

Q&A RFQ-CASE-351383 Cybersecurity Compliance Consulting Service	
Questions	Answers
It is stated in the RFP document page #5 under section B) Qualifications and Deliverables that "Number of POAMs and/or Implementation Plans developed for clients, related to NIST 800-171 requirements: " Question: Could you please be more specific about what you're looking for in this section?	We are looking for how many POAMs and/or Implementation plans you have developed for clients.
Is there currently an incumbent company or previous incumbent, who completed similar contract performing these services? If so - are they eligible to bid on this project and can you please provide incumbent contract number, dollar value and period of performance?	We are building a Qualified Vendors List. If you are accepted to the list, you will join 6 other professional Michigan Cybersecurity companies who were selected from earlier RFQ actions and potentially others qualified through this round. Client companies will have the opportunity to chose a company from the Vendors list. Please see the detailed description of the program to understand the role of the Vendor.
Can you please provide current number of infrastructure details (Physical Server, Virtual Server, Network Devices etc.	You would be providing services to individual Michigan companies seeking defense Cybersecurity compliance. Please see program description to understand the role of the Vendor.
What's your headcount of users (employees + contractors+interns)? What number/percentage of your workforce resides within organizational facilities? What number/percentage works remotely?	You would be providing services to individual Michigan companies seeking defense Cybersecurity compliance. Please see program description to understand the role of the Vendor.
How much (%) of the infrastructure is in cloud?	You would be providing services to individual Michigan companies seeking defense Cybersecurity compliance. Please see program description to understand the role of the Vendor.
What is the size of the IT environment?	You would be providing services to individual Michigan companies seeking defense Cybersecurity compliance. Please see program description to understand the role of the Vendor.
What is the aggregate Internet Capacity per location (<300mbps, <1gbps, <4gbps, up to 10gbps)?	You would be providing services to individual Michigan companies seeking defense Cybersecurity compliance. Please see program description to understand the role of the Vendor.
Do you manage your own data Center, or do you utilize any 3rd-party/colocation facilities?	You would be providing services to individual Michigan companies seeking defense Cybersecurity compliance. Please see program description to understand the role of the Vendor.
What is the approximate budget?	You would be providing services to individual Michigan companies seeking defense Cybersecurity compliance. Please see program description to understand the role of the Vendor.
SECTION I, "STATEMENT OF WORK", A) Objectives: The final sentence indicates, " <i>Vendor activities include conducting on-site standardized gap analyses at a fixed rate of \$1,500 utilizing a standardized deliverable report as selected by the MDC and MEDC.</i> " <ul style="list-style-type: none"> <li>Onsite <ol style="list-style-type: none"> <li><b>Please provide a definition of the expectations around "onsite" gap analyses. While we understand the need to physically visit a site as part of the gap analysis, is all of the work associated with the analysis expected to be conducted by vendor personnel onsite at the location?</b></li> </ol> </li> </ul>	<ol style="list-style-type: none"> <li>Details can be negotiated between the Vendor and the client. Vendor should be available to visit the site as needed. Vendor must have a physical location and be licensed in Michigan to qualify as a Vendor.</li> <li>This solicitation requests that you submit your template/example. This will become part of the criteria for which decisions will be made. If the submitted example does not meet industry standard, this will be discussed with otherwise qualified vendors.</li> <li>Yes</li> </ol>

<ul style="list-style-type: none"> <li>Standardized deliverable report</li> </ul> <p>2. <b>There are several standardized reports available that could potentially meet the needs of this requirement. Does the MDC or MEDC provide the expected report template in which the gap analysis is to be submitted in alignment with this program?</b></p> <p>3. <b>Is there an expectation that the vendor is providing a score that can be submitted into the Supplier Performance Risk System (SPRS) as outlined in the interim rule?</b></p>	
<p>SECTION III, D) SELECTION CRITERIA, 2) Step II - Criteria for Satisfactory Applications: The first sentence states, <i>"During the second step of the selection process, applications will be considered by a Joint Evaluation Committee (the "JEC") comprised of individuals selected by the MEDC."</i></p> <ul style="list-style-type: none"> <li><b>How are members of the Joint Evaluation Committee (the "JEC") selected for participation in this selection process?</b></li> <li><b>What controls are in place to address potential bias and conflicts of interest that may exist among members of the JEC towards respondents of this RFQ?</b></li> </ul>	<p>JEC members will consist of program developers and implementers, MEDC employees and potentially industry experts.</p>
<p>Under the statement of work for this RFQ is B) Qualifications and Deliverables. This section asks for definition of services, summaries, client references, etc.: <b>where in the application should this information be included? Perhaps as an addendum at the end? I don't see a mention under the Section II - A) Application for this information to be submitted.</b></p>	<p>This can be an addendum at the end.</p>
<p>Does the MEDC have an approximate decision date for RFQ-Case-351383, and any anticipation for when actual NIST Compliance work will begin thereafter?</p>	<p>The program is underway at this time. Chosen Vendors will be added to the program and available for client selection immediately following JEC decision.</p> <p>MEDC is hoping to conclude this process by May 31, 2022</p>
<p>We are assuming that for Section II, A.4 "Technical Work Plans" you are requesting a "detailed research outline and timelines for accomplishing the work" is meant for a one of our standard NIST 800-171 Consulting and Support projects, and not for the "standardized on-site GAP analysis"?</p>	<p>We would anticipate that you would be able to give a timeline for the work necessary to accomplish the various stages of this program.</p>
<p>Praetorian Secure leverages an assortment of tools that are (sometimes) utilized in support of our compliance engagements (such as Nessus Tenable for Vulnerability Scanning). Do we need to list all potential tools included in some of our engagements as "partners"? Only the software is utilized, and no 3<sup>rd</sup>-party personnel are involved.</p>	<p>MEDC is trying to gain an understanding of the breadth and quality of the products and services you offer. Ultimately, it is up to the clients utilizing the Vendors list and this program to choose the company that best meets their needs, including offered services and tools.</p>
<p>Does the opportunity exist to support multiple small/midsize businesses simultaneously through the NIST 800-171 standardized gap analysis and/or project engagements?</p>	<p>Yes, definitely.</p>