designate that this is a question and/or response that had been added since the prior revision of this document

	Question	Response
1	Will there be an administrative fee on products sales under the Master Agreement? Will OMNIA Partners collect a fee from the awardee based on contract sales?	Yes, there is an administrative fee collected from the awardee under the OMNIA Partners National Cooperative Contract. Please see OMNIA Partners, Exhibit A, Section 1.2, last paragraph attached in the OMNIA Partner Questionnaire.
2	Will respondent be allowed to attach product terms or End User License Agreements (EULA) to their proposal? If not, will future awardee be permitted to attach product terms, warranties, and EULAs to their quotes?	Yes, you can attach it to the proposal. The Supplier EULA will be negotiated and be incorporated with the UC Terms and Conditions.
3	Is it a requirement for respondents to have eCommerce platforms?	No, it is not a requirement that a respondent have an eCommerce platform
4	Can you clarify you will accept responses from companies who can address only one or two technologies within the RFP?	Yes, the UC will accept proposals from Suppliers that can address only one/two categories/technologies. <b>Note: There will be a follow-on instruction specifically related to how Suppliers respond to the mandatory questionnaires when submitting proposals to one/two categories/technologies</b>
5	Can a reseller be listed under multiple manufacturers?	Should a manufacturer/OEM use a reseller for product fulfillment, the manufacturer/OEM needs to list that reseller in their proposal response. In this scenario, in the event of an award, the UC will have a "Master Agreement" with the manufacturer/OEM and another agreement with the listed reseller. It is possible that different manufacturer/OEMs list the same reseller. If the reseller submits the response, the reseller is required to submit a letter of attestation from each manufacturer/OEM <b>10/15/20 Update to the above response</b> If an RFP response where an OEM partners with a VAR is awarded as a result of this RFP, then the UC needs to have an underlying agreement with the OEM in addition to the VAR partner that clearly identifies the accountability of each of the parties. The UC needs to understand which party is responsible for the performance of the product, potential data breach if it's a SaaS application, technical support, maintenance, 3 <sup>rd</sup> party infringement, liability?
6	Hello, I cannot locate the OMNIA Partners, Exhibit A in any of the documents that populate through the	The referenced Exhibit A is attached to question #2 in the OMNIA Questionnaire found in the Questionnaire section.

	download button feature. Can you confirm that this document is in the vendor view?	
7	With respect to OMNIA Partners Questionnaire that is comprised of Q2 through Q5, is there Q1, in case we missed that?	Yes, there is a Q1 in the OMNIA Partners Questionnaire.
8	I do not think your vendors have access to any of the questionnaires referenced throughout the RFP. We only have access the general guidelines, basic details, timeline, buyer information and vendor information. I am afraid we are missing major documents through this portal. The general guideline sections include appendix docs, the sustainability requirement, purchasing agreement, GDPR, etc. However, there is no mention of questionnaires or OMNIA documents that need to be completed. Can you please check to ensure everyone has access to the complete list of documents we need to complete?	Respondents need to accept all the mandatory guidelines in order to download the Questionnaires. The RFP response is via the Questionnaires.
9	I think I understand what is happening. Yes, there is a Q1 in the RFP Questionnaire, Sheet 7 for OMNIA Partnership, Q1 - Q6. My question was related to the unzipped file, which created subfolders for Q2 - Q5. Q2 begins with Exhibit A, which indicates this is the start of all related Exhibits. So, perhaps, a subfolder for Q1 does not exist.	That is correct. What you are seeing is an attachment taxonomy. Q1 does not have any attachments, therefore, a sub-folder does not exist.
10	Per tab #2 (Supplier Capability Questionnaire), may an OEM issue more than one (1) letter of attestation to resellers?	Yes, an OEM can issue more than one letter of attestation to the reseller. The letter of attestation is applicable when the resellers responds to the RFP. In this instance, in the event of an award, the UC requires an agreement with the OEM and a separate agreement with each reseller partnering with the OEM. <a href="#">10/21: The response to this question was modified in the OEM-VAR clarification document that was posted on the Discussion Forum on 10/19</a>
		The UC is clarifying the prior response in Q,10 by adding the following. Yes, an OEM can issue more than one letter of attestation to the reseller provided that no two resellers will respond to the same category. For example, an OEM can partner with reseller 'A' that submits the response to Cat 1 – CASB and partner with reseller B that submits a response to Cat 2 – Device Discovery. The UC understands that when participating in the OMNIA National program, the OEM could want multiple resellers in the same Category to fulfill distribution across the country and to potentially a much larger customer base. In this instance, it is recommended that the OEM submits the response (not the reseller) and if in consideration for an award, the logistics of multiple resellers is finalized in negotiations.

