Questions & Answers
#4

(Deadline for Questions 09/09/2026 @ 3:00pm EST)

33. With regards to the PASS/FAIL security gate, will HCSO accept past performance supporting National Security Systems (NSS) and an SSP aligned to IL5 as artifacts for security as an alternative to CJIS?

Answer: No. As established under the General & Platform Requirements (Section 3.9.2), all proposed solutions storing, processing, or transmitting Criminal Justice Information (CJI) must meet or exceed the requirements of the CJIS Security Policy. While DoD IL5 SSP documentation, NSS past performance, and FedRAMP authorizations demonstrate strong enterprise security posture, they do not serve as a total substitute for mandatory CJIS audit reports or third-party CJIS compliance documentation for DEMS and BWC systems.

N/A Exclusion Clause: Independent security documentation (CJIS, SOC 2 Type II, FIPS) may only be marked as "N/A" for standalone environmental or situational sensors that do not store or transmit CJI.

Disqualification & Scoring Notice: Per Section 4.10.5.3 and Exhibit C, failure to address mandatory security protocols (FIPS, SOC 2, CJIS) results in a score of 0 points, which incurs immediate disqualification. Providing self-attestation or indirect alignments without valid third-party certificates/audits caps the section score at 1–5 points (4–20 pts).

34. Will HCSO accept Azure Cloud controls and inheritance for FIPS compliance?

Answer: Proposers may reference cloud infrastructure control inheritance (e.g., Azure Government / FedRAMP High FIPS-validated cryptographic modules) to satisfy underlying infrastructure requirements; however, inherited cloud controls do not automatically constitute full application-level or solution-level CJIS compliance.

Proposers must provide independent validation demonstrating that their specific application stack, software interfaces, data flows, administrative controls, and personnel management fully adhere to the CJIS Security Policy and FIPS 140-2/140-3 validation requirements.

Valid NIST/FIPS cryptographic module validation certificate numbers must be explicitly provided in the security submission.

35. The proposer's "not to exceed price" indicates there exists a program funding ceiling for this requirement. If this ceiling is reached during performance, will the proposer be required to perform the remaining contract services at risk? In other words, if this ceiling is breached will the company be required to continue ongoing support services without the possibility of recouping these funds?

Answer: Clarification on "Not to Exceed" (NTE): As defined in Section 3.14.7, "Not to Exceed" pricing does not establish a global program funding cap or mandate uncompensated "at-risk" work. Rather, it establishes the maximum ceiling unit price or catalog rate that a Contractor may charge an Eligible Purchaser under this cooperative contract vehicle.

Pricing Rules: Contractors are bound to sell products and services at or below their awarded contracted price (NTE catalog ceiling).

Scope of Work / Task Orders: Participating Entities issue individual purchase orders/task orders based on specific Statements of Work. A vendor is not required to perform work outside the scope or funded amount of an executed Purchase Order without an approved bilateral change order or contract amendment.

36. Will HCSO require the vendor to provide a CJIS Security Addendum and supporting documentation prior to contract award?

Answer: Execution of a CJIS Security Addendum is tied directly to the access and handling of Criminal Justice Information (CJI):

Master Contract Award Level: Because award of the Master Services Agreement (MSA) establishes an administrative contract vehicle and does not inherently grant access to CJI or live law enforcement networks, execution of a CJIS Security Addendum is not required as a pre-award condition for master contract execution.

Participating Addenda & Operational Deployment: Prior to any vendor personnel being granted physical or logical access to CJI, protected agency networks, or live production environments under a Participating Addendum or local Purchase Order, the vendor must execute all applicable CJIS agreements (including the FBI CJIS Security Addendum) and pass required local background checks with the respective Participating Entity/Eligible Purchaser.

37. Does CJIS compliance apply to all environments in which CJI may exist, including production, development, testing, backup, disaster recovery, logging, and support environments?

Answer: Yes. Vendors must identify all environments and services where CJI is stored, processed, transmitted, cached, logged, backed up, or otherwise accessible and demonstrate compliance with applicable CJIS requirements.

38. How many vendors will you be awarding on this RFP?

Answer: Multiple awards are anticipated to establish a comprehensive cooperative contract catalog, allowing Participating Entities to select solutions that best meet their operational needs. It is unknown how many responsive and responsive proposals will meet the 70% (700 point) threshold at this time.

39. Instead of establishing new pricing structures, will you consider piggybacking off existing government cooperative agreements? Or Using the same pricing structures as existing government co-op contracts?

