

# 2018 RFP NYSTAR 2018 Cybersecurity Services

## CR Number: 2045757

### FAQs

(Received Through 7/27/18)

**Question 1:**

Our interpretation of how the NYSTAR award will be utilized is that it will be used to offset the costs incurred by the manufacturers who are selected for the risk assessments. In other words, the winning recipient will perform a risk assessment as per the RFP requirements at a cost that is acceptable to the manufacturer and the grant will be used to offset a portion of that cost. So the manufacturer will only be responsible for proportional cost not covered by the grant. Is our interpretation correct?

**Answer 1:**

Yes, this is correct

**Question 2:**

Page 2, Method of Disbursement, from the Method of Disbursement section, will the recipient know prior to providing the manufacturer a SOW that ESD will reimburse and at what amount?

**Answer 2:**

Reimbursement will occur at agreed upon milestones. Further details will be discussed with the selected recipient.

**Question 3:**

Page 2, Method of Disbursement, from the Method of Disbursement section, can you provide additional details on how the disbursement process will be implemented?

**Answer 3:**

Reimbursement will occur at agreed upon milestones. Further details will be discussed with the selected recipient.

**Question 4:**

How will the Recipient know if the ESD grant will be approved prior to providing the manufacturer a SOW so the amount ESD will reimburse can be deducted from the cost?

**Answer 4:**

Reimbursement will occur at agreed upon milestones. Further details will be discussed with the selected recipient.

**Question 5:**

Will the ESD Board approval be required for each of the up to 30 assessments prior to disbursement? How long will these approvals take?

**Answer 5:**

No, there will only be one board approval for the recipient to perform these services.

**Question 6:**

Will the Recipient be able to work with ESD to understand the criteria ESD will use to determine if a manufacturer is eligible prior to the Recipient developing a SOW?

**Answer 6:**

Yes.

**Question 7:**

Page 3, Scope of Work, are the costs associated with the development of the intake mechanism eligible to be funded by the ESD grant?

**Answer 7:**

Yes, without further details of costs in question, the intake method costs are eligible to the extent that the work needed is essential to developing it and falls under the eligible costs list.

**Question 8:**

Page 3, Scope of Work, step 3, it states *“Together with partner organizations as needed, conduct one-on-one cybersecurity assessments for 30 or more companies. This may consist of the following steps, and other steps as deemed necessary”*. Can you elaborate on what other steps may be deemed necessary and when these may be decided?

**Answer 8:**

ESD reserves the right to require additional steps if deemed appropriate by the Department of Defense Office of Economic Adjustment (our federal funder) or internal staff.

**Question 9:**

Page 3, Scope of Work, step 4, would the costs associated with compliance activities be eligible for ESD grant funding? If so, what is the process for obtaining approval for this second phase of work? Some expenses are eligible.

**Answer 9:**

Yes, without further details as to the nature of such tasks, compliance activity costs are eligible to the extent that they are necessary and fall under the eligible costs list. Please refer to page 7 of the RFP.

**Question 10:**

What is the geographic dispersion of the targeted entities?

**Answer 10:**

All of NY state.

**Question 11:**

Scope of Service, can you provide any guidance on exactly what the informal letter of compliance is and is intended to accomplish? Would a letter stating what was done and observed suffice or are you looking for an actual compliance statement? What authority would the Recipient have to issue a compliance letter?

**Answer 11:**

The letter is intended to provide the company receiving it certification that they have met or exceed the compliance standards in NIST SP 800-171, a requirement under the DFARS Clause 252-204-7012. Until certification is created in NY or nationally, compliance would be determined by ESD and the organization providing the cyber services.

**Question 12:**

Scope of Services, can you define the use of the terms Recipient and sub-recipient in the RFP? Are they different or do both refer to the winning bidder?

**Answer 12:**

These are the same, they both refer to the winning bidder.

**Question 13:**

Page 2 Overview Section, is there a ceiling on the amount or a percentage of the grant that can be applied to any one particular manufacturer for the assessment?

**Answer 13:**

There is no ceiling or percentage. A fee proposal and budget is included as an Appendix. There are criteria in the RFP which states proposals will be scored on the intended use of funds for projects, including, but not limited to overall budget and salaries for the 30 or more assessments and implementations.

