



REQUEST FOR PROPOSALS (RFP)

New York State 2020 Cybersecurity Assistance

Addendum # I

Release Date: May 7, 2020

The following is a list of responses to questions submitted by prospective respondents to the ESD Request for Proposals for New York State 2020 Cybersecurity Assistance RFP.

NYS 2020 Cybersecurity Assistance RFP - Responses to Questions

No.	Question	Answer
1	Will this program fully fund the marketing and outreach program with NYSTAR, or will that organization also provide funding?	The awardee is expected to market this program and engage in outreach. NYSTAR will assist marketing and outreach efforts, but these efforts are primarily the awardees responsibilities.
2	Do you contemplate that providing a “forum for knowledge and training” will include developing and supporting a website in addition to the other workshops and webinars that are planned?	It is up to the applicant to determine the most appropriate forums to share knowledge and training. It is expected that the National and New York State Manufacturing Extension Partnership will be leveraged. https://www.nist.gov/mep
3	250 companies are described in Task II to be engaged through workshops and training; is this the total number of NYS companies that are part of the defense industrial base (DIB)?	No. Every tier of the defense supply chain is included in this effort. Prime contractors can be found on https://www.usaspending.gov .
4	67 companies are described in Task III to be directly assisted with assessments; does any particular factor drive that number, or might more of the 250 overall companies require NIST 800-171 assistance?	Applicants are encouraged to assist more than 67+ companies with assessments and implementation of necessary actions. 67+ companies is the minimum goal of this request for proposals.



No.	Question	Answer
5	<p>For clarification on the cost-share, is the selected team to fund the effort with \$112k of its own funds, in addition to the \$900k being provided by the ESD and DoD?</p> <p>a. How are eligible costs submitted to the ESD and what is the turnaround period for reimbursement?</p>	<p>Cost share can include New York State company cash and support from the applicant.</p> <p>ESD requires reports (progress narrative and financial) and documentation demonstrating funding, other than funds provided through ESD, was used for this effort.</p>

No.	Question	Answer
6	<p>Page 6, Section II, C – if only not-for-profit organizations are eligible to apply to conceive and manage this program, where will the defense, cybersecurity, DFARS, compliance and NIST 800-171 knowledge and experience come from? <i>We ask this because I presently run at our firm a national security/defense initiative specifically addressing the dearth of sufficient self-attestation to NIST 800-171 under the DFARS among the 300,000 members of the defense industrial base globally. My team includes former CISOs of Fortune 10 defense prime contractors, defense compliance experts, homeland security experts, cybersecurity experts, and training experts who have developed both cyber training programs and federal websites (for the FAA and National Academy of Sciences). We have also developed a tool that enables NIST 800-171 self-assessment and to manage indicated remediation, and we are currently helping member companies in the defense sector with NIST 800-171 assessments and remediation, as they prepare for CMMC certification. This is exactly the kind of program we have the experience, capacity and skills to develop and execute. But as a for-profit consulting company, we seem to be ineligible.</i></p> <p>a. Is there some way to enable Ankura to inform likely not-for-profits that our firm would be an optimal partner to assist in advising, developing and supporting this program, based on our unique expertise?</p>	<p>Applicants that are interested can reach out to: Scott.Corzine@ankura.com</p>



No.	Question	Answer
7	We are interested in bidding for this, but according to section II C. Eligibility and Program Requirements: Only non-profit organizations; or consortia thereof, are eligible to apply.	Correct, only non-profits are eligible to apply,
8	Is this an intentional clause to limit the bidders to a team of nonprofits?	No.
9	Also, are you able to share a list of entities that downloaded the RFP so we are able to explore potential partnerships?	We are not able to track downloads of the RFP.
10	Page 6 of the RFP states: “For the purposes of this RFP, only non-profit organizations; or consortia thereof, are eligible to apply”. Does that mean that for-profit corporations are unable to respond to this solicitation?	That is correct.
11	In light of DoD’s recent announcements about the CMMC --that contractor self-assessments will not be accepted, and that starting later this year, new contracts will specify the level of CMMC required and this will be verified by a third-party audit-- what are the anticipated changes to Tasks II and III under this RFP?	Expected tasks will change as DoD requirements change to align with the most recent standards.
12	Does ESD/NYSTAR expect the selected bidder (or its subcontractor) to become a qualified auditor as specified by the CMMC Accreditation Body (https://www.cmmcab.org/) in order to provide assessments to NY defense companies as specified in Task II of the RFP?	The awardee or subcontractor(s) should be a qualified auditor.
13	Does ESD/NYSTAR expect the selected bidder to provide assistance to companies trying to achieve higher levels of CMMC, such as 2 or 3 (or even 4 or 5)?	Assistance for all levels should be available to companies to ensure access if appropriate.