11	002197-Sep2020-Required Historical UC Sales Data Report.docx references a "Spend data XLS" which I cannot locate. Please advise	A template to submit historical UC sales data will be posted on 10/9 in the Discussion Forum as a discussion topic
12	Will UC be publishing the questions asked by respondents in an amendment? If so, where will amendments be published in the portal (i.e. what section?)	The responses to Supplier questions will be published in this pdf and posted as an attachment in the Discussion forum. Suppliers need to continue to use the Discussion forum to post questions. This pdf Q&A will be updated with the date it is posted. New questions from the discussion forum will continually be added to this document such that this one document collectively captures all the Q&A.
13	Are we able to add OEMs post-award	No. See question 14
14	If we are able to add new OEMs post-award, can we also add new categories to the contract? Or would we be limited to the categories we were awarded	Presuming you are a distributor, no you cannot add OEM's to the contract post award, nor can you add categories post-award. In each of the category questionnaires, one of the questions asks "List and describe any related products and services not included in this Request for Proposal that your firm can provide that may be of benefit to the University. The Pricing file has a tab to submit prices for these related products". This is an opportunity for the OEM to recommend products that are not directly associated with the categories. 10/9: The response to question 14 is being clarified. The RFP was not designed to be responded by a distributor. If you are a VAR you cannot add OEM's to the contract post award, nor can you add categories post-award.
15	How are distribution partners factored into this? For instance, the OEM names a VAR in their letter of attestation, but that VAR will have to go through a distributor. Or vice versa, if the OEM names a distributor in their letter of attestation, that distributor will need to have a VAR to actually transact business with the schools. Can an OEM name a distributor and a VAR in the letter of attestation since they're both required to transact business?	Refer to Section G: Instructions for Submitting Proposals in the Event and Process Summary document. The RFP was designed for the OEM to respond. In the event the OEM does not have a direct sales model with end users, the UC welcomes a partnership/collaboration between the OEM and a VAR designated by the OEM to serve as their fulfillment partner. RFP responses must identify the VAR partner by name. Should the OEM's VAR partner submit the response then the response needs to include a letter of attestation from the OEM confirming the partnership. If an RFP response where an OEM partners with a VAR is awarded as a result of this RFP, then the UC needs to have an underlying agreement with the OEM in addition to the VAR partner that clearly identifies the accountability of each of the parties.  The role of a distributor is between the OEM and the VAR.  <a href="#">10/21: Also Review the OEM-VAR clarification document that was posted on the Discussion Forum on 10/19</a>
16	Within Category 6 - SEIM, can UCOP expand on what a "node" is and / or provide the level of data (or types of data) that the "node" would generate for each of the four (4) scenarios?	<a href="#">The SIEM Pricing File is being redone and a new version is being added as an amendment. It does list data as a metric.</a>
17	If we are a Distributor, are we able to utilize channel partners post award as	See the response to Question 15.

	selling agents? Meaning, they are able to quote and invoice directly to customers?	The RFP was not designed to be responded by a distributor.
18	If an OEM issues a letter of attestation to a distributor, is the distributor able to name multiple resellers under them to take purchase orders directly from and users that wish to use the contract?	See the response to Question 15.
19	If the respondent is a VAR/distributor, if awarded, can the awardee authorize resellers or subcontractors to sell on their behalf?	See the response to Question 15. The RFP was not designed to be responded by a distributor.
20	In section I. Proposal Evaluation and Agreement Award: 2.1. Sustainability 15%. Does Sustainability in the aforementioned section mean the same as the General Guidelines Sustainability Requirement certification? I am trying to find a definition for sustainability where it is outlined in the criteria section.	No, Sustainability in section I. Proposal Evaluation and Agreement Award: 2.1 is not the same as the as the General Guidelines Sustainability Requirement certification. The Sustainability in the criteria section consists of the following three Questionnaires in the Questionnaires section found in the Calusource portal <ol style="list-style-type: none"> <li>1. Sustainability Questionnaire</li> <li>2. Sustainability (Accessibility Questionnaire)</li> <li>3. Sustainability (Security Questionnaire)</li> </ol>
21	If we are looking to submitted multiple OEMs, do we provide separate questionnaires or consolidate all under a single file? Are we able to point to a separate document for responses versus having to respond only within the spreadsheet?	Review the OEM-VAR clarification document that was posted on the Discussion Forum on 10/19 for details.
