STATE OF MARYLAND
PRE-PROPOSAL CONFERENCE
MARYLAND STATE RETIREMENT AGENCY
TORFP G20B9400004

EXTERNAL NETWORK, INTERNAL WIRELESS NETWORK
AND APPLICATION SECURITY TESTING

WEDNESDAY, JANUARY 9, 2019 10:10 A.M.

120 E. Baltimore Street, Room 1631
Baltimore, Maryland 21201

PRESENT FROM STATE:

    MARGIE GORDON
    JOHN HAYNES
    DAVID TOFT
    BOB DEAL
    IRA GREENSTEIN
    TOM MONTANYE

ALSO PRESENT:

    JOHN KOZLOWSKI, VERIZON
    CHUCK HUTZELL, VERIZON
    RANDY STAPLETON, CDW-G
    AARON CHURCHILL, NETORIAN
    ELLIS EISEN, NETORIAN
    SCOTT PETERSON, DK CONSULTING
    SHILFA JAIN, RESOURCESYS, INC.
    HARSHID SHAH, NAVITAS
    MICHAEL TARTAL, ENTERPRISE CONSULTING
    SETH WERBIN, GANTECH
    VAL KORICKI, PERSPECTA STATE AND LOCAL
    PRAFUL PATEL, OHM SYSTEM
    DAVID DIXON, POWERSOLV
    BRIAN ZERNHELT, A&T SYSTEMS
    STEVE ZEVE, JANUS ASSOCIATES
    KAREN VALVERDE, WEB TRAITS, INC.
    BHASKAR ROY, WEB TRAITS, INC.
    VIN WAGLE, SYSDATA LOGICS
    RASHMI WAGLE, SYSDATA LOGICS
    MARY DAYE, EXCEED CORPORATION
    SHERRON FULTON, MOMENTUM, INC.
    TRAVIS SANCHEZ, NUHARBOR SECURITY

NARAYAN ATHREYA, ICUBE SYSTEMS
LEN NEWMAN, EXCEED CORPORATION
SEAN MOLONY, VALSATECH
AMIT SAMRIT, VALSATECH
COREY BALL, MPIRE TECHNOLOGY GROUP
JAMES PARK, MPIRE TECHNOLOGY GROUP
THOMAS TRIBBLE, RESOURCE SYSTEMS, INC.

REPORTED BY: DANIEL BERUBE, Notary Public

1   P R O C E E D I N G S

2   MS. GORDON: Good morning. My name is Margie

3   Gordon and I will be the task order procurement officer

4   assisting with the process of this solicitation. And

5   on behalf of the Maryland State Retirement Agency, I

6   would like to welcome you to this task order pre-

7   proposal conference.

8   Today we will share with you information

9   concerning the task order request for proposal which we

10   called for entitled, "External Network, Internal

11   Wireless Network, and Application Security Testing."

12   The agency control number for this TORFP is

13   G20B9400004. And please note to our right we have a

14   court reporter from the Hunt Reporting Company. He

15   will be recording and transcribing this pre-proposal

16   conference and copy of the transcript, as well as the

17   business cards and the pre-proposal sign in sheet will

18   be emailed to all offerors.

19   I'd like to start with the introductions.

20   Our panel will introduce themselves and then we'll have

21   you introduce yourselves. John?

1   MR. HAYNES: My name is John Haynes. I'm a

2   procurement specialist here at Maryland State

3   Retirement Agency.

4   MR. TOFT: David Toft, Director of IT

5   Security.

6   MR. DEAL: Good morning. Bob Deal, Deputy

7   Chief Information Systems Officer.

8   MR. GREENSTEIN: Ira Greenstein, Chief

9   Information Systems Officer.

10   MR. MONTANYE: Tom Montanye, Director of

11   Systems Development.

12   MS. GORDON: Okay. We'll start with you. And

13   if you would be sure to speak distinctly so that our

14   transcriber can get your information.

15   MR. KOZLOWSKI: Yes, I'm John Kozlowski. I'm

16   the Senior Client Executive with Verizon.

17   MR. HUTZELL: Good morning. Chuck Hutzell,

18   Verizon, Program Manager, not MBE.

19   MR. STAPLETON: Good morning. Randy Stapleton

20   with CDW-G.

21   MR. CHURCHILL: Aaron Churchill with Netorian,

 1   Proposal Writer.

 2   MR. EISEN: Ellis Eisen, Proposal Writer,

 3   Netorian.

 4   MR. PETERSON: Scott Peterson, DK Consulting,

 5   woman owned MBE.

