Southern California Public Power Authority

Questions and Answers related to the Request for Proposals for Cybersecurity Services

Updated as of 2/26/19

1. Is there any requirement for this RFP set forced by SCPPA or any of member utilities to meet any Small Business Enterprise participation level? Will the Small Businesses have any preference as part of the evaluation?

   Response: There is no forced requirement for Minority-Owned, Women-Owned, nor Small Business Enterprises. Some participating Utilities have a commitment to engage these Enterprises and wish to have Respondents to express their commitment, as well. With regard to preference, the Boards of some participating Utilities will see this effort in a very positive light.

2. Since there are multiple utilities involved, would these services be provided for each utility separately who chooses a particular service, or would the services be more general, e.g. taking into account specific utility needs, but focused on all the utilities? Or would there be a combination of group services (e.g. presentations to all utilities on topics) and specific information (selected utility one-on-one discussions and services)?

   Response: Each utility will independently engage SCPPA to request scoped services within that utility; requested services will fall under one of the identified 11 categories. For example, LADWP may request services under the Penetration Testing category. Burbank may request services under the CBT Training category.

3. How many SCPPA member utilities are part of the scope of this Project? Please provide the name of utilities included in the scope.

   Response: All member utilities (12 in total) have the ability to use these services. This said, none of them have an obligation to do so.

4. Vulnerability Assessments could be very detailed and very different for each utility. Typically, vulnerability assessments then lead into risk assessments (i.e. apply the potential impacts of a breach through a vulnerability). Is the expectation that risk assessments will also be part of the vulnerability assessments?

Response: The expectation of a Vulnerability Assessment does include appropriate risk assessment. The scope of any requested Vulnerability Assessment will be clearly defined at the time of the request. This will allow the qualified vendor(s) to bid on that specific scope.

5. Is Gap Analysis (Current state assessment, Future state definition) required for the in-scope services?

    Response: Yes. This should be considered as part of the deliverable.

6. Has SCPPA and/or member utilities already documented the existing policies, practices and applicable artifacts for this Project?

    Response: This proposal should be considered as an enabling agreement that allows a member utility to engage in well-defined scopes of work. Each utility has various levels and granularity of policies, practices, and applicable artifacts that can be provided at the time of the requested engagement.

7. Has SCPPA created a governance organization and/or a cyber security competency center with representatives from all utilities?

    Response: SCPPA is the Master Agreement facilitator. Each utility will independently engage in any services that will be utilized. As such, this type of Committee is not needed for the purpose of the subsequent Agreement(s).

8. As per RFP, respondents are not required to bid for all items defined the scope of work and they need to clearly identify the categories they are bidding. Is there any overall project implementation timeline envisioned by SCPPA for each subcategory? (1- Advisory services & cyber program/posture assessment, 2- Vulnerability assessment, and penetration testing services, 3- Remediation efforts and Incident response services)

    Response: There is no predefined schedule or project for any utility. This RFP is intended to be an enabling Agreement for the utilities to electively engage. Should a utility opt to engage a category of service, all of the scope, assumptions, and expectations will be clearly provided by that utility, at the time such service is desired**.**

9. The project scope consists of three (3) parts (High-level):   1) Advisory services, Policies, Strategy, Roadmap, 2) Penetration Testing, hands-on training, and 3) Incident Reporting and Management.   RFP states that bidders can select the sections of the scope of the work and bid partially. SCPAA would select more than one contractor. Will SCPPA reconfirm this?

    Response: The scope will be defined, based on the specific activities requested by a participating utility, at the time the service is desired. These 11 pre-defined categories cover the classes/types of work that may be requested by the participating utility.

10. SCPPA has 12-member utilities including LADWP. Does this RFP include services for all members? If Yes, then the services need to be delivered for each of those utilities separately, as IT/OT systems and processes in each utility is different and requires its own assessment and recommendation. What is SCPPA though on this matter?

    Response: As mentioned in the previous answer, as an individual utility has a specific category and/or scope of service, they will request the service through SCPPA. Member utilities will not be combining requests for service.

11. Is the budget for the Project already been approved and allocated? As it is a multiyear project, is the budget subject to annual review and approval?

    Response: Each utility will be required to have a defined budget for any requested work. The budget processes within each utility is unique and handled independently of each other and SCPPA.

12. Would SCPPA prefer four (4) separate proposals to evaluate, or would one (1) proposal with all four (4) project approaches be acceptable if the all projects are to be performed by the same engagement team?

    Response: SCPPA desires to have responses included as one submission. We are seeking to limit your experience and capability for each of these categories to 4 pages per category. If you intend to respond to categories two through five, then each one gets up to four pages.

