



STATE OF TENNESSEE
DEPARTMENT OF GENERAL SERVICES, CENTRAL PROCUREMENT OFFICE

REQUEST FOR PROPOSALS # 32110-03024
AMENDMENT # 2
FOR INFORMATION SECURITY ASSESSMENT AND
CONSULTING SERVICES (ISACS)

DATE: September 23, 2021

RFP # 32110-03024 IS AMENDED AS FOLLOWS:

1. This RFP Schedule of Events **updates and** confirms scheduled RFP dates. **Any event, time, or date containing revised or new text is highlighted.**

EVENT	TIME (central time zone)	DATE
1. RFP Issued		August 20, 2021
2. Disability Accommodation Request Deadline	2:00 p.m.	August 25, 2021
3. Pre-response Conference	10:00 a.m.	August 26, 2021
4. Notice of Intent to Respond Deadline	2:00 p.m.	September 1, 2021
5. Written "Questions & Comments" Deadline	2:00 p.m.	September 9, 2021
6. State Response to Written "Questions & Comments"		September 23, 2021
7. Response Deadline	2:00 p.m.	October 8, 2021
8. State Completion of Technical Response Evaluations		October 22, 2021
9. State Opening & Scoring of Cost Proposals	2:00 p.m.	October 26, 2021
10. State Notice of Intent to Award Released <u>and</u> RFP Files Opened for Public Inspection	2:00 p.m.	November 4, 2021
11. End of Open File Period		November 12 2021

12. State sends contract to Contractor for signature		November 15, 2021
13. Contractor Signature Deadline	2:00 p.m.	November 22, 2021

2. Respondent's Questions and State of Tennessee Responses as follows:

Question Number	Reference	Respondents Question and/or Comment	State Response
1.	General	Can we get Word Version of RFP?	The State will not provide a Word version of the RFP.
2.	General	Is the Solicitation a small business set aside?	The State of Tennessee does not have any specific type of preference points or set-aside program for the five (5) types of certified businesses. However, the diversity language (four questions) in the General Qualifications and Experience section of RFP's is included with other questions having an "over-all" point value. The Governor's Office of Diversity Business Enterprise evaluates the diversity responses of each proposer for the individuals assessing the entire proposal. In addition, goals are set for each agency/department that are annually reported to the Governor and General Assembly.
3.	General	Has the State been a victim of any major cyber attacks that can be disclosed? If so, was the incident response engaged to perform an evaluation of attack vectors and vulnerabilities?	We have engaged the ISACS vendor to assist during incidents that involved cyber attacks. Their help was of a technical nature to help with IOCs, for example.
4.	General	Is the State of Tennessee subject to any Federal regulatory compliance such as PCI-DSS? If so, was an assessment performed in the last year?	Yes, several such as MARSe, CJIS, PCI-DSS, FISMA, FERPA, SSA, IRS Pub 1075. We perform a third-party SOC2 Type 2 audit annually.
5.	General	If penetration testing services are required, will the State of Tennessee require quarterly, semi-annual, or annual testing?	We require at a minimum an annual, uncredentialed test of all of our external facing web applications. There will be other assessments required during the year.
6.	General	Equipment Counts: (a) what is the current number of	Over 3,000 servers, over 50,000 endpoint devices, and 1,900 network

		physical servers?, (b) what is the current number of active Virtual Machines? (c) what is the current number of active network switches-make and model? (d) what is the current number of active firewalls or routers? (e) What is the current number of staff workstations?	end sites. We are a State government with multiple datacenters and agencies in a large geographic location.
7.	General	Network Assessment -What is the current number of active VLANs? -Is there an IT resource on staff knowledgeable of network infrastructure and topology?	50,000+ VLANs. We are a State government with multiple datacenters in a large geographic location. State networking personnel are knowledgeable of the infrastructure and topology.
8.	General	System Assessment -Are backup services currently in use? -Are backups being validated at regular intervals? -If backups are conducted or validated on regular intervals, is there record of the validation?	Backups are regularly performed and validated.
9.	General	Connectivity Assessment -Who is your current Internet Service Provider? -What is your data speed package with this provider? -Are multiple circuits in use, or is there a secondary provider?	10 Gb bandwidth and multiple circuits are currently in use. The State's current Internet Service Provider is protected information.
10	General	Are there any socio-economic preference points allocated to small businesses, disadvantaged small businesses, economically disadvantaged women-owned small businesses (EDWOSB), women-owned small businesses	The State of Tennessee does not have any specific type of preference points or set-aside program for the five (5) types of certified businesses. However, the diversity language (four questions) in the General Qualifications and Experience section of RFP's is included

