



ADDENDUM NO. 2 TO ALL OFFERORS:

Reference: Request for Proposal: **RFP# 7710MS**

Commodity: **Security Operations Center and Managed Detections & Response**

Dated: **November 7, 2022**

All offerors are required to acknowledge all RFP addenda in their proposals.

I. Due Date Extension

The due date is hereby extended to November 29, 2022 at 3:00 PM EST.

II. Additional Round of Questions

The Lottery will be accepting a third round of questions. Questions are due on November 14, 2022 at 10:00 AM EST. The Lottery is attempting to release answers to these questions by November 16, 2022. The ability to meet this date is dependent on number of questions received.

III. Changes to Solicitation

The Lottery will provide as much information in the Technology Summary as possible, but due to its sensitive nature not all requested information will be made available to the public. As such, the submission requirements for the RFP have been amended and pricing is no longer required upon initial submission. See below:

1. Page 11, Section IV. **PROPOSAL PREPARATION AND SUBMISSION REQUIREMENTS; B. SPECIFIC PROPOSAL REQUIREMENTS, Section 7: Pricing** is hereby revised to state the following:

Section 7: Pricing

Offerors are not required to submit pricing upon initial submission. Once initial evaluations and/or demonstrations have occurred, pricing may be requested and evaluated at that time in which more detailed information about the Lottery's technology environment will be provided.

2. Page 12, Section IV. **PROPOSAL PREPARATION AND SUBMISSION REQUIREMENTS; D. EVALUATION AND AWARD CRITERIA** is hereby revised to state the following (see changes in bold):

D. EVALUATION AND AWARD CRITERIA

1. EVALUATION CRITERIA:

The Lottery seeks to Contract for the goods and/or services described herein with the responding Offeror who submits the best proposal as modified through negotiations. The written proposals, and any subsequent negotiated offers, will be evaluated and judged by the Lottery based on the following criteria:



Evaluation Criteria	Scoring Points Available
Capability	30
Methodology	25
Case Studies	20
SwaM	10
Pricing *	15
Total Points Available	100

***Pricing will not be evaluated until after initial evaluation and possible presentations/demonstrations.**

2. AWARD OF CONTRACT:

One or more Offerors deemed to be fully qualified and best suited among those submitting proposals will be identified on the basis of the evaluation factors stated herein. **At any time during evaluation, pricing may be requested in advance of an awarded contract and may be included as part of the evaluation.** Negotiations may be conducted with the Offerors so selected. After negotiations have been conducted with each Offeror so selected, the Lottery may select the Offeror(s) who, in its opinion, has made the best proposal, and award the Contract to that Offeror(s). The Virginia Lottery may cancel this RFP or reject proposals at any time prior to the award and is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous. Should it be determined in writing that only one Offeror is fully qualified, or that one Offeror is clearly more highly qualified than the others under consideration, a Contract may be negotiated and awarded to that Offeror.

3. Page 28, Section X. **PRICING** is hereby removed from the RFP.

IV. Second Round of Questions and Answers

1. Q: Would Virginia Lottery be willing to accept RFP responses via electronic submission (i.e., email)?

A: No

2. Q: From my technical team:

We need to know what are their current environment

In Sentinel & McAfee, the monthly average for the following (for customers already using Sentinel):

- Incidents:
- Alerts:
- Events:



- Security Tools in use
 - o Defender for Endpoints
 - o Defender for Identity
 - o Other? For Example : firewalls(Forti; Palo; checkpoint); Routers; Switches, etc.
- Your environment (approximate) currently connected to Sentinel or that you want it covered by Sentinel:
 - o Nb AD users:
 - o Nb desktop/laptop:
 - o Nb On-prem Servers:
 - o Nb Cloud Servers:

Any 3rd Party tools you would want connected to the Sentinel instance?

What is the Ticketing tool? Is it connected to Sentinel or should we connect it?

A: See Technology Summary and Section III of this Addendum

3. Q: Does the VA Lottery want Eyes on glass, i.e. a human awake 24/7?

A: Yes

4. Q: Does the VA Lottery have a limitation on support outside the US?

A: No.

5. Q: What are the Number of Azure services running?

A: See Technology Summary

6. Q: The requirement states: “Offeror shall provide detailed information about its SOC(s), to include location, hours of operation, and staffing at each site.”

Some of our clients are in classified spaces and we can’t reference them directly. In the interest of Operational Security, specific location, hours, and specific staffing cannot be disclosed. Will the Lottery accept a general experience narrative in place of this requirement?

A: A general experience narrative to include geographic region (time zone / Country) hours of operation, and general staffing levels.

7. Q: Are you going to extend the timing on the second round of questions or are they still due on 11/7?

A: See Section II of this Addendum.

8. Q: Do you expect to change the submittal due date?



A: See Section I of this Addendum

9. Q: Would it be possible to receive an unlocked version of your RFP, either without the password protection or a word doc version?

A: Due to audit requirements, the Lottery cannot provide an unlocked copy.

10. Q: Can you provide an editable copy (or password) of the RFP so that blanks and forms can be filled in?

A: Due to audit requirements, the Lottery cannot provide an editable copy.

11. Q: What components make up the VA lottery network that's in scope?

A: See Technology Summary

12. Q: What components make up the VA lottery network that's in scope?
-How many endpoints and type of OS(I.e. window, MAC, Linux)
-How many network devices (I.e. firewall, routers and switches)

A: See Technology Summary

13. Q: How many separate physical locations make up the network? Are these locations logically connected?

A: See Technology Summary.

14. Q: Is there a current EDR solution in place? Would you like the continued use of the one in place or a new one proposed.

A: See Technology Summary for EDR solution, we anticipate continued use of what we have in place.

15. Q: Does the amount of pages in the Pricing Proposal count toward the Technical Proposal 25 page limit?

A: Section III of this Addendum. Pricing Proposal is no longer required upon initial submission.

16. Q: Due to the transition from Hard Copy submissions to Electronic submission of RFP's for most State and Local Government agencies, we would like to confirm that the VA Lottery is requiring Hard Copy sealed proposals for this solicitation?
a. If so, does the Sealed Pricing Proposal need to be shipped separately, or can it be sealed but shipped in the same container?



A: Hard copy is required. See Section III of this Addendum. Pricing Proposal is longer required upon initial submission