22	Can an OEM prime the response, but provide a list of resellers to fulfill orders if awarded? Or if the OEM primes and wins a category will all transactions take place directly with the OEM	See the response to Question 15.
23	Is it possible to get the Full Time Equivalent Student Count per university? Additionally, for the other entities that will utilize contract the number of Internal Users (employees - full/parttime) and External (contractors, visitors, guests) users per entity?	11/2: The category specific questions will be being moved to the end of this this Q&A and sorted by Category for better reference. Expect this updated in the 11/3 issuance of the Q&A document.
24.	If a supplier has an existing agreement in place with the UC's, will that supersede the General Guidelines in the RFP?	Yes, it will, provided that the agreement in place is a UC-Wide Agreement (not a campus specific agreement) and that it was executed or renewed within the last three years.
25.	Where is the "Exceptions UC terms and condition" form located?	If a supplier is taking exceptions to any of the terms and conditions in the Guidelines, create a document stating which specific section of the UC Terms and Conditions is an issue, specify why it is an issue, and propose alternative language. Label this document "Exceptions UC Terms and Condition and attach it under Supplier Attachments in your submittal in the Calusource portal.
26	In Tab 7 Pricing Scenarios, Scenario 4 Term pricing - do you have a term in mind? Please clarify what detail you would like. Thank you	If you are specifically referring to the Identity Governance Pricing Scenarios, please look at column 'D' for term.
27	If a VAR offers a Managed Service based on an OEM, should the VAR submit a response?	Managed Services is outside the scope of this RFP. Any response submitted will be used for informational purposes.

28	<p>Will Suppliers have an opportunity to negotiate the “Administration Agreement” prior to selection?  BACKGROUND: The RFP requires Suppliers to execute this agreement (Exhibit B, Administration Agreement attached), which includes legal terms and conditions and a 3% fee (based on the purchase amount of any Supplier software sold to UC) that Supplier must pay to OMNIA.</p>	<p>Yes, Suppliers will have an opportunity to negotiate the Administration Agreement prior to selection. When you respond, redline the agreement, and provide your alternate language. Redlines will be addressed in the negotiations phase.</p>
29	<p>I see the RFP will conclude 11/6/2020 at 5p PT, however I saw a 10/20/2020 date (during the call) for questions due. Are you referencing the RFP questions or something else?</p>	<p>Please review the section “Event Timelines” in the portal. <del>The RFP closes on 11/6/20 @ 5pm PT. All Supplier questions need to be submitted through the portal before 10/20/20 @ 5pm PT</del>  11/6 Update:  Please review the section “Event Timelines” in the portal as the dates referenced above have changed.</p>
30	<p>If a supplier only supplies UC System pricing, will the pricing be posted for any public consumption</p>	<p>Your question implies that you will not be participating in the OMNIA National program. If your response is only tailored to the UC System, clearly indicate so in the relevant Questionnaires. UC System pricing is not posted for public consumption.</p>
31	<p>If an OEM (vendor) and reseller is awarded the RFP, is the OEM bound to that reseller for any new opportunities with UCOP system subsidiaries? Or, better yet, can the OEM be excluded from an evaluation if the subsidiary chooses to go direct?</p>	<p>I will address your question in two parts.  1) <i>If an OEM (vendor) and reseller is awarded the RFP, is the OEM bound to that reseller for any new opportunities with UCOP system subsidiaries?</i>  No, the OEM is not bound to that reseller for new opportunities within the UC System (subsidiaries)  2) <i>Can the OEM be excluded from an evaluation if the subsidiary chooses to go direct?</i>  Do you mean for new opportunities? When you say go direct – do you mean direct to the (awarded) reseller?</p>
32	<p>Based on the requirements of the RFP, if an OEM were to bid direct, they can name resellers under them for fulfillment. Instead of the OEM bidding and naming resellers, can the OEM assign a surrogate for them to act in that same capacity? In other words, the aggregator could hold the contract and under them they could name resellers for fulfillment from the end-users that purchase from the contract?</p>	<p>When you say surrogate and aggregator – do you mean a distributor?  If yes – which party (OEM or distributor) is going to be responsible for performance of the product, potential data breach if it’s a SaaS application, technical support, maintenance, 3<sup>rd</sup> party infringement, liability?  Which party is going to respond to the RFP?</p>
33	<p>If an OEM decides not to participate in the OMNIA National program will that penalize their overall scoring? Will they gain extra points if they participate in the OMNIA National program?</p>	<p>Section I subsection 2.1 (page 8) of the RFP Event and Process Summary document outlines the evaluation criteria. Should an OEM elect not to participate in the OMNIA National program, that will be reflected in the overall score accordingly.</p>
34	<p>you state that a Supplier must not provide superfluous materials such as marketing materials or website links in response to, or in lieu of, specific responses to the questions herein, and may be disqualified for providing superfluous materials.</p>	<p>The questions are designed in a manner for the reader to evaluate the question by the response provided in the call. In the few instances where attachments are allowed, this is the exception. The evaluator does not wish to read pages of technical documentation which might have links within links to determine the response to the question.</p>



	Our technical response has a lot links to our documentation since there is so much content that can not be added to the cell in excel . Will that be acceptable.	Use of links to documentation is not encouraged.