		(WOSB), and/or minority owned small businesses?	with other questions having an “overall” point value. The Governor’s Office of Diversity Business Enterprise evaluates the diversity responses of each proposer for the individuals assessing the entire proposal. In addition, goals are set for each agency/department that are annually reported to the Governor and General Assembly.
11	General	Is this the first time that you will contract a vendor for the services in question? If not, then would a copy of the final contract and amount of the previous successful vendor be available?	Respondent will need to formally submit an Open Records request from the Agency (Finance & Administration).
12	General	Given the COVID-19 pandemic, can work be performed remotely to the maximum possible extent?	Yes, remote work is fine. Physical presence is required in obvious situations such as forensic engagements or physical controls assessments.
13	General	What are you looking for the vendor to submit with the proposal in terms of being “FedRAMP certified”?	The primary purpose of this is to protect the State’s data, specifically in the instance of federally regulated data. If you are using a cloud provider for your data hosting and processing we expect that environment to be FedRAMP certified. If you are hosting entirely on prem you cannot be FedRAMP certified and therefore this does not apply.
14	Tech (no ref)	For source code reviews, we are assuming that the State will provide the actual source code of the critical application(s) for review? We are willing to sign an NDA.	Yes, the source code will be available for source code review engagements.
15	Pro Forma, Section A.11.c	Regarding replacement of an individual, will the State accept ten (10) Business Days to find a temporary replacement, and forty (40)	No, if the engagement is intended to have a set number of personnel, we expect the contractor to have a breadth of bench that is wide enough to handle

		Business Days to find a permanent replacement?	a replacement within the time stated in Pro Forma Contract.
16	Pro Forma, Section A.13	Can we clarify that Contractor will comply with those security policies requirements that are applicable to the services being rendered to the State?	Any data or work processed or stored by the contractor must comply with the State's EISP as well as any federally mandated regulations such as work regarding data that falls under IRS Pub 1075, MARSe, HIPAA, CJIS, or any other federally regulated data.
17	Pro Forma Section C.2	Contractor would like to clarify that its pricing will be exclusive of applicable taxes and fees.	See Pro Forma Contract Sections C.2 and C.5.b.3.
18	Pro Forma, Section C.7	Before a reduction on an invoice can be made, the State must provide Contractor with a notice of the disputed amount within thirty (30) days of the invoice date. The State may withhold payment of disputed amounts on the invoice.	Pro Forma Contract Section C.7. does not require notice within 30 days of the invoice date.
19	Pro Forma Section C.8	Since Contractor does not have any other contracts with the State, can the State clarify in what other instances could the Contractor owe any amount to the State? If any such amounts were to be deducted from any payments due to the Contractor, will the State send a communication to the Contractor explaining the circumstances prior to making the deduction?	The State cannot clarify all other instances that the Contractor could potentially owe any amount to the State. Pro Forma Section C.8. does not specifically require prior notice in connection with the deduction
20	Pro Forma Section D.6	Can this section be modified to apply to both parties?	The State declines to make this change.
21	Pro Forma Section D.18	Can the consequential damages waiver that is in the second sentence of	The State declines to make this change.

		Section D.17 be included in this section as well?	
22	Pro Forma Section D.19	Can this section be limited to third party claims only? Additionally, can this section be revised to only apply to personal injury and property damages?	The State declines to make these changes.
23	Pro Forma Section D.20	Please clarify how HIPAA will apply to the services to be rendered to the State and what Protected Health Information the State believes the Contractor would be receiving or have access to.	The intention for this contract is to provide ad-hoc security services as outlined in the contract for any agency within the State, as well as some local and quasi government bodies and higher education institutions. In the process of completing the jobs working with the agencies (forensics is an example) if the department works with HIPAA data then the contractor may be exposed to HIPAA data through the course of an engagement.
24	Pro Forma Section D.32	Will the State agree to accept the proposed revisions to the Insurance section in the attached document?	The State declines to accept these proposed revisions.
25	Pro Forma Section D.34	Can this section be modified to apply to both parties, with the understanding that some information may not be considered confidential under the Tennessee Public Records Act?	The State declines to make this change.
26	Pro Forma Section E.3	Can this section be limited to third party claims only?	This provision already is limited to claims brought against the State of Tennessee
27	Pro Forma Section E.11	Contractor objects to the requirement to provide custom reports within thirty (30) days of request.	The State declines to make any changes to this Section.
28	HIPPA BAA	Please clarify how this HIPAA Business Associate Agreement (BAA) will apply to the services to be	Over the term of the contract, the contractor may have cause to come into contact with HIPAA data due to working with agencies that process or

