



## WSIPC RFP 23-02 Enterprise Cybersecurity & Risk Assessment Solutions

### RFP Addendum I

July 17, 2023

The following corrections, questions, and clarifications are provided concerning **WSIPC RFP 23-02 Enterprise Cybersecurity & Risk Assessment Solutions**. Paraphrasing of the relevant questions posed to the WSIPC RFP Contract Administrator have been included as appropriate.

#### **QUESTIONS AND CLARIFICATIONS:**

**Q1** – In RFP Section 2.10 Proposal Format and Specifications, 3. Vendor Cost Proposal – Appendix E, it states, “Models that do not respond predictably to market fluctuations over time may be disqualified”.

Will WSIPC please provide clarification for this statement – specifically about predictability to market fluctuations?

**A1** – If pricing goes down, WSIPC expects those savings to be passed on to the end customer. If pricing goes up, we expect the awarded vendor to reach out to WSIPC to discuss resolution.

**Q2** – RFP Section 2.10 Proposal Format and Specifications, 3. Vendor Cost Proposal – Appendix E And 2.12 EVALUATION CRITERIA:

#### 2.12 EVALUATION CRITERIA

- Vendor Capabilities – (30%)
- Product/Service Requirements – (30%)
- Vendor Cost Proposal (40%)

Vendor Cost Proposal is 40% of the evaluation criteria. Vendors are asked to submit their own document for the Vendor Cost Proposal. Vendor’s Cost Proposals may propose vastly different

products and services to meet the RFP requirements for hardware, software and/or technology product/services at the lowest possible price and highest value.

1. Will WSIPC please provide more detail regarding the evaluation of Vendor's Cost Proposals that offer different products and services?
2. Since WSIPC is seeking products/services at the lowest possible price and highest value, how will one Vendor's proposed pricing be evaluated against another Vendor's proposed pricing?

**A2 –**

1. WSIPC has provided Appendix E - VENDOR COST PROPOSAL PRICING FORM (EXCEL) for the vendor to outline their product offerings, applicable discounts (if given) and price. The Pricing Form is designed to assist WSIPC in understanding the product, discount, and pricing components of the vendor proposal.
2. Section 1.2 Executive Statement in the RFP 23-02 Proposal solicitation document, pg. 4 states:  
WSIPC reserves the right to grant multiple awards to satisfy the wide range of needs of our education and public entity communities.

Evaluations are performed independently by each evaluator. Evaluators do not compare proposals against other proposals. It is the understanding that the Product offerings and pricing are not always going to be the same.

RFP 22-03 was not released as a single award solicitation that could only be awarded to the lowest Proposer.

- Q3 –** RFP Section 2.3  
SCHEDULE OF RFP DUE DATES  
Vendor Questions Due - 7/19/23  
RFP Due Date and Opening (3:00 PM, Pacific Time) - 7/24/23

WSIPC answers to questions is important to the final response Vendors submit for the RFP.

Because there is a small window of time between the submission of questions and the Vendor proposal due dates, will WSIPC please consider extending the proposal due date at least 2 weeks after the questions have been answered?

- A3 –** WSIPC is unable to accommodate your request to extend the Proposal Due Date and Opening. RFP 23-02 Enterprise Cyber Security Risk & Assessment Solutions will Close on 07/24/23 at 3PM.