

## Round 2 Questions and Answers to RFR No. 2022-Cyber-02

No.	Question	Answer
1	Can a CCE receive an award for a contract with a for-profit commercial companies? If so, what are the restrictions?	CCEs may receive awards for contracts with for-profit commercial companies. It is possible that the full cost of a commercial vendor for a single CCE would not be reimbursed. Individual award decision will consider the services and costs of the commercial vendor, the overall CCE business model, and the rules/guidelines of the Consortium. CCEs are not eligible to receive funding for individual range licenses as the non-profit intends to negotiate a bundled license for the CCEs.
2	Are respondents to the RFR applying to becoming members of the Consortium?	The RFR seeks expressions of interest from facilities in becoming CCEs as part of the Consortium. The process for determining whether an entity is a CCE and formalizing each CCE's membership will be determined after the establishment of the Consortium non-profit.
3	When could my facility start using the cyber range?	The responses to the RFP No. 2022-Cyber-03 will determine when Range CCEs can begin offering cyber range services to customers using the bundled license. It is possible that cyber range services will be available from a cyber range vendor as early as fall 2022.
4	How many responded to the RFR in round 1?	There were three respondents to round 1.
5	Is there a timeline on awards after the RFR deadline?	MassTech may enter into discussions with respondents after the round 2 deadline to discuss the responses and potential awards for funding. There is no specific timeline for when awards may be made at this time.
6	What is the limit on capital and operational expenditures?	There is no specific limit on expenses for the CCE as each facility would expend as appropriate for their program and business model. At this time there is not a set award amount established for capital and operating

		expenses. The level of funding to be awarded will consider sources of funds available for this program, the number of CCE responses, and amount of funds being requested.
7	Are all CCEs required to use the bundled cyber range license or can they create or improve their own cyber range?	CCEs are not required to use the bundled cyber range license that will be offered by the Consortium. They can use their own cyber range vendor.
8	Can a CCE use the bundled cyber range licenses without any cost?	Initially CCEs will not be expected to pay for the cyber range license. There could be a cost at a later time when the Consortium is established and defines cost structures for CCEs.
9	Do we need to find customers to use the cyber range? Will that affect a determination about our sustainability?	Range CCEs will be required to recruit their own customers to use the cyber range services offered at their facility. These customers may be students of an academic program associated with the CCE or outside customers interested in using the CCE facility. The estimated income and the role of customer revenues in the respondent's economic model will be considered to determine sustainability.
11	Can we receive funding for our own cyber range to have workforce development benefits?	Yes, CCEs can receive funding to offer cyber range services to customers that have workforce development benefits. CCEs are not eligible to receive funding for individual range licenses as the non-profit intends to negotiate a bundled license for the CCEs. Hardware and other capital expenses for a Range CCE are eligible to receive funding.
12	Are any of the cyber range services preferred? Do we need to offer all of them or can we just offer a few?	CCEs should offer cyber range services in a manner that advances the four imperatives to the extent possible, given the organization's mission and resources
13	If our institution partners with another institution, can you still apply for hardware or capital funding? Can you do a collaborative proposal in addition to an individual proposal?	Yes, respondents can identify their funding needs for CapEX or OpEX for their own organization as well as partners at another institution. Respondents should describe their partnerships with other institutions.

		Respondents can submit individual proposals or collaborative proposals with other institutions but awards will not be made to the same entity under two different awards.
14	Is overhead, such as fringe rates to salaries, an allowable expense?	Yes, overhead can be included in the CCE's financial model as an expense and as part of a request for funding. The indirect or overhead rates should be based upon an approved rate for the organization.
15	What level of cyber insurance are you looking for SOC CCEs to take on versus what the MSSP provides? Will SOC CCEs need to take on a security policy for every company supported?	The level is not known at this time. The requirements for SOC CCEs around cyber insurance will be defined by the non-profit entity for the Consortium once established and the MSSP vendor is identified.
16	Our university sees an opportunity for integrating applied research into our CCE. How does that relate to the imperatives identified in the RFR?	The four identified imperatives are the focus of the Consortium and respondents should indicate how the CCE addresses those imperatives. Respondents may also indicate how their proposed CCE addresses other objectives, such as applied research.
17	Are CCEs resellers of the main services of a cyber range into a specific market?	No, CCEs are not resellers of the main services of a cyber range. Range CCEs are facilities that provide a variety of cyber range services identified in section 2.3 to customers. It is expected that most Range CCEs will use a bundled range vendor license which will be provided initially by Mass Tech and in the future, by the Consortium.
18	Could a company in Massachusetts that provides cyber range services to municipalities or colleges and universities be a CCE and be part of the Consortium?	Once created, the non-profit entity responsible for organizing the Consortium will establish membership guidelines related to the types of entities that may become CCEs.
19	Does a CCE need to be a non-profit?	For-profit companies may be able to participate in the Consortium as CCEs if they explicitly address the imperatives; however final determination will be made by the non-profit entity which will establish the

