



Finance Department
Purchasing Division

REQUEST FOR PROPOSALS (RFP)
Specification No. 22-11501-C
FOR
MICRO-SEGMENTATION SOLUTIONS
PROPOSALS WILL NOT BE OPENED AND READ PUBLICLY

ADDENDUM "A"
6/17/2022

Dear Proposer:

Questions received from proposers along with answers are attached.

Proposals/bids must be received no later than 2:00 pm, on Thursday, July 17, 2022. All responses should be sent via email to purchasing@cityofberkeley.info and have **"Micro-segmentation Solutions"** and **Specification No.22-11501-C** indicated in the subject line of the email. Please submit one (1) PDF of the technical proposal. Corresponding cost proposal shall be submitted as a separate PDF document.

Proposals will not be accepted after the date and time stated above.

We look forward to receiving and reviewing your proposal.

Sincerely,

A handwritten signature in blue ink, appearing to read 'D Sweet'.

Darryl Sweet
General Services Manager

Addendum “B”

Questions and Answers for Specification No. 22-11501-C
 PROJECT NAME Micro-Segmentation Solutions

No	RFP Reference Section/No	Vendor Questions	The City of Berkeley (COB) Answers
1		Can you provide the City’s Professional Services Agreement that will be used for the Micro-segmentation RFP?	See Attached boilerplate
2		How many servers will the solution protect?	300 servers approximately
3		How many endpoints will the solution protect?	2000
4		Can you please provide a breakdown of the number and type of switches in the current environment?	<p>Cisco: 22-C3650 1-C3560 4-C9500-48YCA 9-RT1921 3-RT2801 3-C9200L 2-C9500-12QCA 27-C2960 1-C3850XS 36-C9300 2-ASR1001-X 2-SG300</p> <p>Dell: 4-S4148F</p>
5		Can this be supported using off shore resources?	No
6		We are unable to locate the referenced sample of Personal Services Contract on the City's website. Can you please provide a copy or a direct link to the document for our review?	Refer to answer of question #1
7		With respect to the requirement for financials, since we are not a publicly traded company, we do not provide financial information as a standard course of business; however, we can share financial information on a confidential basis pursuant to a commercially standard Non-Disclosure Agreement. Is the City willing to execute the accompanying Non-Disclosure Agreement?	The city does not sign non-disclosure agreements for the purposes of receiving financial statements requested in the RFP process.
8		Which Public Clouds (e.g. AWS, Azure, GCP) are in use for IaaS/PaaS?	AWS; Azure
9		How many total workloads/virtual machines (VMs) are you looking to protect in the City’s Public Cloud and private Data Center environment?	2300
10		How many employees does the City's Department of Information Technology provide administration services to?	2200

Internal

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11	Introduction	We understand that there is a single Civic Center location and 40 remote sites. Do these sites have Data Centers or only end-user computers with the data centers off-site. If so please specify: i. The number of private DCs and approx. VM/container count ii. The number of public cloud DCs and approx. VM/container count Please let us know of any expansion plans (DCs and/or VM/container count)	2 data centers Refer to answer of question #9 for VM/container count
12	Introduction	Are the remote sites and the civic center a single flat network with leased lines, MPLS tunnels, etc interconnecting them, OR, different networks with NATing across them.	MPLS connections in a Hub and Spoke design
13	Business Objectives C.2	Does this RFP have OT/IoT in scope for Micro-segmentation? If yes, please mention the types of devices in-scope, and what firewalls/NACs are currently in use to protect these devices.	Yes. Basic network segmentation is done by separate VLANs, FW, Routers, Switches, for separate devices. Types of devices are typical of a municipality delivering the same services as City of Berkeley, including public works, Police and Fire/EMS, sanitation and recycling, parks, recreation and waterfront, and public health. For example: building management systems (BMS) and HVAC, lighting controllers, CCTV, body-worn cameras, TV, traffic lights, fuel management systems, etc.
14	Section II-A-1.11	Please specify what container platforms are currently in use. If Kubernetes, is it managed Kubernetes (EKS, AKS, GKE), or self-deployed?	Not applicable (N/A)
15	Section II-A-1.15	Is the ability to run the solution on-premise a mandatory requirement? Are there any workloads or devices that cannot be supported with a SaaS-based solution?	The City is open to on-premise and cloud solutions. Any solution will need to be compliant with regulations (e.g., PCI & CJIS) and work with existing on-premise and SaaS support services
16	Section II-A-1.16	A SaaS-based deployment model requires connectivity from workloads/endpoints to the Internet. Are all resources able to connect directly or via a proxy? If a proxy is necessary, is one already deployed?	A Cloud Access Security Broker (CASB) and perimeter proxy are deployed.
17	Section II-A-1.20	Could you specify the Identity Provider vendor for SAML, and is SCIM available?	Azure AD
18	Section II-A-1.26	Could you specify the SIEM vendor?	This information is exempt from disclosure under California Gov. Code, § 6254.19.
19	Section II-A-1.27	Could you specify the IT ops tools including CMDBs that the solution must integrate with?	ServiceNow (CMDB completion ETA 12/2022)
20	Section II-A-1.28	Could you specify the vulnerability scanner vendor?	This information is exempt from disclosure under California Gov. Code, § 6254.19.
21	Section II-A-3.27	Please specify the vendors and products of the other networking devices (load balancers and switches)	Citrix NetScaler, Cisco, Dell
22	Section II-A-3.35	Please specify the use case for the Cisco network switch integration. Is it to support IoT/OT devices or for workloads as well?	IoT/OT and workloads
23	Section II-A-4.45	Does user segmentation include remote users? If so, are remote users connecting via a VPN, or a ZTNA solution with direct access to published private applications?	VPN
24	Section II-A-4.45	Does the user segmentation requirement extend to 3rd party contractors?	The City would prefer that it does, but will assess when solution details are provided
25	Section II-B-7	The RFP mentions 47 staff in the DoIT. What is the approximate size of the team that should be trained on using the product? And would the same team be involved in implementing the solution as well?	30. And, yes.
26	Section II-A-1.7	What OSs are in scope for this?	Windows, Linux, Unix
27	Section II-A-1.14	How many home grown and legacy applications do	More than 200 applications in use within City of