		rendered to the State.	store that data. The HIPAA BAA is an agreement wherein the contractor acknowledges that they are subject to certain federally promulgated rules in regards to private health data of citizens.
29	HIPPA BAA	Will Contractor be required to submit a signed BAA with its RFP response or will a signed BAA only be required from the awarded Contractor? If Contractor is required to submit a signed BAA with its RFP response and is not the awarded Contractor, will the State and Contractor need to terminate the BAA?	A signed BAA is not required as part of the RFP Response.
30	RFP section 3.3 Response and respondent prohibitions	The RFP does not allow for any alternate terms and conditions to be proposed. Not allowing any proposed changes to the pro forma makes it very difficult for very large companies to respond to this type of procurement. Large companies in general have the best ability to meet your requirements due to the maturity of their product offerings and their financial stability. Additionally, many other State of TN RFPs have allowed for red-lines of the RFP in the past. Will the State please reconsider this requirement, and potentially add a requirement to section B to allow for pro forma red-lines? Will the State consider the addition of terms to the pro forma contract if they do not	No.

		conflict with the State's terms?	
31	Attachment 6.2, B.13 Follow the personnel roster with a resume for each of the people listed	Will the State accept an employee industry experience biography as an alternative to a resume? Resumes contain personal information.	We expect a resume that contains education, certifications, and work history. If personal information such as address, personal email, phone needs to be redacted from it that is fine.
32	pro forma Section C.5 invoice requirements -- contractor shall submit invoices and necessary supporting documentation, no more frequently than once a month, and no later than 30 days after the goods or services have been provided...	Will the State consider revising this requirement to within 180 days after the goods and services have been provided? Due to billing cut off cycles occurring once per month, it may not be possible to meet 30 days.	The State declines to change the requirement to 180 days.
33	RFP Section 2.1 schedule of events. Response	There are only 7 days from when the questions are answered by the State and the RFP response is due. This does not give the	See the revised RFP Schedule of Events above in this Amendment 2.

	deadline October 1	respondents ample time to review and digest the State's answers to the questions, and update the RFP content accordingly. As such, will the State consider extending the RFP response deadline 2 weeks?	
34	RFP Section 3.2 response delivery. Requirement for paper copies and USBs versus electronic delivery in email	Due to the COVID-19 pandemic, the State recently allowed references, the technical proposal and cost proposal to be delivered in electronic format (email) to ensure the safety of both State employees and the vendor community. With the uptick in cases due to the delta variant, will the State please consider revising the RFP delivery instructions to allow for electronic delivery as an option?	The State does not plan to change the Delivery Requirements of RFP Section 3.2.
35	RFP Attachment 6.2. A.5 Provide an official document or letter from an accredited credit bureau, verified and dated within the last three (3) months and indicating a positive credit rating for the	In fulfillment of Item Reference A.3, would Tennessee allow Dun & Bradstreet to send a report directly to the State? If so, can you please confirm an address and/or e-mail contact?"	All required documentation must come from the Respondent

	Respondent (NOTE: A credit bureau report number without the full report is insufficient and will not be considered responsive .		
36	Attachment 6.6, Pro Forma Contract. D.32 Insurance	If bidder's insurance policies comply in all material respects with the requirements of Section D.32, would the State be willing to consider minor modifications to the language in D.32 to more accurately reflect actual language in contractor's coverage?	RFP Section 5.3.5. of the RFP States: Notwithstanding the foregoing, the State may, at its sole discretion, entertain limited terms and conditions or pricing negotiations prior to Contract signing and, as a result, revise the <i>pro forma</i> contract terms and conditions or performance requirements in the State's best interests, PROVIDED THAT such revision of terms and conditions or performance requirements shall <u>NOT</u> materially affect the basis of response evaluations or negatively impact the competitive nature of the RFP and contractor selection process.
37	RFP Attachment 6.3 Cost Proposal	Since the State allows the respondents to return soft copies of the cost proposal in both PDF or XLS format, would the State please provide a copy of the cost proposal in XLS format?	RFP Amendment 1 to this solicitation states that the pdf version of the Cost Proposal is deleted and replaced with the XLS version of the Cost Proposal. The XLS version must be used in the Respondents Cost Proposal Submission, including the appropriate signature
38	Attachment 6.6, Pro Forma Contract. E.5.Contra	Can you please explain how this requirement extends to the contractor's existing information technology (IT) infrastructure that are not	The intention is focused around the protection of State data and services. Any State data or services that are stored in a cloud environment must be stored or processed by a FedRAMP