**Question 15:**

Page 2, Overview Section, is the grant money available to fund both the 30 assessments and the compliance implementation projects for a subset of the 30?

**Answer 15:**

Yes.

**Question 16:**

Page 18, Appendices, can you please provide Appendix A, B and C?

**Answer 16:**

The full RFP and Appendices are available on the contract reporter, <https://www.nyscr.ny.gov/> or our ESD website, <https://esd.ny.gov/doing-business-ny/requests-proposals/esd-cybersecurity-services> .

**Question 17:**

Will there be multiple awardees?

**Answer 18:**

No, only one bidder will be selected for funding.

**Question 18:**

Is hand delivery of the proposals allowed?

**Answer 18:**

Yes, that is allowed.

**Question 19:**

Can “for-profit” organization can participate?

**Answer 19:**

For profit companies are not eligible to apply, only non-profits. For profit companies may partner with a non-profit and act as a subcontractor, but only the non-profit is eligible to apply.

**Question 20:**

We are a MWBE and can you send me the bid documents?

**Answer 20:**

The RFP can be accessed on the contract reporter, <https://www.nyscr.ny.gov/> or our ESD website, <https://esd.ny.gov/doing-business-ny/requests-proposals/esd-cybersecurity-services> .

**Question 21:**

I would like to know that, whether this bid is for the non-profit company which will utilize \$300,600 for system development of 30 or more defense supply chain companies.

**Answer 21:**

This is for a non-profit to utilize the award money to provide assessments, implementations (if necessary), and a final assessment and letter of compliance for 30 or more DOD focused manufacturers.

**Question 22:**

Do sub-contract company needs to be non profit company or the final company who will get systems implemented should be non profit.

**Answer 22:**

Subcontracting companies do NOT need to be non-profit. The final companies receiving the services do NOT need to be non-profit. The companies that the recipient of this award will assist need to be small manufacturers in NY (less 500 employees) with a DOD focus, which means either 30% or more revenue coming from the Department of Defense, or a recipient of an SBIR/STTR award from the Department of Defense.

**Question 23:**

The Cybersecurity assessment RFP mentions this in the documentation:

"NYSTAR seeks a non-profit Recipient who will utilize this OEA grant funding to provide cybersecurity assessments and compliance implementation to manufacturers in New York State that are either a current or prospective participant in the defense supply chain. "

Does this mean it is only for non-profits can submit a response or can a "Woman Owned Enterprise" submit one.

**Answer 23:**

Yes, only Not-for-profits are eligible to apply. For profit companies may seek out a not-for-profit company to partner with, but only not-for-profits are eligible to apply.

**Question 24:**

The name of the contract is NYSTAR 2018 Cybersecurity Services (CR# 2045757). I see that the RFP is already posted online and I would like to know whether this RFP is based on a previous RFP and whether there have been previous bids on this particular service. If not, is it possible to receive copies of RFPs from this agency that are similar to cybersecurity services?

**Answer 24:**

This RFP is not based on a previous RFP, and we do not have any other RFPs for cyber security services at the moment.

**Question 25:**

We are validating that this opportunity is for non-profit vendor bidding only?

**Answer 25:**

Yes, only non-profits are eligible to apply.

**Question 26:**

My organization is MWBE/SDVOB certified, can you include me on the subcontractor list for this effort?

**Answer 26:**

Yes, please include your certificate and send the request to [cyber-security@esd.ny.gov](mailto:cyber-security@esd.ny.gov) .

**Question 27:**

Page 3, Step 5, reporting intervals do not match the 13-month timeline, but are instead based on 14 months.

**Answer 27:**

The timeline for reporting should also be 13 months. Reporting intervals are as follows: 3 months into the project, 8 months into the project and 13 months into the project (upon completion).

**Question 28:**

What are the eligibility requirements for the companies that will receive the services?

**Answer 28:**

Companies that are eligible to receive the services from the selected recipient will be New York State small and medium sized manufacturers with a focus on the Department of Defense. Department of Defense focused companies are those which have 30% or more revenue coming from the Department of Defense or have received an SBIR/STTR award from the Department of Defense.