		membership guidelines on behalf of the Consortium.
20	Can fees charged to customers be considered a factor of the CCE's sustainability?	Yes. Generating customer revenue is a factor in considering the potential CCE's sustainability.
21	Is there a charge for using the Consortium's cyber range license? Is that part of membership fees for the Consortium?	See No. 8.
22	What are examples of sectors Range CCEs can address?	As an example, a CCE could use the cyber range at their facility to assist defense manufacturing companies in becoming compliant with the Cybersecurity Maturity Model Certification (CMMC). As another example, there may be military organizations who would use the range to support the cyber proficiency of their workforce.
23	What are the criteria for evaluating responses?	Responses will be evaluated based on the criteria in Section 4 of the RFR.
24	Is there a goal for how many CCEs are being funded?	There is no set goal for allocating funds. Grant opportunities will be offered based on the number of responses to the RFR and funding available for this program.
25	Could there be multiple cyber range offerings to CCEs?	It is expected that there will be one vendor providing cyber range services to CCEs across the state.
26	Are CCEs responsible for academic credit or certifications? Do CCEs need to have a relationship with a college or university?	CCEs do not need to have a relationship with a college or university. CCEs do not need to be responsible for academic credit or certifications, however, CCEs could allow users of the cyber range to obtain academic credits or certifications. CCEs can integrate the range into their own curriculum and degree programs and grant academic credit through their own accreditation. CCEs could have separate relationships with academic institutions that allow students to receive credit through their accreditation.
27	Have awards to round 1 respondents been made?	As of posting, no awards have been made to round 1 respondents.

28	Since awards have not yet been made, will round 1 and round 2 proposals be considered for awards together?	No. Review of round 1 proposals is underway and round 2 proposals will be reviewed after the May 20 deadline.
29	Can the deadline for responses to round 2 be extended?	No.
30	Were there any major risks or areas of misinterpretation in responses to round 1 that should be avoided in responses to round 2?	Respondents should provide details about the business model of their proposed CCE and how their facility can become self-sufficient over time through customer revenue, partnerships, or private investment. Respondents making requests for funding should also clarify how funding will be applied to proposed expenditures and be sequenced over time.
31	Should information about the sequencing of funding be provided by quarter or by year?	Information about the potential sequencing of funding should be provided quarterly, or in as much detail as possible, and separated into CapEX or OpEX categories.
32	Can we combine elements of the Strong Entrepreneurial Ecosystem grant ( <a href="#">RFP 2022-JAII-02</a> ) with this opportunity?	Responses can combine elements of other grant opportunities but each grant application will be reviewed and evaluated separately. Respondents should note requests for funding they have made for other awards (federal, state or philanthropic) to demonstrate additional potential sources of revenue to support their CCE and also should note any contingencies related to those applications.
33	Can I provide letters of support from other grant opportunities to this RFR?	Letters of support from other grant proposals that are directly applicable to this RFR can be included in responses.
34	Is there a timeframe for CCEs to become sustainable?	Facilities should include in their response their plan for becoming self-sustaining in 3 years.
35	Will there be state funding to ensure sustainability?	There is no guarantee that there will be future state funding for CCEs beyond the current FY22 appropriation and the funds available through <a href="#">An Act Relative to Immediate COVID-19 Recovery Needs</a> .

36	Is there a bidders list or a similar Q&A attendee list from round 1 that you can share?	The list of respondents to round 1 cannot be shared at this time. Answers to questions submitted before the round 1 RFR closed can be found <a href="#">here</a> .
37	Is a request for funding for \$2-3 million for a CCE out of line?	The viability of a request for funding depends on the contents of the proposal, how developed the CCE concept is, and the total number of respondents and funding amounts requested.
38	Are there spacing requirements? For instance, should we double-space the body of the narrative and single space any charts, tables, and graphs? Is there a particular font we should be using? Should we use 12 point? We are including resumes in our proposal. Should we limit the number of pages?	There are no requirements for spacing, font, font size, or number of pages
39	How do we demonstrate that the lab will be self-sufficient in three years? Our institution has committed to providing space for the lab. We are asking for construction funds to set up the lab as well as some operational costs. Once the lab is set up, our costs will be mostly overhead type costs, supplies, membership to Consortium, and the like. Can we charge outside organizations a "fee" to use our lab?	Respondents should demonstrate that their CCE will become self-sufficient in three years by explaining their plan for generating revenues to cover expected capital and operational expenses without the support of state grants. CCEs may charge customers a fee to utilize the cyber range services offered at their facility to achieve self-sufficiency.
40	Do you have a sense of what the fee will be for the consortium?	The non-profit will determine the fee for membership in the Consortium upon its establishment.
41	Regarding the range bundle, will there be any training necessary for the software? Will that be provided by the company? Will the range have its own troubleshooting contact information?	The Cyber Range vendor selected through RFP No. 2022-Cyber-03 will determine the training requirements for the cyber range services, as well as what training support the company provides. That RFP requests information from respondents on the amount of training the company provides and contact information for troubleshooting.
42	Will we continue to have access to the range bundle into the future or will we be paying a fee in the out years	See answer to question #8. Initially CCEs will not be expected to pay for access to the cyber range license.

		There could be a cost at a later time to access the cyber range license when the Consortium is established and defines cost structures for CCEs.
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