No.	Question	Answer
14	With respect to the RFP at Section II ("Program Overview and Requirements"), Subsection C ("Eligibility and Program Requirements"), what defines or constitutes a non-profit organization for eligibility to apply?	The bidder must be a registered non-profit organization.
15	Also, are all of the organizations that comprise the "consortia" required to be non-profits or does the RFP only require 1 to be a non-profit?	No, only the lead organization is required to be a non-profit organization.
16	Has ESD followed the continuing evolution of the DoD's Controlled Unclassified Information (CUI)/Federal Contract Information (FCI) requirements? More specifically, DoD released the Cybersecurity Maturity Model Certification (CMMC) this spring (March 2020) to update the compliance requirements for DFARS Clause 252.204-7012. Link to CMMC: https://www.acq.osd.mil/cmmc/	Yes.
17	Can a private for-profit cybersecurity company participate if subcontracted by a non-profit organization?	Yes.
18	Reviewing the RFP, we meet the cyber security portion. As for the assessment, our technology partner (Entity X) meets this requirement. Then there is a service that needs to be offered. (Entity X) has a VAR who provides this service. So, can three (3) vendors work on this RFP together? We would make the VAR the primary contractor and (Entity X) and (Entity Z (us)) as part of the service.	Yes, as long as all eligibility requirements are met.



No.	Question	Answer
19	We are a non-profit registered in 2018. Can we respond to the RFP? We are yet to register for 501 c 3 and with NY state for exemption.	The non-profit should be registered in New York State prior to the awarding of the contract.
20	Does NYSTAR have in-house training and development resources that will be made available to the selected contractor?	No. it is expected that the awardee will have access to the proper training and resources.
21	Is this effort from NYSTAR eligible for any of the project funding sources?	Additional funding is not anticipated.
22	Are costs associated with the marketing and outreach plan allowed for recovery from the funding sources?	This is covered in the RFP under: "Activities to Be Supported with ESD Funds"
23	Are (any) indicated follow-on implementation projects for those defense companies that cannot do their own (Task III) funded in this \$900k funding, or are those considered additional and to be paid by the company to the provider directly? We ask this because 67 NIST 800-171 assessments is a great deal of work.	Company funded is expected under this RFP and a source of matching funds.

No.	Question	Answer
24	<p>Section III. B.</p> <ul style="list-style-type: none"> a. Can you briefly describe the process for submitting eligible costs to the ESD for reimbursement? b. How are the \$112k matching funds to be sourced, and from what party(ies) <ul style="list-style-type: none"> i. How does that process work? c. If during the ESD program the DoD funding is somehow impaired, will costs and expenses incurred by the provider up to that notice be reimbursed? 	<ul style="list-style-type: none"> a. Awardees will submit quarterly reports that include proof costs and payments associated with this effort. b. Acceptable matching funds are listed in the “Cost Share Requirements” section of the RFP c. Any changes to the federal funding will directly impact funding for this initiative.
25	<p>Section III.E. 2 – can you define the types of costs defined as “indirect”?</p>	<p>Indirect costs are operational expenses that are not directly related to executing the project, for example office rent, utilities, non-project-specific personnel costs</p>
26	<p>Page 11 – Section 3.b. – to confirm, there is a total set-aside of 36% of effort/funds, 30% MWBE and 6% SDVOB, correct?</p> <ul style="list-style-type: none"> a. Must these firms be NYS-domiciled? b. Must their minority designation be NYS-specific, or can we reach out to highly qualified minority firms with those designations issued by other states? 	<p>To count towards the 36% goal (30% MWBE and 6% SDVOB), the firms must be NYS-certified.</p> <p>The Directory of NYS-certified MWBE firms can be found here: ny.newnycontracts.com/</p> <p>The Directory of NYS-certified SDVOB firms can be found here: https://online.ogs.ny.gov/SDVOB/search</p>



