SLCGP RFQ Questions and Answers September 2025

No.	Question	RFQ Section (if identified in question)	Response
1	Is there an updated link for the web-based Reference Questionnaire?		OCS has updated the existing link.
2	Are we able to use subcontractor past performance from similar projects to meet the total requirement of three references, as long as at least one past performance is from the prime contractor?		Yes - this is acceptable.
3	Is there an incumbent for this work?		No - there is no incumbent.
4	Although this is time and materials, is there an established budget range for this work that we should be aware?		No - there is no established budget range.
5	Section #5, page #3 under Scope of Work for the reference questionnaire includes the following link. https://forms.office.com/g/9jYJjdfh82h However, the link takes us to a closed form. Can you provide a replacement link so that references can be provided?		OCS has updated the existing link and ensured the form is not locked.
6	Could you please confirm whether this is a new initiative or an existing engagement?		Yes - this is a new initiative.
7	Could you provide an estimated budget or a Not-to-Exceed (NTE) amount for this contract?		No - there is no established budget range.
8	Could you please provide the anticipated project timeline, including key milestones and the overall expected duration of the engagement?		See Section 9 of the RFQ. Proposed key milestones and dates, including an alternative proposed date of completion, if necessary, can be provided in vendor quote. The vendor should justify any alternative date of completion, as it will be considered as part of the feasibility and approach review.
9	Could you please clarify whether it intends to award this RFP to a single vendor or multiple vendors? If multiple awards are anticipated, could you specify the expected number of vendors to be selected?		OCS is unable to respond to this inquiry without having reviewed quotes submitted by vendors.
10	Will you provide a list of the roles and positions we need to assess, or will we need to develop that list as part of the project?		OCS does not have a list of roles/positions that the vendor needs to assess.
11	What specific frameworks or standards, besides the NICE Framework, should we use as the basis for the gap analysis? Such as NIST CSF 2.0?		A vendor's quote should include the best practices in addition to the NICE Framework that it proposes to utilize as the best approach to its project performance.

12	Regarding the pricing table on page 11 of the RFQ, do you require a separate cost estimate for each of the 19 participating entities (4 Local government, 10 County government, 1 Tribal government, 1 K-12 Educational Institution, and 3 Higher Education Institutions), or is a single, overall cost for the entire project sufficient?		Do not provide a separate cost estimate for each participating entity.
13	Can you share the size of each entity: •Size by total assets in a firm •Locations •Count of Employees/staff •Count of Departments •Any other details		OCS does not have that information.
14	Do the participating entities have documented mission statements, Business Continuity Plans (BCP), or Continuity of Operations Plans (COOP) that they can share with us before the project kickoff?		OCS does not have that information.
15	Do the participating entities have documented mission statements, Business Continuity Plans (BCP), or Continuity of Operations Plans (COOP) that they can share with us before the project kickoff?		OCS does not have that information.
16	Can you state a number of how many departments within each entity?This is requested to better prepare the project plan. For example: 4 Local government entities 3 departments per each local government entity for a total of 12		OCS does not have that information.
17	How many individuals within each entity?		OCS does not have that information.
18	Is there a preference of which entities would like in-person interviews versus virtual interviews?		OCS intends the vendor to provide the services remotely.
19	Can the New Mexico Office of Cybersecurity (OCS) provide a breakdown of the number of employees and current cybersecurity staffing levels for each of the 19 participating entities (4 Local, 10 County, 1 Tribal, 1 K-12, 3 Higher Education)?		OCS does not have that information.
20	What is the expected number of stakeholder interviews per participating entity, and are there specific roles/positions that must be included from each entity?		The vendor should propose the number of interviews and the types of roles/positions it needs to include to adequately perform the scope of work.

