



**Optional Pre-Proposal Conference Agenda**

November 08, 2022 at 2:30 PM EST

**RFP #007-0-2023AP-Vulnerability and Penetration Testing**

**Location: Zoom Virtual Meeting**

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Introductions:

**Antonio Palmer**, Senior Procurement Specialist

**David Saunders**, Information Security Analyst

**Matthew Shannon**, Security Systems Administrator

**Richard Morrison**, Network Supervisor

**James Moreland**, Supervisor, Technology Operations

**Wayne Santos**, Executive Director of Technology

Prospective Offerors on the Zoom Call:

Ellen Anderson, Securance Consulting

Steve Simpkins, Daly Computers

Stan H King, Information Technology Co LLC

Glenn Ballard, Dragonfli Group LLC

Geneva Blackwell, AIS Network

Phil Carapelle, AIS Network

Oran Dillon, AIS Network

John Vento, CESCO Technology

Jeanette Kearney, JANUS Associates

Valerie Tolan, Information Technology Company LLC

Manny Mangilit, Information Technology Company LLC

Karen Atkins, Merakata Inc

Daniel Horton, PHALANX Solutions

Rajkranti Ahirwar, ABIR Networks Private Limited

Pat Swere, Securance Consulting

Daniel Conrad, Stealth ISS Group

Derek Horton, PHALANX Solutions

Loren Larson, Information Technology Company

Eric Zborowski, ePlus Technology

Patrick Lundy, PHALANX Solutions

Jack Glenn, Daly

K.P. Sinha, ABIR Networks

Max Myrick, Blackberry

Sri Kumar, Contrch LLC

Lee Parham, Millennium Enterprise

David Glenn, Information Technology Company

Alice Lee-Millennium Enterprise

\*List only includes Prospective Offerors who entered name in chat. Changes will not be made to list as attendance was non-mandatory.



**Optional Pre-Proposal Conference:** This conference is held to answer any questions regarding the RFP. Any changes determined necessary as a result of this conference will be formally addressed by the issuance of an addendum on eVA and the NNPS Purchasing webpage. Attending is not mandatory, but it is advisable.

- 1. Purpose:** The purpose of this RFP is to solicit sealed proposals for information security penetration testing and operational framework review assessment. The objective of this audit is to make the information systems which the NNPS division depends on more resistant to attacks, limit the damage attacks cause upon occurrence, and make the information systems more resilient. NNPS is interested in firms that have expertise and experience with NIST assessment methodology and cybersecurity, in addition to an established record in providing high quality cybersecurity services within the PK-12 education setting.
- 2.** Proposals will be evaluated on the following criteria: Methodology and Tools, Deliverables, Price, and Engineer Experience.
- 3. Contact with NNPS Staff:** Direct contact with NNPS staff, representatives, and/or agents other than Purchasing Department staff on the subject of this RFP or any subject related to this RFP is expressly **prohibited** except with the prior knowledge and permission of the Purchasing Agent.

All questions and communication shall only be made with the Procurement Officer facilitating the RFP.

- 4. RFP Deadline:** Offeror shall ensure its Proposal is time stamped by the Issuing Office no later than the Closing Date and Time shown on the cover page of this Information for Proposal. Proposals received after the specified date and time (time stamped 2:01 P.M. or later) will not be considered and will be retained in the Purchasing Office and marked "Late". **Proposals are due Thursday, December 01, 2022 at 2:00 PM EST, unless otherwise changed in a subsequent addendum.**
- 5. Deadline for Questions:** Offerors must submit questions regarding the Request for Proposal in writing to the Issuing Office at [Antonio.Palmer@nn.k12.va.us](mailto:Antonio.Palmer@nn.k12.va.us) no later than **November 14, 2022 at 12:00 pm EST**. Necessary replies will be issued to all Offerors of record as addenda that shall become part of the contract documents. Oral discussions do not form a part of the Proposal documents.
- 6. RFP Submission:** Offerors shall submit proposals in a sealed envelope or package, and label the envelope or package with the Request for Proposal's item number and the name and address of the Offeror. Proposals received by telephone, telegraph, facsimile, or any other means of electronic transfer shall not be accepted. **Submit the one (1) original, four (4) hard copies and one (1) electronic copy (CD or USB drive) of the proposal. Refer to the RFP, Special Terms and Conditions, Section G for further detail. If you wish to redact any information, submit trade secrets or other proprietary information under separate cover in a sealed envelope clearly marked "PROPRIETARY" or your firm can submit a redacted version of your proposal submission marked "REDACTED."**



7. **Terms and Conditions:** Please review and pay close attention to the General and Special Terms and Conditions of the RFP.
  
8. **Take questions from Prospective Offerors**