No.	Question	Answer
27	Will the list of vendors who downloaded the 2020 cybersecurity Assistance RFP be available?	ESD does not release the list of vendors. If your company wishes to be considered as either an MWBE or SDVOB entity, ESD would then put together a list of MWBE and SDVOB entities and post it on both the Contract Reporter and ESD website.
28	<p>Section III-F.</p> <p>How will funds be disbursed?</p> <p>Will this be upon completion of company assessments/implementation projects or per the standardized budget line items?</p>	Funds will be disbursed on a reimbursement quarterly basis.
29	<p>Section II-A.</p> <p>Is the grant seeking (67) company 800-171 cyber assessments or is it seeking 67 companies that have been assessed and then have implemented the non-compliant areas as identified by the assessment?</p>	The purpose of this funding is to assist 67+ companies with becoming compliant.
30	<p>Section II-A.</p> <p>Who will determine if a company qualifies as having a financial resource structure that would potentially award them an assessment or implementation?</p>	If there are any concerns about the financial resources of the applicant, the review panel will request appropriate documentation.
31	<p>Section II-D and Section III-E.</p> <p>Will a participating company pay in advance for the cost of a 800-171 cyber assessment and or implementation?</p> <p>If so, how will the reimbursement to the company take place?</p>	The timing and process for charging companies is up to the applicant. Reimbursements will only be made to the awardee.

No.	Question	Answer
32	<p>On page 6, section C, under Eligibility and Program Requirements, there is the following statement: <i>“For purposes of this RFP: • Only non-profit organizations; or consortia thereof, are eligible to apply. “</i></p> <p>Would you consider making this RFP open to all kinds of bidders, without any restrictions, including for-profit entities?</p>	<p>We do not anticipate making this change to the RFP.</p>
33	<p>The RFP doesn’t mention anything about exceptions or redlines to your contract. Would you prefer us to provide exceptions to your sample contract or would you prefer we provide a redlined version of the document?</p>	<p>Changes to the contracts will be discussed after the award has been made.</p>
34	<p>The links to the “Offerer Disclosure of Prior Non-Responsibility Determinations, and the “Offerer’s Affirmation of Understanding” forms does not work. Are you able to provide an updated link or just the forms themselves?</p>	<p>Here is a new link to these certifications: https://esd.ny.gov/CorporateInformation/Data/RFPs/RequiredForms/SF_Law139_JK.pdf</p>
35	<p>The RFP requests letters of support from two references. Are there any specific requirements for those letters? Do they need to be on the references letterhead, or would an email from the reference suffice?</p>	<p>Letters should be on company letterhead.</p>
36	<p>Is there a validation piece to the 800-171 outreach/awareness component to determine even if the organization needs to be compliant with 800-171?</p>	<p>Assessment forms should be used to determine if a company is compliant.</p>



No.	Question	Answer
37	<p>We can see the condition that Only non-profit organizations; or consortia thereof, are eligible to apply.</p> <p>Just checking in if you could share the list of interested bidder list for the same. May be we can partner with them on this RFP and submit the response.</p>	See Response to question #27
38	<p>My firm is a for-profit cybersecurity firm therefore does not qualify to response to this RFP per Section II-C as stated below. However, my firm is a certified MWBE. Can we support a non-profit organization to meet the MWBE requirements? If so, can you connect us with such non-profit organization now or after the contract is awarded?</p>	See Response to question #27
39	<p>Page 6 under C. Eligibility and Program Requirements states, "Only non-profit organizations; or consortia thereof, are eligible to apply." Does this mean only non-profit organizations are eligible to respond to the RFP?</p> <p>a. If yes, what is the reasoning?</p>	See response to question #7
40	<p>Will a preference be given to organizations in the State of New York who respond to this RFP?</p>	No preference.