21	Should surveys be administered to all cybersecurity personnel within participating entities, or is there a targeted sample size expectation?		There is not a targeted sample size expectation. The vendor should propose its best approach to adequately perform the scope of work.
22	The RFQ requires "quantifiable measures to assess achievement of desired results." Are there specific metrics or KPIs that OCS has predetermined, or should contractors propose comprehensive measurement frameworks?		OCS has not predetermined specific metrics or KPIs.
23	What format of sample deliverables is expected?		PDF format.
24	The Cost Response Form states "The Contractor assumes the risk of under-budgeting and commits to delivery of all required services even if the project runs over budget." Are there circumstances where scope adjustments would be considered if unforeseen complexities arise during the assessment phase?		No.
25	For the "similar projects" requirement in references and sample deliverables, how does OCS define "similar"?		The vendor should use the ordinary or plain meaning of the word.
26	Beyond the deliverables specified, what does OCS consider the key success indicators for this project? How will effectiveness be measured post-completion?		See the second bullet in Section 5 of the RFQ.
27	What level of coordination support will OCS provide in scheduling and facilitating agency interviews and surveys?		OCS can make initial communication with the participating entities to set general expectations and let each entity know who the chosen vendor is. Vendor will coordinate with OCS and schedule interviews.
28	Does OCS have a preferred survey platform?		OCS uses Microsoft Forms.
29	For the interviews and surveys conducted across the entities, does OCS expect to receive raw data files (survey responses, interview transcripts, recordings) in addition to the analytical findings, or should contractors provide only synthesized analysis and recommendations in the final deliverables?		Both.
30	While the current scope focuses on assessment and recommendations, is there potential for follow-on implementation support contracts? Should recommendations include implementation planning considerations?		OCS may seek implementation services at a later date. It is the vendor's choice to include implementation planning considerations in its recommendations.

31	Who is the incumbent for the similar Cybersecurity Workforce Development Project reference in Section 8, second bullet on page 4?	pg.8, 4	There is no incumbent. That bulleted statement references an RFQ that was published earlier. No contract was awarded based on that RFQ. However, questions were asked and answered that may be informative to this RFQ.
32	What database management tool/system are you currently using for other databases?	Page 2, second bullet in 3.b	Vendor should propose the database or databases it recommends as the best approach.
33	Would the government consider an extension to the proposal due date?		No.
34	Scope & Templates Will the Office of Cybersecurity provide standardized templates or reporting formats for the Needs Assessment, Capabilities Assessment, Gap Analysis, and Final Report, or should the Contractor propose its own methodology and deliverable structure		No. The vendor should propose the methodology and structure it believes is the best approach.
35	Engagement Model For stakeholder interviews and surveys, are virtual sessions sufficient to meet the requirements, or do you anticipate any in-person engagement expectations for participating entities/agencies?		OCS intends the vendor to provide the services remotely.
36	Cost Response & Compliance For the Cost Response Form, should hours and pricing be broken down by labor category for each SOW activity, or is a single blended rate acceptable if it covers all activities and deliverables?		Blended is acceptable.
37	Will the final workforce development report need to be delivered per entity with tailored recommendations (19 entities) , or will a consolidated crossentity report (5 type of entities - local govs (4), counties (10), tribal (1) , K-12 (1), higher ed(3)) be sufficient?		The vendor may submit a single consolidated report, but within the consolidated report, the vendor must provide distinct information specific to each entity as required in sections 3(a), (c) and (d) of the scope of work.
38	Mandated Software: Could you please specify if there is a mandated or preferred software solution for the required database?		None mandated. Vendor should propose the database or databases it recommends as the best approach.

39	User Access & Scope: Please identify the roles and the estimated number of government personnel who will require direct access to the database. Alternatively, please confirm if the system is intended for contractor use only, with the contractor's sole responsibility being the generation and provision of reports as requested by the government.		The database will be the property of the OCS.
40	License Procurement: Please clarify which party, the government or the contractor, will be responsible for the procurement of the requisite database software licenses.		The vendor should determine what its best approach is regarding license procurement and provide a quote consistent with that approach.
41	Hosting Infrastructure: In the event that direct access is required for multiple government users, please confirm whether the database instance is to be deployed and maintained on the government's technical infrastructure.		The database will be the property of the OCS.
42	With reference to the State and Local Cybersecurity Grant Program Cybersecurity Workforce Development Project, Section 3. Scope of Work, which requires conducting interviews with state and local entities, clarification is requested as to whether a specific or minimum number of interviews are required to be conducted for each participating entity.	3	OCS expects the vendor to determine and propose the best approach.
43	Without naming entities, can OCS provide approximate cyber staff counts (or bands) per participating entity?	2	OCS does not have that information.
44	Can OCS provide the number of cybersecurity functions within each participating entity?	2	OCS does not have that information.
45	Will all participating entities be ready to engage at project start, or will there be a phased onboarding of entities over the period of performance?	2	OCS anticipates that all entities will be ready to engage at project start.
46	Will entities provide access to existing organizational charts, position descriptions, or training plans, or must all data be collected from scratch?	3.a	OCS will not have that information. It is anticipated that the vendor will request and collect the information it needs directly from the participating entities.
47	What is the anticipated budget for this project?	9	There is no established budget range.
48	Does each vendor need to have a NM BTIN# prior to proposal submission or is it acceptable to provide the NM BTIN# at the start of the period of performance?	Attachment B	The selected vendor may obtain and provide its NM BTIN# after receiving a notice of award, but it is a necessary component of the contract which must be issued prior to project start.
49	Could you please confirm whether this is a new initiative or an existing engagement?		New initiative.