35	<ul style="list-style-type: none"> <li>(i) Do you use Omnia for all of your vendor selections?</li> <li>(ii) Who in the Technology space do you currently use?</li> <li>(iii) When you do an RFP for a real actual live project do you go to Omnia for a vendor or send it out to bid publicly?</li> <li>(iv) How many times have you used Omnia in the past 12 months?</li> </ul>	<ul style="list-style-type: none"> <li>(i) All vendor selections are made solely by the University of California.</li> <li>(ii) Clarify your question.</li> <li>(iii) The first part of this question needs clarification. The UC, almost on all occasions, publishes all bids/RFPs publicly on the Calusource portal.</li> <li>(iv) The UC does not see the relevance of this question pertaining to the Q&amp;A of this RFP.</li> </ul>
36	What pricing tab would you want solution training posted?	Tab3_Maintenance and Support: Using the appropriate rows, use columns C&D in tab3 to name training options and complete the information.
37	I noticed that you just extended the submission deadline 1 week. Thank you so much! This is a very complex response. Is it possible that you could also delay the deadline for questions to be submitted from tomorrow to next Tues., or at least maybe to the end of the week. Thank you for your consideration!	Yes, The Supplier deadline for submitting questions has been extended to 10/27/20. Please see the updates in the Event Timeline section and an additional discussion thread on the subject
38	Given the great number of questions asked per category, and the relative high number of categories, we would respectfully request the due date be extended by two to three weeks. This will help ensure the highest quality and completeness of responses. Thank you for your kind consideration	At this time, the UC has extended the deadline for RFP submission to 11/13/20. 10/22 Update: <a href="#">Please review the section "Event Timelines" in the portal for updates related to due dates.</a>
39	How extensive is use of IaaS and what is the primary IaaS vendor- AWS, Azure, GC?	The UC does not have metrics readily available to respond to "how extensive is use of IaaS". The UC continues to increase and expand its use of AWS and GC and to a lesser extent on Azure.
40	Can an OEM leverage both of the models described in your clarification? For example: • Could an OEM submit its own proposal for Categories 1, 2, and 3 and designate three authorized resellers for each of those categories in its proposal and issue a letter of authorization to three VARs that want to submit their own proposals for Categories 4, 5, and 6? • Could an OEM submit a proposal for Category 1 and authorize two authorized resellers in its proposal and also issue one letter of authorization to a VAR that wants to submit its own proposal for Category 1.	The clarification the OEM provided on the 10/22 Zoom call was <ul style="list-style-type: none"> <li>1. Could an OEM submit its own proposal for Categories 1, 2, and 3 and designate three authorized resellers for each of those categories in its proposal? The UC response is Yes, the OEM can do so.</li> <li>2. Could the same OEM issue a letter of authorization to three VARs that want to submit their own proposals for Categories 4, 5, and 6?. The UC response is Yes, the same OEM can do so.</li> <li>3. Could the same OEM submit a proposal for Category 1 and authorize two authorized resellers in its proposal and also issue one letter of authorization to a VAR that wants to submit its own proposal for Category 1. The UC response</li> </ul>

		in instance 3 is NO, the same OEM cannot do that.
41	4B: Asset Mgmt: Q23: Can you please rephrase the following question, I do not understand what is being asked here: Does the one-line diagram enable dependency mapping across the power chain?	11/2: The category specific questions will be moved to the end of this this Q&A and sorted by Category for better reference. Expect this updated in the 11/3 issuance of the Q&A document.