No.	Question	Answer
41	<p>Section II. Overview & Requirements</p> <p>1. Was this work previously awarded in 2018 as part of 2018 RFP NYSTAR 2018 Cybersecurity Services CR Number: 2045757?</p> <p>If so, to whom?</p> <p>Is there an incumbent firm for this work?</p> <p>2. Is there an existing portal for managing and performing this work?</p> <p>3. Are the 250 companies to be engaged in webinars and 67 defense related companies will be assisted with assessments cited in the RFP known to the ESD?</p> <p>4. Have any of the 250 companies already had this assessment performed?</p> <p>5. (Meaning this activity would be a refresh of a previous assessment)?</p> <p>6. What level of assessment is envisioned for the companies covered by Task III?</p>	<p>1. That was a similar RFP. Awarded to Mohawk Valley Community College.</p> <p>2. There is not an existing portal.</p> <p>3. Yes, 250+ companies are to be engaged through webinars, workshops and activities. 67+ companies are to be assisted with assessments and implementation efforts.</p> <p>4. These are new companies that will engaged.</p> <p>5. See above</p> <p>6. Applicants are expected to explain their capabilities and method to determine level of assistance.</p>
42	<p>First, in III.A (page 10), we cannot find the checklist in Appendix B. Can you provide a checklist?</p>	<p>A new checklist will be provided as Addendum II to this RFP</p>
43	<p>Second, in III.A (page 10), what is (are) Certification(s)? Is this STL 5-a (Certification under State Tax Law Section 5-a) in page 24? Or else?</p>	<p>Here is a new link to these certifications: https://esd.ny.gov/CorporateInformation/Data/RFPs/RequiredForms/STL_5A_Affidavit.pdf</p>

No.	Question	Answer
44	Third, in III.2.a (page 12), are staff members' resumes or bios included within 2 pages limit, or can them be attached additional in appendix?	Bios or resumes can be attached as an appendix.
45	Fourth, in III.E.3.b (page 11), do you have any statistical data (i.e., the number of MWBE in NY State) and/or the list of MWBE in New York State?	The Directory of NYS-certified MWBE firms can be found here: ny.newnycontracts.com/ The Directory of NYS-certified SDVOB firms can be found here: https://online.ogs.ny.gov/SDVOB/search
46	Fifth, in III. F. (page 11), there is no foot notes (1 and 2) related to Contractual costs (e.g. consultant fees);1 and Personnel (e.g. salaries); 2 Can you provide the clarification of contractual costs and personnel?	Contractual costs are fees paid to other entities to assist with the project. Personnel are the salaries and fringe benefit costs associated with the project.
47	Per section II C. Are only non-profit organizations eligible to respond to this RFP or is that non-profit language related to the ESD funding? Any clarification would be appreciated since we're a profit for organization that is interested in partnering with New York State to meet the objectives outlined and perform the three main tasks.	See response to question #7
48	Per section II. Program Overview and Requirements. What financial assistance will the vendor be required to provide if awarded this RFP?	It is up to the applicant the level of financial assistance they may or may not include.



No.	Question	Answer
49	<p>Per section II. Program Overview and Requirements.</p> <p>What is the size (no. of employees, departments, etc.) of the 67 defense companies that are eligible to receive assistance as referenced in Task III?</p> <p>Please provide a list of the 67 defense companies?</p>	<p>The applicant should determine what size companies they are targeting. It is up to the applicant to find the 67+ companies to assist.</p>
50	<p>Per section B. Cost Share, Contract Period, and Anticipated Funding.</p> <p>Will the awarded vendor be required to match funds for the program (i.e. the funding source table)?</p>	<p>Yes.</p>
51	<p>Per section B. Cost Share, Contract Period, and Anticipated Funding.</p> <p>Will the referenced 67 defense companies be required to match these funds?</p>	<p>It is up to the applicant to determine source(s) of match.</p>
52	<p>Per section II A Task III.</p> <p>Can you provide any insight into the size scope of each of the 67 defense related companies that may need assistance with their cybersecurity assessments?</p>	<p>The applicant should determine if they are targeting a certain size company .</p>
53	<p>Per APPENDIX C: Administrative Proposal (Contractual Requirement Forms),</p> <p>Are forms ST-220-CA or State Tax Law 5-A Affidavit of Non-Applicability required as part of the RFP submission? These forms are not included on the Proposal Checklist form.</p>	<p>Yes, the checklist has been updated.</p>