50	While no predefined metrics exist, should the contractor recommend measurable outcomes or focus on qualitative findings only?		See the second bullet of section 5 of the RFQ.
51	Can you share the size of each entity: 1. Size by total assets in a firm 2. Locations 3. Count of Employees/staff 4. Count of Departments 5. Any other details		OCS does not have that information.
52	For contractors registered on GSA MAS but not under the New Mexico statewide Price Agreement, what are the state procurement requirements?		Vendor is responsible for understanding and complying with the NM Procurement Code.
53	Section 5 (Quote Requirements) – "sample deliverable forms" are required. For vendors that only have federal deliverables restricted from sharing, please confirm that a template used for this type of service is acceptable.	5	It is unclear what the referenced "template" will provide, but the vendor should provide information that ensures the Quote reviewers understand what the scope of work was relative to the similar project(s).
54	Please confirm that federal-level related engagements are considered equivalent to state/local experience for evaluation purposes.		Yes, if they are similar projects.
55	Please confirm if this procurement is set aside for small businesses, or will preference points be awarded to certified small businesses? If not currently planned, would the State consider restricting this solicitation to small businesses to promote participation from vendors that meet SBA size standards?		Contractor qualification requirements are in the RFQ. No set-asides or preferences are included or planned.
56	Section 3 indicates services will be provided on a time and materials basis; Attachment B requires the Contractor to 'assume the risk of under-budgeting and commit to delivery of all required services even if the project runs over budget.' Please confirm the contract is T&M with a not-to-exceed (NTE) ceiling, and that scope adjustments or additional funding will be addressed via change control rather than obligating unlimited delivery at fixed funds.	Section 3 Attachment B	No.
57	Attachment A (Byrd Anti-Lobbying) indicates certification is required for awards ≥ $100,000. Please confirm the State only requires the certifications with the vendor's quote if the proposed fees are greater than $100,000.	Attachment A	Confirmed.

58	Can you provide the names of the local, county, and tribal governments that are SLCGP participants so we can better size the effort and the K-12 districts and higher ed participants?	Section 2 – Paragraph 2	The state provided the number and type of entities in the RFQ. For security reasons, the state will not provide the entity names.
59	Is the State willing to also use our contract through the Axia Cooperative program? Our firm was originally solicited and awarded approval to work for participating government buyers by the City of Tucson; we understand that this satisfies the procurement requirements of the State of New Mexico and already includes Federal Funding language to comply with 2 CFR Part 200, Appendix II.	Section 4a. Contractor Reqs.	Contractor requirements are provided in section 4 of the RFQ.
60	What, if any, technical requirements apply to the creation of the database?	Section 3b. Capabilities Assessment	None mandated.
61	As a project approved by the SLCGP committee, is the total budget ceiling specifically set?		There is no established budget range.
62	Are expert subcontractors approved for use by the prime contractor?		A state contract will require vendor to secure OCS prior approval of any subcontractors.
63	As currently written, the intake for the "needs assessment" task is limited to interviews and surveys. Can the contractor also request access to relevant organizational documentation as needed to properly inform the needs assessment, or will intake be expressly limited to interviews and surveys?	Section 3a – Needs Assessment	Yes - Vendor can request access to relevant documentation from the participating entities.
64	As currently written, the "capabilities assessment" task is specific to identifying "organizations and providers" who have "practices and support" that are "currently available to New Mexico public entities" (i.e., external resources). But presumably, some of the improvements that the NM entities should make are specific to emplacing/improving internal capabilities, processes, and resources, rather than ones that can be procured or outsourced. Is this task expressly intended to be limited to identifying external resources as currently written?	Section 3b. Capabilities Assessment	No.