42	Category 2: Data Detection & Discovery: Is this for unstructured vs. structured data.	11/2: The category specific questions will be moved to the end of this this Q&A and sorted by Category for better reference. Expect this updated in the 11/3 issuance of the Q&A document.
43:	Patch Mgmt: Do you have a maximum require user count for patch management? Please also stipulate the minimum acceptable user count	11/2: The category specific questions will be moved to the end of this this Q&A and sorted by Category for better reference. Expect this updated in the 11/3 issuance of the Q&A document.
44.	Is the Discount Structure we put in place for the UC System going to be the Discount Structure for OMNIA National or will the OEM negotiate that separately with OMNIA if awarded?	The Discount Structure offering is an OEM decision. If the OEM is providing the same discount to the UC and OMNIA National , you would respond by providing the discounts applicable to the UC and OMNIA on the price file in Question 1 and by replying to Questions 2 on the Pricing Questionnaire by stating "N/A". If you are giving a different discount to OMNIA compared to the UC, the OEM would respond by providing the discounts applicable to the UC on the price file in Question 1 and by providing the discounts applicable to OMNIA on the price file in Question 2.
45	Is the RFP available in Word Format? When DL the documents they DL in Excel.	The RFP download (template) is only available as Excel.
46.	Within the price sheet for Category 6 - SEIM, can UCOP provide other measurements besides "Users (column C)"? Examples may be "types of specific data sources used" or "the total data amount evaluated".	Yes. The SIEM Pricing File is being redone and a new version is being added as an amendment.
47	Event and Process Summary Document, Pg. 7, Section G, Paragraph 5 states – "RFP responses must identify the VAR partner by name. RFP responses by section need to clearly identify whether the OEM or the VAR will be responsible for fulfillment." It is our intention to respond directly to the RFP and work with a VAR for fulfillment. a. Question – Is there a specific place(s) in the RFP where we identify the VAR and clearly identify that the VAR will be responsible for fulfillment	This was addressed in the "OEM / VAR response clarification, 10/19/20" document. 1. The response is The OEM can name up to three VAR(s) per Category and attach it to the Supplier attachment portion of the portal.
48	Event and Process Summary Document, Pg. 9, Section L states – "All proposals shall remain available for UC acceptance for a minimum of one-hundred and twenty (180) days following the RFP closing date.	The time period is one hundred and eighty (180) days from RFP closing date.

	<p>a. Question – Is it 120 or 180 days?</p>	
<p>49</p>	<p>Excel spreadsheet labeled 002197-Sep2020 provides as a document in the downloads from the portal contains 19 Tabs whose contents are identical to the content in the 19 Questionnaires for input within the CalUSource RFP portal for this RFP.</p> <p>a. Question – Nowhere in the RFP do I see guidance around the utilization of this spreadsheet. It appears to be just provided as a tool to distribute for input internally and then to transfer that content into the portal. Nowhere do I find instructions suggesting that this spreadsheet should be submitted as an upload or attachment in our response. Please point me to any instructions that I have overlooked or provide guidance here.</p>	<p>When you as a Supplier wish to respond to the RFP – one option to do so is by downloading the Questionnaires – filling in the ‘Response to Question’ column for each row and then uploading the Questionnaire.</p> <p>For the purposes of responding to the RFP DO NOT USE the Excel spreadsheet labeled 002197-Sep2020 which is generated when you hit the Download all icon.</p> <p>You have to download each of the 19 Questionnaire individually, one at a time. Let me use the Supplier Information Questionnaire as an example To individually download this, do so by first clicking on the Supplier Information Questionnaire on the portal. You will see an upload and download icon. Hit the download icon. (See Page 19 of the CalUSource Supplier Guide which is found as an attachment in the Discussion Forum) When you individually download the Supplier Information Questionnaire, it will download with a unique file name. Save this in a folder. DO NOT CHANGE THE FILE NAME.</p> <p>Open this file. You will see different tabs. There is an instructions tab. You will also see the tab with all the questions which should be labelled ‘Supplier Information Questionnaire’. You will see a ‘Response to Question’ column and this is where you respond to each of the questions (on your laptop). When you save this – DO NOT CHANGE the file name. Use the identical file name as when you downloaded it. For the lengthy category Questionnaires, you will probably want to save periodically. Always use the same file name as the download and say Yes to Excel where it asks you – are you overwriting an existing file. Then when you are done and are ready to submit this Questionnaire – go to the portal – go back to the Supplier Information Questionnaire and you will see an upload button. Hit the upload button and then upload the same file. This is how you upload (or respond) to each of the Questionnaires.</p>