No.	Question	Answer
54	<p>Per section E. Proposal Narrative, item 3a states, identify planned services/activities and use of third-party subcontractors (if applicable).</p> <p>If we do not require the need for subcontractors, are we required to respond to item 3b regarding the use of MWBE and SDVOB subcontractors?</p>	<p>All questions and requests in the RFP need to be responded to the best of your abilities and with as much information known and as currently available.</p>

No.	Question	Answer
55	<p>Per section E. Proposal Narrative, item 3b states, “A detailed plan identifying all subcontracting opportunities associated with this project, with a description on how they would meet a 30% Minority and Woman-owned Business Enterprise (MWBE) goal and a 6% Service-Disabled Veteran-owned Business (SDVOB) goal mon this engagement.”</p> <p>a. Our company can perform all tasks in this RFP without the use of additional subcontractors. If our Minority-owned and Women-owned business participation goal is 0%, will we be disqualified from the RFP for being non-responsive?</p> <p>b. If ESD does not accept a 0% MWBE and 0% SDVOB business goal, what is the minimum percentage required in order to be considered responsive?</p> <p>c. If ESD does accept a 0% MWBE and 0% SDVOB business goal, are we required to provide a detailed plan identifying all subcontracting opportunities associated with this project in the proposal narrative?</p>	<p>Respondents to this RFP should respond to all questions and requests in the RFP to the best of their abilities and with as much information known and as currently available.</p> <p>ESD will finalize MWBE and SDVOB goals on the contract based on the RFP’s scope of work, and the information selected respondent’s information.</p> <p>All activities and opportunities need to be taken into consideration when identifying a plan to engage NYS-certified MWBEs and SDVOBs, as part of the RFP response.</p>

No.	Question	Answer
56	<p>Per section F. Non-Discrimination and Contractor & Supplier Diversity Requirements,</p> <p>if the ESD accepts both 0% business participation goals for MWBE and SDVOBs, are we still required to document good faith efforts?</p>	Yes
57	<p>Per section F. Non-Discrimination and Contractor & Supplier Diversity Requirements,</p> <p>are we able to submit a full waiver of MWBE and SDVOB goals?</p>	<p>ESD will finalize MWBE and SDVOB goals on the contract based on the RFP’s scope of work, and the information selected respondent’s information.</p> <p>All activities and opportunities need to be taken into consideration when identifying a plan to engage NYS-certified MWBEs and SDVOBs, as part of the RFP response.</p> <p>If a waiver is needed, a waiver request, including a narrative and Good Faith Efforts (“GFE”), may be submitted.</p>
58	<p>Per the waiver request form, “Contractor certifies that every “Good Faith Effort” has been taken to promote MWBE and SDVOB participation pursuant to the MWBE and SDVOB requirements set forth under the contract.”</p> <p>Our company can perform all services related to this RFP without the need of subcontractors, therefore we will have no evidence of “good faith efforts.” Will this deem our response non-responsive?</p>	Please see response to question 57

