



RFP No. 4246

Managed Secure Web Gateway Solution

Mississippi Department of Information Technology Services



Welcome

- First Roll Call
 - Vendor participation is Mandatory for the entire conference.
 - Each vendor representative participating in this conference, please forward your business contact information.
- Send it to: **Bill.Brinkley@its.ms.gov**
- Attendees will be posted to the ITS website (www.its.ms.gov).



AGENDA

Welcome – First Roll Call

Bill Brinkley – ITS

Project Background

Bill Brinkley

Project Overview

Brian Norwood and Betsy Ward - ITS

Procurement Guidelines

Bill Brinkley

Question and Answers

Answers to vendor questions during this conference are not official unless and until submitted to ITS in writing.

Closing Comments

Bill Brinkley

Final Reminders, Conclusion

Bill Brinkley



Project Background

In the 2017 Legislative Session, the Mississippi Legislature passed House Bill 999 that created a new section of Mississippi Code (25-53-201) for the advancement of the state government enterprise approach to cybersecurity. To fulfill the statutory requirements in Mississippi Code Ann. 25-53-201 for cybersecurity, the State of Mississippi shall have a comprehensive cybersecurity program (the Enterprise Security Program) to provide coordinated oversight of the cybersecurity efforts across all state agencies, including cybersecurity systems, services and development of policies, standards and guidelines. The Mississippi Department of ITS is responsible for administering the Enterprise Security Program to execute the duties and responsibilities of Mississippi Code Ann. 25-53-201.



Project Background

- The Secure Web Gateway Solution resulting from this RFP will be available to state agencies as additional services to the Enterprise Security Program, acting by and through ITS. “Agency” is defined as “all the various State agencies, officers, departments, boards, commissions, offices and institutions of the State”.
- The State is seeking the services of a qualified Vendor to provide a hosted secure web gateway solution to the Mississippi Department of Information Technology Services (ITS) and public government entities of Mississippi. As an option, the State is seeking services for ongoing management and support of the proposed solution.



Project Overview

- Review General Overview and Background (RFP Page 34)
- Review guidelines for entities under ITS purview and outside

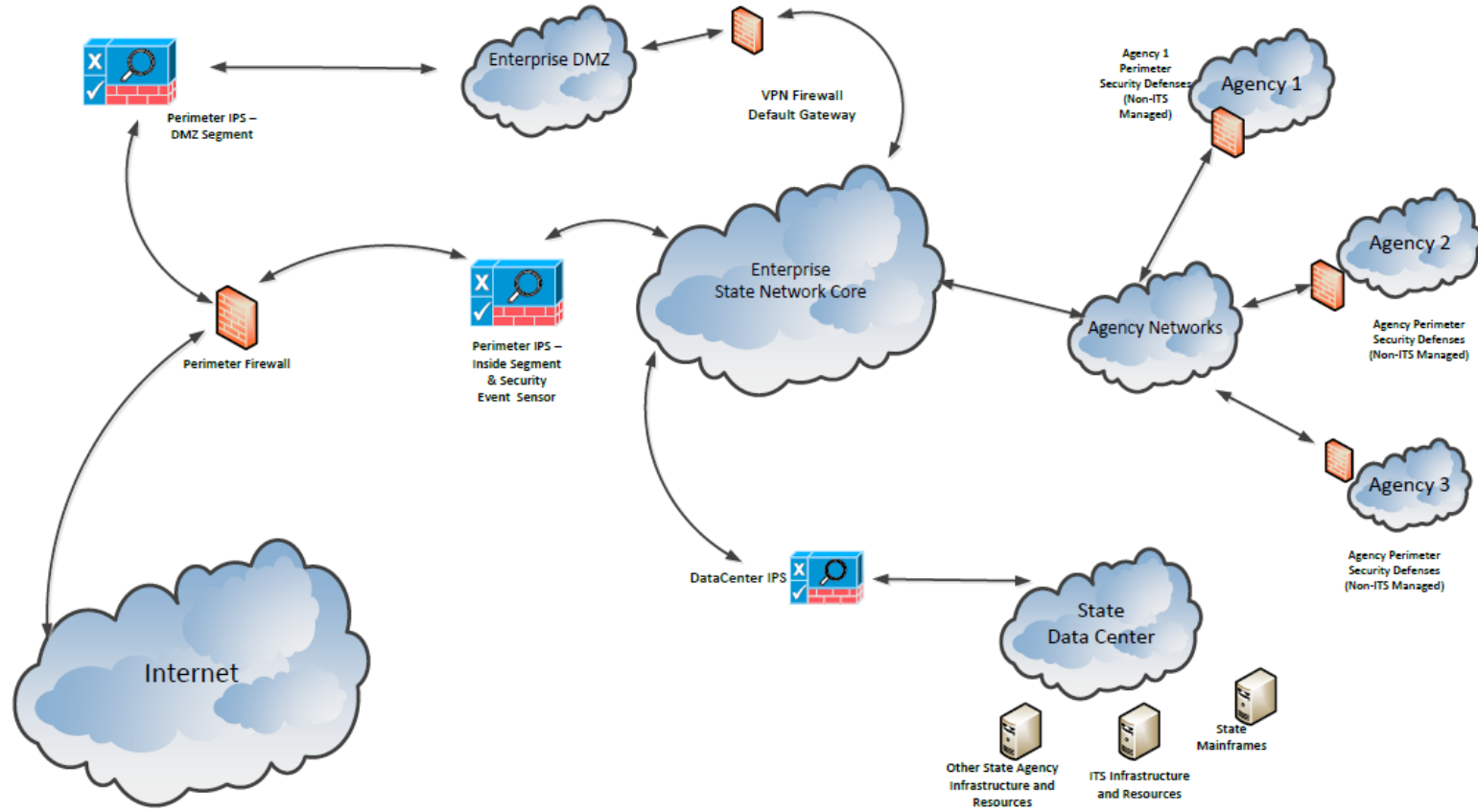


Project Overview

- Legislative mandate
- State of MS and ITS Overview
- Services Requested Overview
- Guidelines for entities under ITS purview and outside