	<p>ctor Hosted Services Confidential Data, Audit, and Other Requirements (3) The Contractor shall maintain a Security Management Certification from the Federal Risk and Authorization Management Program ("FedRAMP"). A "Security Management Certification" shall mean written confirmation from FedRAMP that FedRAMP has assessed the Contractor's informatio</p>	<p>part of this contract? For example, if the contractor happens to have an IT environment consisting of networks and data centers that are not used in delivery of services for this contract, are they subject to the FedRAMP certification? We understand this requirement as it relates to pro forma contract section "A.16 Project Management – Central Repository and Portal," but request clarification on where else E.5 may apply. Surely the requirement under this contract is not intended to impose FedRAMP requirements on all of a prospective contractor's IT infrastructure not involved in the delivery of services within this RFP.</p>	<p>certified environment. If the contractor has additional infrastructure that does not process or store State data, that is under the purview of the contractor. Pro Forma Section E.5. applies to the extent there is Confidential State Data involved.</p>
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	<p>n technology Infrastruct ure, using a standardiz ed approach to security assessmen t, authorizat ion, and continuous monitorin g for cloud products and services, and has certified that the Contractor meets FedRAMP standards. Informatio n technology “Infrastruc ture” shall mean the Contractor ’s entire collection of hardware, software, networks, data centers, facilities and related equipment used to</p>		
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	<p>develop, test, operate, monitor, manage and/or support information technology services. The Contractor shall provide proof of current certification annually and upon State request. No additional funding shall be allocated for these certifications, authorizations, or audits as these are included in the Estimated Liability of this Contract</p>		
39	<p>Attachment 6.6, Pro Forma Contract. C.5 invoice requirements</p>	<p>Will the State consider adding language referencing the Tennessee Prompt Payment Act, Tenn. Code Ann. § 12-4-701, et seq. (the "Prompt Pay Act"). The</p>	<p>This language is not required. The Prompt Pay Act would apply to the extent applicable.</p>

	nts -- contractor shall submit invoices and necessary supporting documentation, no more frequently than once a month, and no later than 30 days after the goods or services have been provided...	Prompt Pay Act states that that payment shall be made within forty-five (45) days after receipt of invoice and allows interest in a specified amount for overdue payments beginning on the day after payment is due.	
40	Attachment 6.6, Pro Forma Contract. Objectives	Can the State quantify the number of engagements of each type (aka "Objectives") per year?	It is not possible to completely quantify the maximum number of engagements, however in the Pro Forma Contract we state our expectations of how many engagements we expect the contractor to be able to meet at any one time as a minimum under section A.17.
41	Attachment 6.6, Pro Forma Contract	Is it the intention of the State to award the contract to multiple qualified bidders, with each subsequent engagement requiring an SOW at time of request?	The State intends to award a single contract.
42	Attachment 6.6, Pro Forma Contract Section A.9	For Objective 1 under section A.9, is this testing to be done from an internal perspective, external perspective, or a mix of both?	It is a mix of both internal, external, white, black, and grey box testing.
43	Attachment 6.6, Pro Forma	For Objective 1 under section A.9, would the State be interested in consuming	No

	Contract Section A.9	these services on a subscription basis vs a one-time project basis? Could we provide these as a managed service?	
44	Attachment 6.6, Pro Forma Contract Section A.9	For Objective 2 under section A.9, can the State provide clarity around the computer languages that the source code review would need to be conducted for? How many such engagements per year?	Primary languages include but are not limited to C#, VB.net, Java, Python, C++, Objective C. We cannot state how many source code reviews we expect in a given year, however they are rare.
45	Attachment 6.6, Pro Forma Contract Section A.9	For Objective 3 under section A.9, is the State open to a retainer service arrangement in order to allow for the requested start time of within 24 hours of first contact by the State? This would be a contract signed in advance of breach to allow for rapid response without contracting delays	No
46	Attachment 6.6, Pro Forma Contract Section A.9	For Objective 4 under section A.9, how many Enterprise Security Program Assessments are anticipated each year? Would the State be open to supporting such initiatives through an integrated risk management platform subscription?	Generally, one or two per year and the State will not consider a subscription
47	Attachment 6.6, Pro Forma Contract Section A.9	For Objective 5 under section A.9, can the State clarify if the "Data Loss Prevention Assessment" described here is for physical data exfiltration only, or does it include exfiltration via technical means as well? What DLP products are currently deployed?	This includes both physical and digital exfiltration. We cannot currently state the DLP products in use. This will be discussed with the apparent successful respondent