<p>50</p>	<p>Pricing - In the 002197-Sep2020 spreadsheet in Tab 19, Question 2, Column F, (and therefore in the Pricing questionnaire in the portal it says “If you are participating in the OMNIA National Program, and your pricing for UC is different from your National pricing, then submit then submit your National price using the same price files in Q1.</p> <p>a. Question – Please elaborate. Do we utilize the pricing spreadsheet for our category and label them UC and National and submit 2 copies of that spreadsheet</p>	<p>The tab you are referring to is the Pricing Questionnaire, Question 2. The question is similar to Q&amp;A # 44 in this document. If the OEM is providing the same discount to the UC and OMNIA National , you would respond by providing the discounts applicable to the UC and OMNIA on the price file in Question 1 and by replying to Questions 2 on the Pricing Questionnaire by stating “N/A”. If you are giving a different discount to OMNIA compared to the UC, the OEM would respond by providing the discounts applicable to the UC on the price file in Question 1 and by providing the discounts applicable to OMNIA on the price file in Question 2. Yes, you would use the same price file for your category. Follow the naming guidelines in the Instructions provided in the Price File which is attach for Question 1:</p>



		"suppliername_category_uc_rfp" and attach for Question 2: Rename the file "suppliername_category_national"
51	wcag-2.0-checklist spreadsheet – This excel document with 29 questions around Web Accessibility Requirements for Univ. of CA appears to be a stand-alone document and I cannot even re-create where I initially found it within the RFP. a. Question - Is this a document that should be responded to and uploaded as an attachment to the RFP submission?	Yes. The referenced spreadsheet is attached in the Sustainability (Accessibility) Questionnaire n question 12. It needs to be completed and uploaded as an attachment in response to question 12.
52	Is it possible to provide a checklist of any and all documents that are stand-alone that are required to be responded to and attached to the submission besides the pricing documents for the category in which we intend to compete?	11/2: Response forthcoming
53	We'd like to be able to provide UCOP with new solutions over the term of the contract. Will the UCOP allow for respondents to provide an "other category" to easily onboard these newer technologies which may not fit neatly into the UCOP category structure?	Yes. Each category Questionnaire has a question that asks the OEM to "List and describe any related products and services not included in this Request for Proposal that your firm can provide that may be of benefit to the University. OEM can attach the response to this question and then provide the pricing in tab 6 of the respective category Pricing Questionnaire
54	Can you please provide the password for column G (Response Option tab)?	You are using the incorrect download file. See question 49 in this Q&A document above.
55	requesting extension of the submission deadline an additional week or two. We are considering responding to additional sections and could use the time. Thank you for your consideration.	The UC will consider this request based on similar requests from a larger sample of the potential suppliers.
56	With regard to question Q1 - Supplier Capabilities are you seeking responses to this RFP only from OEMs, VARs or distributors? As an independent professional services firm, we have significant experience across the breadth of contemporary IT security tools. We also have strategic relationships with a number of IT security tools providers that we can leverage when appropriate. However, we are neither an OEM, VAR or a distributor. Is UC Regents willing to consider leveraging a professional services firm to lead the selection and implementation of the various technology platforms needed? If so how would you like us to answer Q1 - Supplier Capabilities?	This RFP was designed for response submission by OEMs and their VARs. At this time, the UC is not looking to leveraging a professional services firm to lead the selection and implementation of the various technology platforms needed.
57	We would like to invite a partner for the Data Discovery & Classification category requirements. The partner would be completing the RFP Response for that category. How do	The partner registers on <a href="https://calusource.net/for-suppliers/">https://calusource.net/for-suppliers/</a> An invitation from the UC is not needed. They would need the letter of attestation when they respond. Please have then review the OEM-VAR clarification to UC IT Sec

	we get the vendor invited, Could you extend an invitation to them?	Tools RFP document and the UC IT Sec Tools RFP Response Matrix.
58	Will the Omnia National program pricing template be made available for public consumption	The OMNIA National program pricing will be made available to all 60k+ OMNIA National program members and be uploaded in the OMNIA Partners Contract web site.
