

**March 1, 2018**

**Data Loss Prevention Software Suite Solution**

**Reference Request for Proposal (RFP) #218-38**

**Question & Answer – Specification Clarification I**

Grand Valley State University (GVSU) has the following answers to questions that have been submitted from our request for proposal #218-38. GVSU’s responses are noted in red.

**Question 1:**

Clarification is needed on the due dates. The link to the bid shows a due date for March 9th and page 7 shows March 23rd for the final date for proposal submittal.

March 9, 2018 is the last day for vendors to ask clarification questions. March 23rd, 2018 is the actual deadline for vendors to submit their proposals.

**Question 2:**

What weighting is given to each stated “must have”, and if a single capability is missing, is the entire submission disqualified?

Example:

* Provide the ability to scan a volume of 20+ terabytes of over 7000 Exchange 2016 mailboxes, identify which mailboxes contain sensitive data as well as identify what individual email the matching data resides in.
* Should include Binary Large Objects (BLOB) detection and scanning.

If a solution doesn’t support scanning of BLOB, is the entire RFP submission disqualified?  If not disqualified, what is the negative scoring impact?

Our intention with this RFP is to find out how much a proposed solution fits our needs. If a certain capability is missing, it does not disqualify the entire proposal. It will just be considered a proposal that fits most of our needs, but not all of them.

**Question 3:**

“Provide the ability to scan a volume of 20+ terabytes of over 7000 Exchange 2016 mailboxes, identify which mailboxes contain sensitive data as well as identify what individual email the matching data resides in.”

Is Grand Valley State University open to considering a solution which does not directly scan Microsoft Exchange Server mailboxes, but instead establishes a service which replays mailbox emails through a system to detect policy violations?

All proposed solutions and aspects of those solutions will be carefully considered as a possible option.

**Question 4:**

“Scan rest data for 1765 Faculty, 1865 Staff, and 25,049 students.”

Is this item referring to rest data on network shares of individual endpoints?  If endpoints, what operating systems are required for support?

This information is regarding data at rest on shares provided by GVSU servers. Currently we are not seeking to install endpoint software on user’s machines. The focus is on centralized storage, databases, and Exchange servers.

**Question 5:**

Could companies from Outside USA apply for this? (Like, from India or Canada)

Yes.

**Question 6:**

Do we need to be onsite for meetings?

The ability to be on site initially is preferred, but not mandatory. However advanced, secure, and dependable, online collaboration ability is mandatory.

**Question 7**

Can we perform the tasks (related to RFP) outside USA? (Like, from India or Canada)

Temporary remote access can be provided on a case by case basis for support purposes. But no data is to leave the Grand Valley State University’s domain for security purposes. The intention is that Grand Valley State University’s IT staff will manage and maintain the system locally.

**Question 8:**

Could we submit the proposals via email?

**Please submit proposals via email to:** [**RFP-Received@gvsu.edu**](mailto:RFP-Received@gvsu.edu) **by March 23rd, 2018 no later than 10:00 AM**

Thank you for your participation,

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