



**OHIO TURNPIKE AND
INFRASTRUCTURE COMMISSION**

ADDENDUM NO. 1
ISSUED JUNE 16, 2023

to

RFP NO. 10-2023
CYBERSECURITY CONSULTING SERVICES

PROPOSAL DUE DATE: 5:00 P.M. (EASTERN TIME), JUNE 28, 2023

ATTENTION OF RESPONDENTS IS DIRECTED TO:

ANSWERS TO QUESTIONS RECEIVED THROUGH 5:00 PM ON JUNE 15, 2023

Issued by the Ohio Turnpike and Infrastructure Commission through Aimee W. Lane, Esq, Director of Contracts Administration.

Aimee W. Lane

Aimee W. Lane, Esq.,
Director of Contracts Administration

June 16, 2023
Date

ANSWERS TO QUESTIONS RECEIVED THROUGH 5:00 P.M. ON JUNE 15, 2023:

Q#1 How many resources do you require? As per our understanding you need dedicated full-time resource for RISK ASSESSMENT SERVICES for one year and part time resource for ANNUAL CYBERSECURITY CONSULTING SERVICES and OTHER SERVICES, is this correct?

A#1 The Turnpike is requesting that an initial Risk Assessment be completed and that a dedicated resource for additional security consulting be available between 1.5 to 3 days per month over a 12-month period.

Q#2 As indicated in RFP you need CYBERSECURITY CONSULTING SERVICES 1.5 to 3 days per month over a 12-month period. Do you have any estimated requirements for providing OTHER SERVICES?

A#2 There is currently no estimated requirement for these services.

Q#3 The proposed resources have to be our employees or we can use subcontractors? Please clarify

A#3 The proposed resources must be your own employee, not subcontractors.

Q#4 These resources are required on-site/remote/hybrid?

A#4 The Turnpike feels that hybrid would be best. While the vast majority of the work could be completed remotely, it is anticipated that certain aspects will need to be conducted on-premises. However, as provided in the affirmations included in the RFP regarding Executive Orders 2019-12D and 2022-02D, respondents must be able to affirm that all services will be performed in the United States, including data storage. Remote work by employees located outside the United States is not permitted without a waiver approved by the State of Ohio Department of Administrative Services and the Commission has no control over the waiver approval process.

Q#5 Can you please let us know about current security environment/program?

A#5 The Turnpike currently has a cyber security program in place consisting of technical controls, security centric tools, practices, continuous training of employees; and communicating suspicious activity to better protect Ohio Turnpike and Infrastructure Commission people, processes, and information. Specific details will be shared with the selected vendor upon execution of a contract.

Q#6 What is the current technology environment used for Network security and Applications Development?

A#6 See Answer to Q#5.

Q#7 What are the various methodologies currently used for cybersecurity?

A#7 See Answer to Q#5.

Q#8 Will Commission apply an evaluation credit of five percent (5%) to the total points awarded for qualifications received from SBEs, or MBEs and LDBEs consultants to perform the personal or professional services set forth in the scope of services?

A#8 The Commission will not be applying this evaluation credit for this RFP.

Q#9 I am interpreting this as if we are not an Ohio based company or have offices in Ohio our score for this section would be "Fail" thus being eliminated from consideration.

Is this correct?

Part IX

D. Respondent's good faith efforts to commit to a significant economic presence in Ohio. The determination of good faith efforts, which is graded as a "pass/fail", is based on consideration of the quality, quantity and intensity of the actions taken. "Significant Ohio economic presence" means "business organizations that (1) have sales offices, divisions, sales outlets or manufacturing facilities in Ohio or which facilities demonstrate capital investment to Ohio; and (2) pay required taxes to the State of Ohio; and (3) for corporations, are registered and licenses to do business in the State of Ohio with the offices of the Secretary of State. - pass/fail

A#9 A non-Ohio based company that does not have offices in Ohio may receive a "pass" for this category if it can show good faith efforts to commit to a significant economic presence in Ohio by performing necessary and reasonable actions that by their scope, intensity and appropriateness would reasonably be expected to employ Ohio residents, increase tax revenues in the area, provide opportunities to support local businesses and/or support community and social initiatives (i.e., local government, health and wellness, education, diversity and inclusion, philanthropic or other).

A non-Ohio based company must be registered to do business in the state of Ohio to be considered for a contract award.

Additionally, see response to Q#4 which states the Commission will require some on-site work from the awarded consultant.

Q#10 Approximately how many endpoints are within the scope of the risk assessment? (desktop/laptop computers and servers)

A#10 There are approximately 1000 endpoints in scope for this assessment.

Q#11 Approximately how many cloud services are within the scope of the risk assessment? (website hosting, cloud-based tools, etc)

A#11 The vast majority of services are provided on-premises, however there are a small number of cloud based (SAS) solutions that are part of the environment and would be in scope for this assessment.

Q#12 Approximately how many personnel have relevant accounts and are considered within the scope of the risk assessment?

A#12 There are approximately 825 personnel in scope of the risk assessment.

Q#13 In approximately how many different physical locations do you have assets that are connected to your network that may need to be visited as part of a risk assessment?

A#13 The Turnpike currently has 58 buildings across our 241-mile roadway that are part of our network.

Q#14 Do you have any regulatory, statutory, or contractual requirements relating to information security that would affect the scope of a risk assessment? If so, please identify them.

A#14 There are no "regulatory, statutory, or contractual requirements relating to information security" that are anticipated as being part of this risk assessment.