No.	Question	Answer
59	Per section L. Insurance Requirements, are Respondents required to submit proof worker's compensation and disability coverage as described in Schedule A, Appendix F?	Yes, before the contract period begins.
60	<p>Per section J. Schedule A,</p> <p>What is the process to raise concerns prior to submission of a proposal?</p> <p>Are we able to negotiate the terms in Schedule A, or are we required to accept all terms as-is?</p> <p>Is submittal of this RFP an affirmation that we accept all terms within Schedule A as-is?</p>	<p>Concerns can be sent to the contact listed on the RFP.</p> <p>An applicant can request changes to the schedule A, but is highly unlikely any changes will be made.</p>
61	<p>Section III.E:</p> <p>Is the proposal narrative limit 12 or 10 pages?</p>	12 pages.
62	<p>Reporting and Monitoring Requirements</p> <p>Please clarify: Maintain an accounting system in accordance with generally accepted accounting principles (GAAP)</p>	https://www.osc.state.ny.us/agencies/outreach/fallconfer2016/presentations/2016_bfr_osr_bridging_the_gaap_final.pdf
63	<p>ESD Budget</p> <p>Could you confirm the allocated budget for this initiative or for the funding for the grantee of the program? The RFP states the Total Budget of "1,012,000". Please elaborate on how this relates to Tasks I, II, III.</p>	The \$1,012,000 includes the amount of required match, which should be included in the budget.
64	<p>Qualifications (Use of Funds)</p> <p>Please elaborate: Quality of the applicant institution's justification/rationale for the use of the requested funds. Quality of the applicant institution's cost share fund expenditure plan</p>	The review panel will determine if the budget is reasonable and acceptable for the goals of this effort.

No.	Question	Answer
65	<p>Qualifications (Diversity)</p> <p>Please elaborate: ESD's Office of Contractor and Supplier Diversity will score each application for Diversity Practices</p>	<p>Up to five (5) points will be scored based on the responses provided in the Diversity Practices questionnaire.</p>
66	<p>Program Goals and Objectives (Task 2)</p> <p>Section states "... webinars and workshops should train companies to perform a NIST SP 800-171 self-assessment ..."</p> <p>Does this requirement include devising tools that the company would utilize to perform their self-assessment?</p> <p>What format would be expected for these tools?</p>	<p>It is up to the applicant to determine if they would like to create these tools or use tools already created by another entity.</p>
67	<p>Program Goals and Objectives (Task 2)</p> <p>Section requires webinars and workshops to be performed for the individual companies.</p> <p>Is there a preference as to what platform is preferred by ESD?</p> <p>Who would expected to be in the audience from these companies?</p> <p>Would the training be delivered from a specific location or remote?</p>	<p>There is no preference for the platform.</p> <p>The appropriate company decision makers and/or IT staff should participate.</p> <p>Location of the training is up to the applicant. But companies from across the state should have an opportunity to participate.</p>



No.	Question	Answer
68	<p>Program Goals and Objectives (Task 3)</p> <p>Section states "... at least 67 defense related companies will be assisted with assessments ..."</p> <p>Are these the 67 that are known to need assistance with the assessment?</p> <p>If so, how often will they need the assistance?</p> <p>What kind of assistance will be required?</p> <p>Does this come out of the ESD budget as proposed?</p> <p>Is the remediation included in the same budget?</p>	<p>The applicant must identify the 67+ companies and determine the assistance needed.</p> <p>Yes, ESD funding can be used for this.</p> <p>ESD funding can be used to assist with remediation.</p>
69	<p>Could you please confirm ESD team's roles and participation for this engagement?</p>	<p>The applicant should expect to do all the work outlined under this RFP. ESD staff will monitor the work done under this effort</p>
70	<p>Are the vendors allowed to leverage their Global Teams (outside of US) for development of the workshop content/webinars in order to bring the cost savings and efficiencies to this engagement?</p>	<p>Yes.</p>
71	<p>Do you have an inventory of the systems and related companies that must be NIST 800-171 compliant with DFARS as prioritization?</p>	<p>No.</p>
72	<p>Could you please provide the template mentioned on page 10 of the RFP: Proposal Cover Page, Checklist, and Certification(s)?</p> <p>Appendix B does not have an attached document.</p>	<p>An amended checklist has been posted.</p>