Internal

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		you have?	Berkeley
28	Section II-A-1.19	Please define authoring and provisioning	Refer to policy-based cybersecurity architectures and glossaries such as NIST's Computer Security Resource Center (CSRC) https://csrc.nist.gov/glossary/term/
29	Section II-A-1.23	Do you consider an agent on the kernel as "custom vendor software"?	Will assess when solution details are provided
30	Section II-A-2.4	Define "process-level visibility"	Visualize all applications and their traffic, including process-to-process communications
31	Section II-A-2.6	Will the "offline" device have connectivity to the internet?	Vendors should expect that they may
32	Section II-A-2.14	What regulatory compliance standards/frameworks are you referring to?	CC1798.29; HIPPA, PCI, CJIS, NIST, CISA
33	Section II-A-2.16	Would you like us to submit an example report for a specific standard/framework?	Yes, a sample report would be helpful
34	Section II-A-2.17	What format would you like this exported in?	The vendor should state the formats and methods that their solution supports
35	Section II-A-2.19	Define "global visibility"	All-encompassing environments, entire stack
36	Section II-A-3.12	What DevOps tools & flows does the City of Berkeley have for their SDLC?	ServiceNow, Office 365
37	Section II-A-3.13	What Cloud Service Providers being ran in public & private?	Azure, AWS, various SaaS
38	Section II-A-5.14	What systems is this in reference to? Cloud Native workloads (public or private)?	Any unknown device, IT as well as potentially including IoT/OT
39	Timeline	Given the timeline in the RFP, will POCs be conducted before procurement?	No
40	Timeline	Will POC execution be added to the timeline?	See Section II-A-8
41	Network	What firewall solutions in place today?	This information is exempt from disclosure under California Gov. Code, § 6254.19.
42	Network	What firewall solutions are in place at data center edge?	This information is exempt from disclosure under California Gov. Code, § 6254.19.
43	Network	What load balancing & WAF (Web Application Firewall) solutions are in place?	Citrix ADC; the WAF solution is exempt from disclosure under California Gov. Code, § 6254.19.
44	Network	Does the ability to span or tap traffic in network segments exist in the environment?	Yes
45	Network	Is SNMP an available data source for information in the environment?	Yes
46	Network	Are hardware appliances acceptable as part of the entire solution?	Yes
47	Network	Are IT/OT/IOT/Datacenter networks segmented, if so how?	Basic network segmentation is done by separate VLANs, FW, Routers, Switches, for separate devices
48	Network	Are span or tap solutions in place at key network access points?	No
49	Network	Are span or tap solutions in place at remote sites and field offices?	No
50	Network	What 802.1x solutions are in place?	This is a broad question: Wireless (Includes Radius Auth for network access) Wireless: 802.11x 802.15x
51	Identity & Access	What Identity Management Solutions are in place?	Azure AD
52	Identity & Access	What 2FA/MFA solutions are in place?	Microsoft and a VPN-related MFA. Further details are exempt from disclosure under California Gov. Code, § 6254.19.
53	Asset Discovery	What asset discovery solutions are in place?	This information is exempt from disclosure under California Gov. Code, § 6254.19.
54	Config Management	What vulnerability / patch /configuration management tools are in place?	This information is exempt from disclosure under California Gov. Code, § 6254.19.

Internal

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55	AV	What AV solutions are in place	This information is exempt from disclosure under California Gov. Code, § 6254.19.
56	EDR	What EDR products are in place?	This information is exempt from disclosure under California Gov. Code, § 6254.19.
57	OS	How many systems cannot install a windows/Linux/mac/Unix agent? Please break down by location and quantity.	26 VMs that are Linux Appliances that do not allow agent. Location 1: 10 Location 2: 16
58	IoT	How is IoT segmented/managed and monitored today?	Basic network segmentation is done by separate VLANs, FW, Routers, Switches, for separate devices
59	IoT	Are there any industry specific IOT/OT solutions in place today?	Refer to answer of question #13
60	IoT	What types of IOT/OT devices are predominately on network?	Refer to answer of question #13
61		The requirements for Financials state that we must provide an audited copy of our company's financial statements for the past 3 years. We have <u>reviewed</u> copies, but not audited. Does this disqualify us from responding to this RFP?	This is <u>not</u> a disqualifying factor.

Except as provided herein all other terms and conditions remain unchanged.