RFR No. 2022-Cyber-02 Answers to Questions

Question	Answer
Is there interest in leveraging an existing remote cyber range and SOC while CCEs are being brought online in order to accelerate service delivery?	CCEs are designed to advance the Imperatives as outlined in section 2.1 of the RFR. If a respondent believes they can advance the Imperatives by leveraging an existing cyber range or SOC, the respondent should indicate such in their response to the RFR.
Can you provide a timeline for the creation of the non-profit and the consortium?	The goal is to establish the non-profit and the Consortium within calendar year 2022 subject to legal requirements/restrictions. This is however subject to change.
Can an entity create a CCE and contract for the range and SOC services?	Entities may create a CCE and contract for range and SOC services from the non-profit. Entities may also create CCEs that utilizes a range vendor not provided by the non-profit. We do not envision an entity creating a CCE and not joining the SOC license. These assumptions may be altered based on the guidelines of the Consortium once established.
Have the contracts for the bundled range and SOC services contract already been announced/awarded?	No, the contracts for the bundled range and SOC services contract have not been announced or awarded.
Under what rounds will requests for funding be considered?	Responses received by Mass Tech Collaborative on or before March 18, 2022 at 3PM EST will be considered for round 1 funding. Responses received after March 18, 2022 and before May 20, 2022 at 3PM EST will be considered for round 2 funding.
Is the level of funding different depending on the submission?	Each response will be evaluated on its own merits and funding needs.
Is there an expectation that CCEs will assist with business development and marketing? Would a technical sales support function be acceptable to support these efforts and be eligible for funding?	Range CCEs will be responsible for recruiting their own customers. SOC CCEs will recruit customers in partnership with the non-profit. It is possible that a technical sales support function is acceptable to support business development and marketing.
Would MassTech allow a limited round 1 submission requesting funds for use in preparing a full round 2 submission? (For example, funds to obtain Cyber Range build-out and design estimates to include in round 2).	No, we encourage complete submissions articulating the respondent's entire vision for a CCE, along with a request for funding, under either round 1 or 2. There may be future opportunities for funding after the establishment of the non-profit and future funding streams from federal, state, and/or private sector.

Would you please provide more detail regarding Section 3.2 (d): "bundled statewide range license"?	We envision range facilities will offer the services listed in the table in Section 2.3 to customers to advance the Imperatives. MassTech or the non-profit will procure a cyber range vendor that will offer these services to multiple CCEs as part of a bundled license.
Will the membership dues CCE's pay to the non-profit be categorized by levels in terms of the resources of participating academic institutions?	This is to be determined upon the establishment of the non-profit.
Are high school students considered "users" of cyber range services?	CCEs may choose to allow high school students as users of cyber range services.
Regarding Range CCEs, what would be the required certification for individual and team operators?	If you are asking about the certifications offered on the Range, CCEs may select certifications they feel are most applicable to the users of the range at their facility. If you are asking about the certification requirements of range operators, the non-profit may set minimum certification standards.
May CCEs expect entrepreneurs to pay for testing products at a cyber range?	Yes. CCEs will establish their own pricing structure for their customers.
Regarding the Evaluation Process and Criteria, how do you define the "economic feasibility" of proposed CCEs?	Economic feasibility will be determined by comparing the sources and amounts of revenue to expected expenditures for capital and operational expenses as well as the overall plan for financial sustainability within 3 years.
What do you require for establishing the likelihood of CCEs becoming financially self-sustainable within 3 years?	We will evaluate the CCE's plans for business development and partnerships and integrations with academic programs to demonstrate a long term commitment to sustaining the facility.
Can a Canadian MSSP who has a presence in the US participate in this?	The non-profit will determine eligibility requirements for the MSSP providing SOC services. CCEs must have a presence in Massachusetts.
Is there any requirement for respondents to comply with local compliance requirements?	Yes. Respondents will be expected to independently research and understand federal, state, and local compliance requirements and submit RFR responses in line with such.
Can a single MSSP provide all the offerings or you are expecting to fund multiple MSSPs?	The non-profit will determine this.
Is there a need to set up multiple locations for CCEs within Massachusetts or is a single location enough?	Each CCE may be a single location but we anticipate there will be multiple CCEs across the state.

Will those who submit responses in round 1 be eligible to respond in round 2?	No, you cannot submit responses in both rounds.
Is there a minimum hiring requirement for CCE within Massachusetts?	No, CCEs will be required to hire staff sufficient to support users of the SOC or Range and advance the Imperatives.
Is there a timeline for funding this project and starting services at the CCE?	Responses to the RFR will be reviewed after submission deadlines but at this time there is no deadline for grant award decisions. Timelines for commencing CCE services should be determined by the Respondent and articulated in the RFR response.
Are proponents allowed to manage some of the capabilities from offshore offices?	This depends on the details articulated in the RFR response. CCEs must have a physical presence in Massachusetts.
Is there a number of the municipalities and public companies that are potential customers of these offerings?	We have received indications of high interest from municipalities to receive SOC services.
Does applying to round 2 vs round 1 impact competitiveness for grant funding?	There is no difference in eligibility to receive funding for applications requesting it between round 1 or round 2. Potential grants for both rounds are subject to the overall availability of funds, which may change over time.
How is being a CCE as part of the Massachusetts Cybersecurity Consortium different from being an NSA Cybersecurity Center of Academic Excellence?	These are separate programs.
Will members of the Consortium represent multiple institutions or a single institution?	The Consortium will be comprised of the non-profit governance body and multiple CCEs members. A CCE member could represent either multiple institutions who have agreed to partner or a single institution.
What does it mean for an institution to access the range license from the non-profit?	It is expected that the non-profit will sign a contract with a cyber range vendor and that CCEs will utilize the services of the contract.
Are CCE's going to be using another company's cyber range?	CCEs will be either a range CCE or a SOC CCE. Range CCEs can have their own range service provider or utilize the bundled license.
How much total funding is available in the first two rounds and how many awards?	The total funding authorized to support all aspects of the Cybersecurity Consortium is $16.5 million - $1.5 million from the FY2022 State Operating Budget and $15 million from An Act Relative to Immediate COVID-19 Recovery Needs (Chapter 102 of the Acts of 2021). The amount and size of the awards will depend on the responses to the RFR and the requirements to establish the Consortium.
Is emphasis going to be made on the academic categories listed or more of the commercialization element of the SOC? How much weight is on identifying customers and	They are all important considerations and will be evaluated against the proposal as a whole. We will examine how the project goals are articulated with regard to the

getting them to sign a letter of support vs. addressing some of the other areas identified in the proposal?	Imperatives and how the facility operations are aligned with the Imperatives. Each response will be reviewed on a case-by-case basis.
Do we need to respond by March 18 in order to qualify or is it an either/or situation where we can respond on either date with no ramification to the decision process?	You do not need to respond by March 18 in order to qualify. Responses properly submitted by the deadline for each round will be reviewed and considered.