

## Answered Questions (2)

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1. Carla Boyd: what will be the search criterion on fedbizopps to search of contract opportunities  
\* Brian Whittaker: For Josh and all new offerors, please visit the following link that provides guidance on how to get on Schedule 70 <http://www.gsa.gov/portal/category/100406>

2. Phil Graham: If an existing IT Schedule 70 holder does not have the Cybersecurity SINS but has a Federal Client who willingly expresses to GSA an interest in quickly obtaining Cyber Security services from the IT Schedule 70 holder, can the Schedule 70 holder request a mod to add the needed Cybersecurity SINS and by virtue of the expressed interest of the Federal Customer be allowed to bypass the oral technical evaluation process? Thus relying on the evaluation and selection of the Federal agency? Or will the Oral technical evaluation process be required by GSA in all cases without exception?  
\* Brian Whittaker: For all new offerors, please visit the following link that provides guidance on how to get on Schedule 70 <http://www.gsa.gov/portal/category/100406>

## Open Questions (43)

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3. Toby Heffernan: Can you confirm that the new SINS are not covered in the TDR rule and that adding these SINS to an IT Schedule will not automatically enroll contractors in mandatory TDR reporting?
  4. Alex Major: Will all contractors competing for the same SIN be given the same scenario or will there be different ones? How will GSA responses/evaluations/considerations be recorded?
  5. Joe Pastel: What is the total estimated annual revenue expected under the 4 new SINS?
  6. Mukul Mathur: May we get a copy of this presentation?
  7. Toby Heffernan: draft mod suggested a 2 pages limitation per project write up. That 2 page limit per project is consistent with the IT Schedule's standard tech volume instructions. Is GSA really providing contractors with 4 pages per project write up specific to HACS?
  8. Alex Major: Will these SINS require TDR or PRC? Is the date of the refresh 9/1/2016? Which refresh#?
  9. Dan Hooper: We are a vendor with several Cyber Security products listed under SIN 132-32/33. However, the technical resources set with the manufacturer, not us.....how would we satisfy these oral interviews?? How will this affect our current listing if we are denied? This effort leads me to conclude to sit tight with my current listings. I do not see the benefits of changing to these new subset of SIN 132?
  10. Federal Schedules 3: Upon completion of oral presentations, what is the turnaround time for receiving pass/fail determination?
  11. Toby Heffernan: awesome - thank you - RE TDR question.
  12. Phil Graham: Must interested Contractor Companies submit proposals to the RFP in September after which will these new SINS be closed until another RFP is issued?
  13. Josh Rosenthal:  New small business here -- CloudSploit.com. We are a SaaS providing security and configuration monitoring of AWS accounts and not a consultancy. Would we participate in this schedule or do we instead connect with existing consultancies?
  14. Shaun Waterman: what is the timeline for the first award?
  15. Geoffrey Vance: 25K
  16. Chris Smith : Is DoD or the Intel Agencies expressed interest in this effort?
  17. Alex Major: How will the oral technical evaluation be addressed in any PNMs? Will TEBs be writing down notes during the evaluation that will become a part of the contract file?
  18. Christie Boyden: Are vendors required to submit modifications to join the new SINS by September 1?
  19. Shaun Waterman: when do you hope to be awarding the first contract/taskorder ?
  20. Lewis Bean: When do you expect that the first vendors will be onboarded?
  21. Sterling Large: Not everyone knows what TDR stands for? Please elaborate.
  22. Toby Heffernan: when posting the deck and Q&A will you provide a summary of all of the requirements necessary in the tech write up section? I didn't pick up on the additional info required when reading the draft mod.
  23. Joe Pastel: Up to 3 hours orals represents a high bid and proposal cost to industry. Even an estimated range would be helpful to explain to management. \$100-\$500M per year?
  24. Christie Boyden: Will the oral vendor interview include a tech demonstration?
  25. Toby Heffernan: or, with respect to the tech volume - would gsa provide a break out of what is

required for new offerors vs contract holders adding the SIN?

26. Tracy Sneed: Will the final solicitation and mass mod be released 9/1/16?

27. Lewis Bean: How soon after submitting proposal will orals be scheduled?

28. Dan Hooper: Thanks...this was made clear as I listened

29. Carla Boyd: do you have to have specific naics codes

30. Toby Heffernan: When GSA makes awards for the SIN will they be first come first serve? Or will GSA be holding awards for some period of time before announcing a large pool of contractors awarded the SIN

31. Kyle Renehan: In addition to the Project reference submittals, what specific pricing data is required?

32. Alex Major: I may have missed it, but will vendors presently selling under 132-51 be required to go through the oral evaluation - or is that only for new vendors?

33. Josh Rosenthal: Thank you

34. Josh Rosenthal: Can you message me the URL of where I can find out about getting on the schedule?

35. sonia fayyaz: can a reseller use manufacturer parts under the HACS SIN or do they have to be the resellers part numbers similiar to 132-51

36. Joe Pastel: Will the company's Schedule be transferred to Jill's Division if the HASC SINS are awarded to the vendor (similar to the Satellite SINS)?

37. Chris Smith : DHS is neither DoD nor Intel to be clear

38. Alex Major: Thanks for all of this! Very helpful!

39. Paul Norton: please reconcile incident response capabilities on PSS with those for this SIN and how buyers and vendors should use each?

40. Sterling Large: Can you compare this qualification to the Cyber Incident Response Assistance (CIRA) accreditation from the National Security Agency (NSA) Information Assurance Directorate (IAD)

41. Nhi Nguyen 2: Please clarify, for existing GSA IT 70 schedule holder, do we submit a proposal package or do we submit a mod request to add these SINS to our existing schedule?

42. Christie Boyden: Are all CDM vendors considered IT Schedule 70 holders?

43. Christie Boyden: would endpoint security fall under "risk and vulnerability assessment" SIN?

44. Iwan Williams: Just to confirm. We should not provide a response to GSA until we review the Full SIN solicitation is released on Sept 1st? Due to additional information -such as pricing etc?

45. Chris Smith : I apologize as this GSA req is new s of last night to me and I'm actively learning as i listen and read: My Question: Are the requirements inthe SINS primarily Security Services req's or Security Software requirements..meaning will a schedule or services ultimately be published or s schedule of software?