State of MS Enterprise State Network and Agency Examples





Requirements to recognize

Vendor must propose a hosted secure web gateway solution that utilizes URL filtering, advanced threat defense, and legacy malware protection to both defend users from internet-borne threats and enforce internet policy compliance. (11.1)



- Vendor must propose managed services for the ongoing management, configuration, and support of the hosted secure web gateway solution. (11.2)
 - ITS will be responsible for the management and oversight of the global administration and settings for the solution. ITS may decide at any time during the life of the contract to leverage the managed services for the global administration of the solution. (11.2.1)
 - Per the requirements of this RFP, each agency will have administrative access to a sub-set of the solution's features specific to their agency. Each agency may decide at any time during the life of the contract to leverage the manager services for the administration of their specific agency. (11.2.2)



The requirements in the RFP are specifically for a solution that ITS plans to purchase for supporting the Enterprise State Network. However, this RFP will also be available for use by different categories of public entities in the State of Mississippi. Because these public entities will not be supported by the solution implemented by ITS, each entity will need to be able to acquire Secure Web Gateway products and services from contracts resulting from this RFP that are appropriate for the size and scope of their individual environments. (11.4)



- The solution must be a Vendor/Cloud hosted system located within the United States. The solution may use on prem components for transport purposes to the hosted environment. (11.7)
- Vendor must detail additional features its solution provides that are not listed in these specifications and whether each feature can be applied on an agency-by-agency basis instead of at the Enterprise level. These features could be part of a broader SASE solution and include things such as web application firewall (WAF), zero trust network access (ZTNA), cloud access security broker (CASB), etc. (11.8)



Evaluations Overview

- Evaluation Team, Categories, and Possible Points (Section VII. No. 18)
 - Stage 1 – Selection of Responsive/Valid Proposals (Section VII. No. 18.2.1)
 - Stage 2 – Non-cost Evaluation (Section VII. No. 18.2.2)
 - Stage 3 – Cost Evaluation (Section VII. No. 18.2.3)
 - Stage 4 – Selection of the successful Vendor(s) (Section VII. No. 18.2.4)
 - On-site Demonstrations and Interviews (Section VII. No. 18.2.4.1)
 - Site Visits (Section VII. No. 18.2.5.1)
 - Final Quantitative Evaluation (Section VII. No. 18.3)



Technical Evaluation

Category	Possible Points
Non-Cost Categories:	
General Requirements; Functional/Technical Requirements	40
Vendor Qualifications and Experience; Services and Support; Project Workplan/Statement of Work	20
Price Redetermination; Billing	5
Total Non-Cost Points	65
Lifecycle Costs	35
Maximum Possible Points	100

- The ITS scoring methodology is explained in RFP 4246 Section VII, Number 18.
- Vendors must respond with “Will Comply” or “Exception” on every requirement in Section VII beginning with Item 5.1 through Item 17.1.
- This RFP contains **MANDATORY** items.
- ITS scores non-cost categories on a 10-point scale, with 9 points earned for meeting the requirement.
- Proposals meeting fewer than 80% of the non-cost requirements may be eliminated from further consideration.



Contract

- Exhibit A – Software as a Service Agreement
- Vendors must review this document, and if necessary, take exception.
- If a Vendor takes no exceptions to Exhibit A, the State assumes that these terms are agreeable and cannot be negotiated after award.



Additional Information

- Vendor communication with the State
- See RFP No. 4246 Section II Proposal Submission Requirements
- Answers to questions asked during this vendor conference are not official until and unless the questions are submitted to Bill Brinkley in writing before 3:00 p.m. Central Time on March 28, 2021.
- Vendors should continue to check the ITS website for updates related to this RFP No. 4246. Access the ITS website: www.its.ms.gov



Upcoming Dates

- Deadline for Vendor's Written Questions
 - **Monday, March 28, 2022 at 3:00 p.m. Central Time**
- Responses to Vendor Questions
 - **Posted to the ITS Website by COB Friday, April 8, 2022**
- Proposal Due Date
 - **Thursday, April 21, 2022 at 3:00 p.m. Central Time**
- Proposal Validation Evaluation, ITS Board Approval
 - **Demonstration Request (if needed)**
 - **ITS Board Approval scheduled for June 16, 2022**



Vendor Questions – Open Floor



Conclusion

- Final Roll Call
- Please send an email that contains your signature block to: Bill.Brinkley@its.ms.gov.
- Attendees will be posted to the ITS website (www.its.ms.gov).
- Thank you for your participation.
- **Please make sure I have acknowledged your company's participation on the web conference.**