	Category Specific Questions	
59	<b>2 - Data Detection and Classification</b>	
	General Q. Is this for unstructured vs. structured data.	IT is for both types of data: Both unstructured and structured
	Q4 List your top five technology alliances with information technology vendors in this category -Please clarify a "five" technology	This is a typo. It should be "five"
	Q22: Can your product create and audit eDiscovery cases/investigations?  DLP natively creates incidents for policy violations. Is this question targeted to workflow and creating incidents in external systems?	Yes, the question is targeted to workflow and creating incidents in external systems. We wish to know if the solution can feed into another tool. If your solution does have this feature, list the tools in your response.
	Q37: List the document/content management systems for scanning.  Can you provide an example of a content management system you wish to monitor?	A few examples would be Drupal, Joomla, Confluence etc.
60	<b>3 – Identity Management</b>	
	Is it possible to get the Full Time Equivalent Student Count per university? Additionally, for the other entities that will utilize contract the number of Internal Users (employees - full/parttime) and External (contractors, visitors, guests) users per entity?	All UC numbers are found at <a href="https://www.universityofcalifornia.edu/infocenter">https://www.universityofcalifornia.edu/infocenter</a> Details on how to download are provided. UC Student info is found at <a href="https://www.universityofcalifornia.edu/infocenter/fall-enrollment-glance">https://www.universityofcalifornia.edu/infocenter/fall-enrollment-glance</a> For campus counts, use the dropdown or download all and filter. UC employee headcount is found at <a href="https://www.universityofcalifornia.edu/infocenter/uc-employee-headcount">https://www.universityofcalifornia.edu/infocenter/uc-employee-headcount</a>
61	<b>4A – Device Discovery</b>	

	Q31 Does the UC mean “Can it detect Wireless DEVICES”?	Yes – The question should read “ Can it detect wireless devices”
	Q39 Is there a version number solution to role back an unwanted entry or to check the previous entry for the host configuration? Can you provide an example? I am not certain I understand the question.	<u>Question 39 is being removed. An amendment will follow.</u>
	Q 42, 43, 64 The terminology “monitored” is used throughout these requirements. Is the UC looking for the discovery solution to monitor discovered nodes/CIs for performance metrics? Or does the term “monitored” mean continued ongoing tracking and discovery of any inventoried CI?	The term means continued ongoing tracking and discovery of any inventoried CI
62	<b>4B – Asset Management</b>	
	Is the UC interested in procuring a true IT Asset Management solution? For example, a solution that combines a set of business processes and practices that encompass financial, contractual and inventory processes in order to support life cycle management and enable strategic decision making. Or is the goal to procure a solution which is a repository and reporting mechanism of the discovered CIs from Category 4A?	Goal is to procure a solution which is a repository and reporting mechanism of the discovered CIs from Category 4A
	Q23 Does the one-line diagram enable dependency mapping across the power chain? Can you please rephrase the following question, I do not understand what is being asked here:	<u>Question 23 is being removed. An amendment will follow.</u>
63	<b>5 – Patch Management</b>	
	Do you have a maximum require user count for patch management? Please also stipulate the minimum acceptable user count	UC implementations are expected to span dozens of locations, each with up to dozens or hundreds of operational technicians, supporting up to tens of thousands of endpoints. Endpoints may span unknown numbers of client and server operating systems, and fixed or mobile devices.
	Please provide additional information around this use-case Pricing question: Please break down the number for devices to be managed. Network? Client/Workstation? Servers?	UC implementations are expected to span dozens of locations, each with up to dozens or hundreds of operational technicians, supporting up to tens of thousands of endpoints. Endpoints may span unknown numbers of client and server operating systems, and fixed or mobile devices.