Q#15 Do you have any service agreements with cloud providers, managed service providers, or other entities that need to be reviewed as part of this risk assessment?

A#15 There are no service agreements with cloud providers, managed service providers, or other entities that are anticipated as needing to be reviewed as part of this risk assessment.

Q#16 What is the desired duration of dedicated support, and does the dedicated support have to be on site?

A#16 See Answer to Q#4.

Q#17 How many hours will the State fund for the dedicated support? Is 1880, correct?

A#17 The Commission is requesting that an initial Risk Assessment be completed and that a dedicated resource for additional security consulting be available between 1.5 to 3 days per month over a 12-month period.

Q#18 Will the ongoing cybersecurity services to be performed after the risk assessment has been completed be required to be in-person on site or may they be performed remotely? If on site, please identify the site.

A#18 See answer to Q#4 above.

Q#19 Can you please advise if this clause is still enforced:

**Executive Order 2019-12D - Governing the Expenditure of Public Funds for Offshore Services -
PROHIBITION OF THE EXPENDITURE OF PUBLIC FUNDS FOR OFFSHORE SERVICES. This Executive Order was signed on March 4, 2019**

A#19 Executive Order 2019-12D is in effect until rescinded by Governor DeWine or 10 calendar days after Governor DeWine leaves office. Be advised that any respondent listing locations outside the United States on the affirmation form may be approved by the State of Ohio Department of Administrative Services ("Ohio DAS") under a waiver process. However, the Commission has no control over whether Ohio DAS will approve a waiver. For more information, please visit: <https://governor.ohio.gov/media/executive-orders/2019-12d>.

Q#20 In order to provide a complete solution for The Ohio Turnpike we would like to request a 2 week extension to the due date, July 12th.

A#20 The Commission has an immediate need for these services and is not able to extend the proposal due date.

Q#21 We see the questions will be posted shortly after the due date, but can they be release earlier than that? Or as they come in, so we have time to address before the RFP due date.

A#21 The Turnpike will make every effort to answer questions as they are received and release responses no more frequently than once a week.

Q#22 Regarding: ANNUAL CYBERSECURITY CONSULTING SERVICES Additional tasks would average between 1.5 to 3 days per month over a 12-month period. Is this to be an on-site resource or is a remote consultant acceptable?

A#22 See answer to Q#4 above.

Q#23 Can the Commission confirm that the deliverable for Risk Assessment Services detailed on page 1 of Appendix A is an Assessment Report. The consultant in not required to implement these services.

A#23 Yes, A deliverable report consisting of at minimum an Executive Summary, SWOT Analysis, Risk Analysis, Security Plan, defining Next Steps, providing any data and details is required.

Q#24 Has Ohio Turnpike already had a risk assessment by a Cyber Insurance company? What are your requirements for Cyber Insurance?

A#24 The Turnpike currently has a Cyber Insurance Policy in place and specific details will be shared with the selected vendor upon execution of a contract.

Q#25 In Appendix C Article 7.2. Would this representative be the person who is responsible for the contract negotiations, or would this person be our VCISO? What is the process to change this representative if needed?

A#25 The representative normally identified in this section by consultants is the project manager or company representative overseeing the project and day-to-day activities. The representative must be able to make decisions on behalf of the firm. This representative may be changed by providing written notice to the Commission.

Q#26 Is there an incumbent?

A#26 The Turnpike is currently not under any contract for the services being requested.

Q#27 Is there a NTE budget for this work?

A#27 The Commission is required by policy to award contracts for consulting services to the respondent with the proposal that offers the “best value” to the Commission in terms of service and price. As provided in the RFP, the Commission uses weighted scoring with the technical proposal counting for 60% of the combined score and the fee proposal counting for 40% of the combined score. The not-to-exceed amount for any resulting contract under this RFP will be based on the evaluation and scoring of the proposals received and contract negotiations with the top ranked firm. Additionally, the Commission does not provide budgetary information during a pending RFP due to statutory and policy requirements that require the Commission to procure consulting services under a competitive proposal process.

Q#28 Will vendor’s presence in Ohio positively affect the evaluation?

A#28 A vendor’s presence in Ohio (assuming it is registered with the state of Ohio, has offices/facilities in Ohio and employs Ohioans and pays taxes to the state of Ohio) will likely result in a PASS score for the Significant Economic Presence in Ohio evaluation factor. However, since no points are attributed to this evaluation factor, a vendor’s presence in Ohio alone will not necessarily result in a higher score over other respondents.

Q#29 Is the agency looking to pivot towards any certifications, or compliance with any industry standard frameworks?

A#29 The Turnpike does not currently anticipate a pivot towards any certifications, or compliance with any industry standard frameworks.

Q#30 Is the Risk Assessment being performed for any regulatory or compliance purposes?

A#30 See Answer to Q#14.

Q#31 How many employees, IT staff, and locations are there?

A#31 The Turnpike currently has approximately 825 employees, with an IT staff of 20. There are currently 58 buildings across our 241-mile roadway.

Q#32 Are there any key vendors or third-party relationships that would be included (such as MSPs, outsourced functionality, licensed technology, etc.)

A#32 See Answer to Q#15.

Q#33 The Annual Cybersecurity Consulting Services specifies 1.5 – 3 days per month for 12 months. Is this time for a single experienced staff member, or does it include all members of the team who were involved in the initial risk assessment?

A#33 See Answer to Q#1.

END OF ADDENDUM NO. 1