48	Attachment 6.6, Pro Forma Contract Section A.9	For Objective 6 under section A.9, how many Security System Design and Configuration engagements are anticipated each year? Would the State be open to supporting such initiatives through subscription service arrangement for a Cyber Security Architect on Retainer?	Generally, one or two per year and the State will not consider a subscription.
49	Pro forma section E.5 (Special Terms & Conditions /Contractor Hosted Services Confidential Data, Audit, and Other Requirements, pg. 24) it states: Contractor shall be certified to host Payment Card Industry ("PCI") data in accordance with the current version of PCI DSS ("Data Security Standard")	As found via the PCI website: PCI Data Security Standard (PCI DSS) - The PCI DSS applies to all entities that store, process, and/or transmit cardholder data. It covers technical and operational system components included in or connected to cardholder data. If you accept or process payment cards, PCI DSS applies to you. https://www.pcisecuritystandards.org/documents/PCIDS_QRGv3_1.pdf Our firm does not accept or process payment cards. It is our understanding this provision would be non-applicable (even if developing vulnerability data regarding a customer system that falls under PCI-DSS). We thank you for your consideration.	It is possible that the contractor, through the course of a forensic investigations or application assessments, will come to possess cardholder data. PCI-DSS applies to all entities that store, process, or transmit cardholder data.

	maintained by the PCI Security Standards Council.		
50	Pro forma Section D.32.d Professional/Tech/Cyber at \$10m	Tennessee is requesting \$10M per occurrence/aggregate for Professional/Tech E&O/Cyber insurance, would Tennessee accept \$5M?	The State would not accept this change.
51	General: Schedule	Because of the complexity of this RFP, references being mailed and question being answered on September 24th we would like to request an extension on the due date to October 29th.	See the revised RFP Schedule of Events above in this Amendment 2.
52	Pro Forma Section A.2.b.i	What type of penetration testing is being described in this requirement? Is this expected to be a full Red Team attack, strictly an external scan of internet facing assets or an internal credentialed assessment?	It can be any of the cited instances—we expect the contractor to be able to perform penetration tests in a variety of situations: black box, grey box, white box testing as well as full on red team adversarial simulations.
53	Pro Forma Section A.2.b.ii	Can STS please clarify by how, exactly, they define a 'DLP' solution. As an example, some orgs would define endpoint USB device control as DLP while others would define DLP as a network sensor that inspects payload data in flight and still others would define a full--featured DLP solution as being comprised of 7+ separate technology components	The intention of this section is to outline that we require consulting expertise in an assessment of an entity's current DLP solution and to provide guidance / recommendation / consulting on improving or standing up a new DLP solution based upon the deliverables of the original objective. That DLP solution can be a combination of solutions required to stop physical or digital data exfiltration or both.

54	<i>Pro Forma Section A.2.b.iv</i>	this calls for a Forensic Investigator. Two questions: First, please provide an example of forensics certifications that are acceptable to STS. Second, is the focus of this investigator intended to be endpoint digital forensics, network forensics, post-compromise IR forensics or some mix of these?	1) Examples are EnCase Certified Examiner or AccessData Certified Examiner, Certified Computer Examiner from ISFCE, GIAC Certified Forensic Examiner or GIAC Certified Forensic Analyst 2) A mix of all of those.
55	Pro Forma Section A.2.c	Are the certification requirements defined in A.2.b. applied to all four levels of consultant, as defined in A.2.c	Yes, except where a limited amount of yearly experience by default disqualifies them from acceptable certifications. For certain engagements it may be stated in the SoW that we require certain experience levels.
56	References Attachment 6.2, B17	Can you please confirm only 1 copy of the questionnaire from each reference and that is should be submitted as part of the original submission and not included in the copies	References are to be included with the original Technical Proposal and not in the required copies.
57	A.6 and B.17	Should the references in A.6 and B.17 be the same customer reference?	RFP Attachment 6.2 – Section A, A.6 does not ask for a reference only a listing of clients meeting the criteria of A.6. In RFP Attachment 6.2 Section B.17, the State is asking for references and clients listed in response to A.6 may be used for the purpose of responding to B.17.
58	Attachment 6.4 references	would the state consider providing this questionnaire in word format versus pdf for ease of the client ability to respond	No
59	B.17	Would the state consider changing the mailing of the past performance questionnaire to allow the client to email them directly to contracting versus regular mail to ensure	No