13. We can provide a response to the RFP along with references to validate our ability to provide services and give a description of our services in each of the areas. We can also address the topics such as Supplier Diversity, and other state/municipality requirements. Can you confirm that is what you are looking for us to do?

    Response: This is essentially correct. We are seeking qualified vendors to participate in a potential agreement that we will utilize to engage specifically-defined services by each of the identified utilities. The categories we identified are the areas we anticipate future services.

14. Does the scope of the RFP include consulting services related to compliance to the NERC Critical Infrastructure Protection Reliability Standards? For instance, are the members looking for procedures, plans, programs to be written, mock audits or gap analyses performed, and other compliance support services related to maintaining compliance with their NERC CIP programs?

    Response: The utilities may opt to include compliance related services for any regulatory standards, including NERC CIP. Scope and expectation will be provided at the time a task order is issued for consideration.

15. In regards to Section 4. Fees, how does SCPPA anticipate Respondents provide pricing details if no explicit scope for each area of work are defined yet? Is it acceptable and sufficient for the

Respondent to simply provide hourly rates for the different resources associated with the (11) areas of services requested?

Response: Please provide in good faith estimation when pricing each area. Hourly rates for each area of service is acceptable.

16. How may ip address, servers, cloud instances for the scope of this engagement? For penetration testing, do you desire vishing, phishing, or other attempts? For remediation services, would the awardee be allowed to remotely VPN? Does the scope include assessing the supply chain? When was the last cyber posture assessment conducted, if at all?

    Response: We appreciate the submitted questions. In summary, this RFP is establishing the capability for any of the member utilities to define a scope of work they may wish to engage. The purpose of your response is to demonstrate your experience and ability to conduct these categories of activities. Any scope and parameters of work in any category that a specific utility may seek will be provided at the time they require the service.

17. Will you accept a single bid with the lead bidder using another company as a sub-contractor to fulfill some of the requested services?

    Response: Preferably, please submit bid on the core functional expertise represented from your principal company.

18. Does SCPPA envision selecting multiple vendors as "qualified vendors" in each of the eleven work categories? Will there be any limits on the number of qualified vendors (e.g., no more than 2 in a category)?

    Response: SCPPA will determine qualified vendors for each category. There is no set limit to qualified vendors for any specific category.

19. Will members be obligated to use "SCPPA qualified vendors" (as selected under this RFP) for all future procurements of services falling within the scope of the 11 work categories; (or, could members conduct an independent procurement process)?

    Response: SCPPA members have no obligation to use any of these vendors, nor should this RFP be considered a required path for any utility to acquire services in any of these defined categories.

20. If members are not obliged to use qualified vendors, will qualified vendors be given some preferential status (e.g., members agree to allow qualified vendors to have a first chance to provide services before members seek outside services.)

    Response: No. This said, utilities are more likely to utilize this channel as it meets their own procurement processes for bidding.

21. Can you describe the process by which member will engage qualified vendors for specific work assignments?

    Response: Member utilities will submit a detailed "Task Order" to SCPPA. Qualified vendors in the category will be given the opportunity to submit a bid for the requested work. SCPPA will enter into an agreement for that work and will be billed by the successful vendor to perform the utility member's work.

22. If multiple qualified vendors exist a work category, how does SCPPA envision a member will select a particular vendor (e.g., it's specific qualifications for that job? Staff availability? Prices provided in this RFP (or might rate adjustments be requested)?

    Response: The requesting utility will certainly has a participation role in selecting the best bid for the selected work as the work will be performed for the requesting utility. If multiple vendors are submitting for the same work category, the deciding factors can consist of pricing, services offered, and previous work experience.

23. Would SCPPA provide some common guidance for all member on this process? For instance, the minimum time for preparing a response.

    Response: SCPPA will conduct the bid process and will be responsible to inform the participating qualified vendor(s) of their success in a given Task Order bid. Based upon the category, SCPPA will work with their utility members in defining specific task in the Task Order bid.

24. Regarding Section 4. Fees, and #15 of the Q&A responses, please confirm if providing hourly rates only is acceptable to fulfil this requirement?

    Response: SCPPA would like to see the hourly rates schedules.

25. How does SCPPA anticipate offering water services-related task orders under the Cybersecurity Services contract vehicle?

    Response: SCPPA cannot directly engage "water sector" only activities. Utilities will provide scope of activities that would principally focus on electric sector and/or corporate activities; there is the possibility of some overlap to the water environments of some utilities within these scopes of work, as they do impact both electric and corporate operations.

26. How does SCPPA anticipate offering water services-related task orders under the Cybersecurity Services contract vehicle?

    Response: All participating utilities have identified their own responsive levels of compliance to DFARS and/or GDPR. If any activities within a scope of work are within those compliance requirements, they would be identified in the specific statement of work from that utility.