65	As currently written, the titles and explanations of the first three tasks ("needs assessment," "capabilities assessment," and "gap analysis") conflict with the traditional sequencing and/or definitions/scope of these tasks as typically applied in such projects. Should proposers' approaches directly comply with the sequencing and scope of these tasks as currently written, or may we propose approaches that accomplish the outcomes being desired, but with adjustments made to the sequencing and/or scope of these tasks? For example, we would suggest: (a) Needs Assessment: Via interviews, surveys, and document reviews, understand and define the scope of the entities' requirements (the necessary "to be" status); (b) Capabilities Assessment: Via interviews, surveys, and document reviews, understand and define the current ("as-is") status of the entities' resources, capabilities, processes, etc.; (c) Gap Analysis: Understand and define the differences between the "as-is" and "to-be" statuses; (d) Remediation Recommendations: Identify time-sequenced actions, resources, and outcomes for addressing the assessed gaps. (e) Remediation Report: Delivering a final report (and accompanying presentation/discussion, if desired).		The vendor should propose its best approach to meet the requirements of the scope of work.
66	Will contractors be allowed to formally re-negotiate Phase II scope, deliverables, and pricing once Phase I is complete?		The scope of work for this RFQ does not have phases. Carefully review the new RFQ to be sure you are not confusing it with the RFQ issued in February. That RFQ had a scope of work with two phases, but was cancelled.
67	Will contractors have direct engagement with each participating entity during Phase I assessments, or will all access be coordinated through the Office of Cybersecurity?		The scope of work for this RFQ does not have phases. Carefully review the new RFQ to be sure you are not confusing it with the RFQ issued in February. That RFQ had a scope of work with two phases, but was cancelled.
68	Does the State prefer training at the awareness level only, or should proposals also include role-based technical training aligned to NICE Framework work roles?		The provision of training is not in the scope of work of this RFQ. Carefully review the new RFQ to be sure you are not confusing it with the RFQ issued in February.
69	Should the online training platform include features such as student tracking, registration management, and course completion reporting? Will integration with existing State HR or learning systems be required?		The provision of an online training platform is not in the scope of work of this RFQ. Carefully review the new RFQ to be sure you are not confusing it with the RFQ issued in February.

70	Will subcontractor past performance examples be weighted equally to prime contractor past performance in the evaluation?		Yes. The evaluators are looking for evidence of past work that is similar to the work required of this RFQ. Similar work will be considered and weighed fairly, regardless of whether the vendor was the prime contractor or a subcontractor on the project.
71	Does the Office of Cybersecurity have a preferred reporting cadence (e.g., monthly, quarterly) and performance metrics framework to which contractors should align?		The reporting required by this RFQ is limited to a final Project Completion report. Carefully review the new RFQ to be sure you are not confusing it with the RFQ issued in February. In response to the question regarding a preferred performance metrics framework, please note that the second bullet of Section 5 of the RFQ requires the vendor to include *metrics of proposed outcomes through quantifiable measures to assess the achievement of desired results and effectiveness of the project* in its quote.
72	Can the state share details of the database they would like built under b. Capabilities Assessment? For example, is this a public-facing website or behind a log-in portal? Would the state like the ability to update the database in the future, or is this at one-point-in-time? Who is the intended audience (state employees, supervisors, companies)?	Pg.1 3. Scope of Work, b. Capabilities Assessments	The vendor should propose the database it recommends as the best approach.
73	Can the Government please provide clear and detailed instructions regarding the requirements for Phase I and Phase II of the response, as referenced in the previously published Questions and Answers?"		The scope of work for this RFQ does not have phases. Carefully review the new RFQ to be sure you are not confusing it with the RFQ issued in February. That RFQ had a scope of work with two phases, but was cancelled.
74	Can the state share details of the database they would like built under b. Capabilities Assessment? For example, is this a public-facing website or behind a log-in portal? Would the state like the ability to update the database in the future, or is this at one-point-in-time? Who is the intended audience (state employees, supervisors, companies)?	Pg. 1 3. Scope of Work, b. Capabilities Assessments	The vendor should propose the database or databases it recommends as the best approach.
75	While resumes and certifications are required, can the government clarify whether specific certifications (e.g., CISSP, CISM, CompTIA Security+) will be evaluated more favorably	Pg. 3 5. Quote Requirements: Key Personnel	The evaluators will consider all evidence of technical expertise and weigh such evidence fairly.