No.	Question	Answer
73	Could you please elaborate on the process flow and expectations following delivery of the workshops/Webinars?	That is up to the applicant to decide and proposal a process flow.
74	We would kindly like to request an extension to May 22nd.	Unfortunately, we are not able to extend the deadline at this time.
75	<p>Eligibility Program</p> <p>Does this mean only non-profits can respond to the RFP or that only non-profits are those who are to be trained and supported?</p> <p>Depending on the answer to this question below are follow-up questions.</p>	See response to question #7
76	Are ONLY Non-profits eligible to respond to RFP?	See response to question #7
77	<p>Clarification is needed on the up to 250 companies supported.</p> <p>For the training (i.e.) webinars, and management portion of the RFP we would need a partner to work with.</p> <p>Looks like this was released about a week ago; have we had any discussion with potential New York based partners?</p>	See response to question #7

No.	Question	Answer
78	<p>Task 2 Webinar and Workshop clarification questions:</p> <ol style="list-style-type: none"> 1. Will these be remote, in person, or a combination? 2. If in person, what location(s)? 3. Is there a maximum number of webinars or workshops? 4. Are any required to be in person? If so, at what location(s)? 5. Is it expected that a sharepoint or portal be developed to support? 6. Is there a specific platform or tool that is to be leveraged in support of the portal? 7. Are the self-assessments to be reviewed with feedback provided? 8. What is the maximum # of companies to be engaged? 	<ol style="list-style-type: none"> 1. It is up to the applicant to propose. 2. Any proposed In-person meetings should be held in various locations in the state to give companies an opportunity to attend. 3. No. 4. Not required, but it is preferred that in-person meetings be held, if possible and appropriate given the current pandemic. 5. Applicants should determine if a collaborative system would strengthen their proposal. 6. See above. 7. ESD staff will provide feedback on any forms or processes that are proposed after an award is made and prior to use. 8. There is no maximum.

No.	Question	Answer
79	<p>Task 3 what would assisting the companies be comprised of?</p> <ol style="list-style-type: none"> 1. Would it involve sending staff to assess, document or develop documentation? 2. Is this support inclusive of the total grant amount? 3. Who will prioritize the companies needing additional support in relation to the regions? 4. Will this require supporting any industry meetings, seminars, state sponsored events, etc.? 	<ol style="list-style-type: none"> 1. It is up to the applicant to decide the level and type of assistance provided and the appropriate documentation. 2. The maximum funding available is \$900,000. 3. The applicant will propose their evaluation process and methods to prioritize assistance. ESD staff will work with the awardee to make any adjustments necessary. 4. This is not expected.
80	<p>Require Matching Funding</p> <ol style="list-style-type: none"> 1. Is the expectation that the vendor would share and only be reimbursed for cost? 2. Is this funding not currently allocated? 3. So is total funding value \$900,000 only for now? 	<ol style="list-style-type: none"> 1. Vendors will only be reimbursed for actual costs. 2. Yes, funding has been awarded to ESD. 3. Yes.
81	<p>Travel</p> <p>Is travel to be deducted out of the pool of \$900,000 or expensed separately?</p>	<p>Travel expenses are part of the \$900,000 as are all other costs associated with this effort.</p>
82	<p>Reporting</p> <p>Is it expected that a sharepoint or portal be developed to support? Is there a specific platform or tool that is to be leveraged in support of developing the tracking and reporting capabilities?</p>	<p>See question 78</p>



No.	Question	Answer
83	Cost Sharing Can you explain in more detail how the 'cost-sharing' works? What entities are responsible for cost? And what is the Vendor reimbursement model?	See question 5 and 24.
84	Is the 15-month timeline negotiable at all (considering COVID)?	That is the timeline established by our federal funder. We will not be able to change that timeline without their approval.
85	Assuming the grant is a reimbursable grant, how often are drawdowns/payment made?	We will be making quarterly reimbursements.
86	30% MWBE is that for non-salary % or for entire grant?	MWBE and SDVOB goals will be based on ESD's total award value.
87	Can MWBE be fulfilled by cyber services paid for by the grant for MWBE/Veteran companies?	Yes.
88		

Each of the foregoing is added to and made part of the RFP. Any questions regarding this addendum may be submitted to the designated contact account for this solicitation at Cyber-security@esd.ny.gov.