		delivery within the timeline?	
60	General	Did your current contract run the full term or are you rebidding it before the full term has been completed?	The State is re-procuring the services prior to the completion of the full term of the current contract.
61	Tech	We understand the State of TN's desire to separate cybersecurity governance functions from operations, this makes a lot of sense to avoid internal organizational conflicts of interest. This contract appears to draw a very clear line, covering the cybersecurity governance functions, with one exception: data recovery. The actual recovery of data (not just defining, overseeing, or providing IV&V on the data recovery functions) seems to be a part of the operations, not governance. Could the State please help clarify if this is indeed the case, that the data recovery is intended to be performed as the same vendor performing the governance functions? If this is the case, is there any concern over a conflict of interest having the same vendor performing operational as well as governance tasks?	The intention of the data recovery portion is to have an active contract with a vendor who has the skills or relevant subcontractors to easily perform a data recovery engagement. Governance vs. operation isn't relevant in this situation.
62	Tech	Can physical, SSDs, and mobile devices be shipped off-site for recovery, or is on-premise work required?	On premise work is not required, though we require the contractor to physically pick up and do chain of custody forms for anything that needs to be in possession of the contractor or sub- contractors for requested services.

63	Tech	Do CJIS or other evidentiary controls apply to this work?	They can but will not apply to all work.
64	Tech	What were the revenue totals from the previous contract?	Approximately \$2 million, however we cannot explicitly guarantee that we or any other entities will meet the contract estimated liability.
65	Attachment 6.2 Section B.13	Our understanding is that work resulting from the award of this contract will come from various State agencies at some undetermined time in the future. How should respondents provide a number of hours that each individual will devote to performance if there are no specific scopes of work at this point in time?	In section A.17 of the Pro Forma contract the minimum expected staffing levels are explained via the statement the contractor shall be able to perform at a minimum of 5 ongoing engagements at one given time. A.17 also lists the minimum number of employees we expect each type of engagement to use.
66	Attachment 6.2 C.11	Is the State looking for software system design or security program design?	The state is looking for both security program consultation and system security design. Generally, this does not include software development and design.
67	Attachment 6.2 C.12	Does the State require a firm with data loss prevention technology or a firm that can assist in configuring (or recommending) current data loss prevention technologies?	A firm that can assist in configuring, recommending, and implementing data loss prevention technologies.
68	Attachment 6.2 C.15	Could the State please define what they expect from a data discovery perspective?	For Section C.15 the intention is that the contractor will provide us a description of their capability to examine our infrastructure, be it on prem or in the cloud, to identify and classify data assets.
69	Attachment 6.2 C.18	Does the State require data to be recovered from a hard drive or does the State require an assessment of	The State may require data recovery services from various sources including but not limited to physically damaged media.

		their current data recovery capabilities?	
70	General	Will the State be providing answers to any vendor questions prior to September 24th? Given that the due date for the proposal is October 1st, if responses are not published until September 24 th , will the State consider a one-week extension so that vendors can appropriately react to the State's responses?	See the revised RFP Schedule of Events above in this Amendment 2.
71	Reference Submission	Due to Covid-19 we are not in our offices nor in the offices of our clients. In order to send the form to our client and request completion. The reference would then need to complete it and mail it to us for inclusion in our proposal. Any delays in completion by our client or delays USPS delivery, such as those caused by weather or other issues, will put our submission at risk. Will the State consider changing this requirement and allow the reference to submit the request to us via pdf for inclusion in the proposal.	The State does not plan to change the Delivery Requirements of RFP Section 3.2.
72	General	Will the State consider including electronic submission of responses? Respondents would still submit two files, one for the technical response and one for the cost response.	The State does not plan to change the Delivery Requirements of RFP Section 3.2.
73	Tech	Can the State clarify the penetration testing requirement? Will both	Internal, external, and white-grey-black box testing are all expectations.

		external and internal tests be required?	
74	Tech	For penetration testing, will the State provide equipment for penetration testing or is the contractor hardware and software acceptable?	Contractor owned hardware and software is acceptable. The State will not provide hardware or software licenses, with the exception of a VPN client for intranet testing.

3. **Amendment 2 RFP Amendment Effective Date.** The revisions set forth herein shall be effective upon release. All other terms and conditions of this RFP not expressly amended herein shall remain in full force and effect.