	<p>The Category 5 description states “including operating systems and first-party applications, and third-party applications, across all platforms, computing architectures, and network architectures”.</p> <p>Please confirm the UC is looking to procure solutions that enable the patching of OSES and applications across the following node types: Client/Workstations, Servers, and Network devices?</p>	<p>The general assumption is for support of PC- and server-type computing operating systems. Support for network devices (routers, switches, etc.) is welcome as well.</p>
	<p>Q39 Can deployments be issued as always-open, or requiring completion?</p> <p>The terms always-open and requiring completion are vague; what is the behavior that you expect for the deployments?</p>	<p>We seek to explore whether the solution support deployments with finite start and end dates? Or, does the solution alternatively support deployments that remain available and open (e.g. desired state configuration)?</p>
	<p>Q45 and 47: Please provide illustrative examples illustrating how question 45 ("What OS platforms are supported for running the solution?") and question 47 ("What platforms does the solution operate on?"). Question 43 specifically refers to OS platforms. What types of "platforms" are you referring to in question 45 if not OS platforms?</p>	<p><u>Q47 is being removed. An amendment will follow.</u></p>
	<p>Q61: "Could this be expanded into general reporting/audit requirements? " This is lacking context. Are you asking if the solution can be used as a general reporting/auditing tool, or if its data can be incorporated into a general reporting/auditing tool, or something else?</p>	<p><u>Q61 is being removed. An amendment will follow.</u></p>
64	<b>6 - SEIM</b>	
	<p>Within the price sheet for Category 6 - SEIM, can UCOP provide other measurements besides "Users (column C)"? Examples may be "types of specific data sources used" or "the total data amount evaluated".</p>	<p><u>A revised price file is being issued for Category 6 as an amendment.</u></p>
	<p>Within Category 6 - SEIM, can UCOP expand on what a "node" is and / or provide the level of data (or types of data) that the "node" would generate for each of the four (4) scenarios?</p>	<p><u>A revised price file is being issued for Category 6 as an amendment.</u></p>
	<p>On the SIEM pricing template you list 500 EPS as the scenarios. On the 1st vendor call it was stated that new numbers were going to be presented</p>	<p><u>A revised price file is being issued for Category 6 as an amendment.</u></p>

	for the pricing scenarios. Have those been posted yet	
65	If an OEM is already doing business with the University System under pre-negotiated terms and conditions, would UCOP accept those instead of redlining the Terms and Conditions in order to expedite the contract process?	Review the response to Question 24 in this Q&A doc.
66	In the IT Security Category Pricing sheet, there are 7 tabs. What is the Line of Business pricing tab for?  What is the best tab for communicating the UC pricing?	Each Category Price file has an Instructions tab. Please read the Instructions tab and re-state your question about the Line of Business (tab 6) if you are still not clear. Also review Q53 in this Q&A response for info on Line of Business. In addition, if you wish to propose any related products and services not included in this Request for Proposal that your firm can provide that may be of benefit to the University, you would attach the pricing information for those product in the Line of Business (tab 6)  Tab1 is where you would communicate the UC pricing for your Product(s)
67	Tab 19, Question 5: "Add your price list for the categories you are responding to, preferably in Excel format. Name the file such that your company name is clearly identified." How is this question different than Question #1 that also requires a price list submission?	You are referring to the Pricing Questionnaire. As a reminder – refer to the response in Q49 in th Q&A document. Question 1 requires the supplier to provide pricing only using the UC formatted Category Price file templates that are attached. No other price submission formats are accepted to Question1 (& 2 & 4) Question 5 allows the supplier to attach your generic price list in (your) Excel format.
68	In addition to a "yes / no" response to the Sustainability Questionnaire, will the UC add a third response for "Not Applicable" with a text box for an explanation	This questionnaire is UC mandatory based on policy. There will not be a Not Applicable as a response. If you feel it's Not Applicable, indicate your response as "Yes".
69	On the new SIEM price sheet, tab #7, column/cell E2, E3, E4 - the entry reads ";lkj". Can the UC provide a number of Average Events per Second?	The figure should be 5,000. Attached is the SIEM price sheet that should be used.
70	If we leave questions unanswered, the completion status says eg. 5% complete. But they seem to be required fields. Even if we do not answer, do we need to add NA to complete each form?	This was addressed in the Preproposal webinar. All Questionnaires responses are mandatory. The supplier will be unable to submit the proposal if responses to questions or Questionnaires are not completed. Suppliers that are not responding to the Categories still need to respond to those Category Questionnaires and to each of the questions as a n/a. <ul style="list-style-type: none"> <li>• Download Questionnaire individually</li> <li>• Enter n/a in response</li> <li>• Save and upload</li> <li>• Response will take time to upload; It is recommended that you choose to respond progressively</li> </ul>
71	As we are not an Omnia Partner, does the Omnia Questioner not apply?	See response to Q70. Supplier need to respond to all Questionnaires.

		In terms of applicability, Suppliers who are participating in the OMNIA National Program need to respond to the OMNIA Questionnaire and its attachments. If you are implying that you are not participating in the OMNIA National Program, you still need to respond to the questions in the appropriate manner but need not complete the OMNIA Program attachments.
72	Zoom Webinars: When clicking on the link, it says file removed	See the revised link: <a href="https://ucop.box.com/s/libzs34u9q2ymrfciz2f00z3oatw3ol">https://ucop.box.com/s/libzs34u9q2ymrfciz2f00z3oatw3ol</a>
73		