Answer: No. Bidders must respond directly to the terms, conditions, and pricing model outlined in this solicitation (HCSO RFP 2026-010 / FSA Contract # FSA-HCS-DET1.0). Piggybacking off outside cooperative agreements or using alternative pricing structures is not permitted. Proposed pricing must comply with the Category Discount Model off MSRP across the six established TCO categories, which forms the binding contractual award. However, proposers may align their proposed "Not to Exceed" ceiling rates with competitive pricing previously established under existing public sector contracts.

40. May you provide an extension of at least an additional 10 business days?

Answer: Yes. HCSO has granted an extension for proposal submittal. Per Addendum #1, all proposals must now be received no later than October 1, 2026, at 3:00 PM EST in accordance with the updated Section 2.3 Schedule of Events.

41. When providing pricing, will the agency allow the vendor to bundle products together with a discount (for example, Command Center Software Products)? This would encompass all Software as a Service that the agency could purchase.

Answer: Yes, bundled solutions and SaaS suites are acceptable, provided that every individual component within the bundle complies with or exceeds the minimum required percentage discount off MSRP for its respective awarded category. The discount category table represents the binding contractual award, while line-item breakdowns within bundled solutions are evaluated via the Mock Quote and Mock Invoice in the TCO Verification Package to verify mathematical accuracy, component pricing, and full fee disclosure.

42. [Vendor] provides several different drone hardware and software solutions. Could we combine all of these under the title "Drone Hardware and Software," similar to what we have done with other cooperative agreements?

Answer: Vendors may present bundled solutions, but each component must align with its designated discount category threshold (e.g., Category 1 for hardware at 35% minimum discount, Category 3 for software/SaaS at 35% minimum discount). The awarded contract is based on the overarching Minimum Percentage Discount Table. Specific line-item breakdowns for "Drone Hardware and Software" must be fully detailed in the Mock Quote and Mock Invoice under the TCO Verification Package solely to enable 5-year cost modeling and line-item transparency.

43. Could we provide a single overview for Sections 1 through 4 from a company-wide perspective, or does each technology area need to address and restate these sections individually?

Answer: Bidders may provide a single, unified company-wide overview for common operational and administrative requirements, provided that all technology-specific technical specifications, functional requirements, and TCO Verification Package schedules (Mock Quote and Mock Invoice line items) are fully and distinctly addressed for each offered technology area.

44. Can the agency provide an extension to the questions?

Answer: Yes. The inquiry window has been extended. All additional written questions must be submitted prior to the revised deadline of September 9, 2026, at 3:00 PM EST per Addendum #1.

45. Instead of a fixed price, can we provide a part description with a percentage discount off the MSRP? This would allow for inflation costs over the next five years.

Answer: Yes. Per Section 3.14.1, pricing for this solicitation is structured as a Minimum Percentage Discount off the manufacturer's catalog MSRP. Fixed unit prices are not required; the proposed discount percentage table represents the actual contractual award, establishing a permanent price ceiling relative to published MSRP over the contract term. Line-item unit costs provided in the TCO package serve as sample pricing to validate total cost evaluation.

46. Will the the agency accept a Soc 3 Report in the initital response, as Soc 2 Reports requires additional Legal NDA?

Answer: Bidders may submit a SOC 3 report with their initial proposal response. However, HCSO reserves the right to request a full SOC 2 Type II report during the technical evaluation phase if deemed necessary to verify CJIS, cloud security, or data protection compliance.

47. Can the agency provide an extension to the RFP?

Answer: Yes. See Answer 40. The revised RFP submission deadline is October 1, 2026, at 3:00 PM EST.

48. Is the agency willing to complete an NDA for Soc 2 Report?

Answer: Yes. If HCSO or the evaluation committee requires a full SOC 2 Type II report during the evaluation process, HCSO will execute a standard Non-Disclosure Agreement (NDA) to facilitate review.

49. For the pricing structure, would you accept discount off advertised cost, rather than Discount off MSRP?

Answer: Proposed base category discounts must be submitted as a Minimum Percentage Discount off the manufacturer's published MSRP or official commercial list price to establish the contract price ceiling. However, awarded contractors may offer pricing based on advertised cost, promotional rates, or alternative pricing models, provided that the final invoiced price to an Eligible Purchaser is whichever is less. In no instance may the contract price exceed the ceiling established by the awarded percentage discount off MSRP/published list price.