 6   MS. JAIN: Shilfa Jain, Resourcesys, Inc.,

 7   MBE.

 8   MR. SHAH: Harshid Shah, Vice President,

 9   Navitas, woman owned, SBE.

10   MR. TARTAL: Michael Tartal with Enterprise

11   Consulting.

12   MR. WERBIN: Seth Werbin and I'm a Cyber

13   Security Engineer for Gantech.

14   MR. KORICKI: Val Koricki, Account Exec,

15   Perspecta State and Local.

16   MR. PATEL: Praful Patel, Ohm System, MBE.

17   MR. DIXON: David Dixon, Director of Business

18   Development with Powersolv.

19   MR. ZERNHELT: Brian Zernhelt, A&T Systems.

20   MR. ZEVE: Steve Zeve, Janus Associates.

21   MS. VALVERDE: Karen Valverde, Business

1   Development with Web Traits, Inc.

2   MR. ROY: Bhaskar Roy, Web Traits, Operations

3   Manager.

4   MR. WAGLE: Vin Wagle, SysDataLogics, MBE.

5   MS. WAGLE: Rashmi Wagle, SysDataLogics.

6   MS. DAYE: Mary Daye, Director of Business

7   Development at Exceed Corporation. We are MBE.

8   MS. FULTON: Good morning. Sherron Fulton,

9   Account Manager for Momentum, Inc. We are a woman

10   owned MBE.

11   MS. GORDON: Last row?

12   MR. SANCHEZ: Travis Sanchez, NuHarbor

13   Security.

14   MR. ATHREYA: Narayan Athreya from iCube

15   Systems, MBE.

16   MS. GORDON: And when you get a chance, could

17   you sign in over there? Thank you. Next?

18   MR. NEWMAN: Len Newman, Business Unit

19   Director for IT and Contact Center Solutions, Exceed

20   Corporation.

21   MR. MOLONY: Sean Molony, Account Executive,

 1   Valsatech.

 2   MR. SAMRIT: Amit Samrit from Valsatech.

 3   MR. BALL: Corey Ball, Executive Vice

 4   President, Sales and Marketing for Mpire Technology

 5   Group.

 6   MR. PARK: James Park for Mpire Technology

 7   Group, Cybersecurity.

 8   MR. TRIBBLE: Thomas Tribble, Resource

 9   Systems, Inc.

10   MS. GORDON: Thank you. Next we will cover

11   the important aspects of what this TORFP represents. I

12   will ask that you hold all questions until the panel

13   has covered all the information that you need and then

14   we can hopefully answer those questions that you may

15   have after the conference has concluded. I also have

16   questions that were emailed to me that, within the time

17   we have answers, responses. And those that we did not

18   get to I'll make sure that we answer them and email

19   them to everyone.

20   First we'll go over the general information.

21   The Maryland State Retirement Agency is issuing this

1   TORFP to obtain a master contractor to analyze and test

2   the resiliency of the agency's external internet facing

3   information systems and three web enabled applications

4   against external threats and attack in accordance with

5   the scope of work described in the Section 2. In

6   addition, the master contractor selected for contract

7   award shall provide the agency with a written report

8   presenting a detailed analysis and findings that

9   support each conclusion and recommended action and

10   shall provide a briefing, or briefings, of findings and

11   recommendations to select agency personnel. Both the

12   written and oral reports and the contents thereof shall

13   remain confidential and shall not be disclosed to any

14   third party without the written consent of the task

15   order manager.

16   On the key information summary sheet that I

17   made copies for you, just in case you don't have your

18   sheet with you, this sheet summarizes all of the

19   important dates for this TORFP. It lists the contact

20   information of the task order manager, which is Mr.

21   David Toft and myself as the task order procurement

1   officer.

2   This TORFP has an MBE goal of 30 percent,

3   with no sub-goals and no VSBE goals. The contract

4   resulting from this solicitation shall be a firm fixed

5   price.

6   All proposals in the form set forth in

7   Section 4.2 must be received by the procurement officer

8   at the email address listed on the key information

9   sheet no later than 2:00 p.m., February 7, 2019, in

10   order to be considered. Requests for extensions of

11   this time or date will not be granted. If an offeror

12   prefers to mail in the proposals, they should allow

13   sufficient mail deliver time to ensure timely receipt

14   by myself. Proposals received after the due date and

15   time listed in this section will not be considered.

16   Proposals may not be submitted by a fax and proposals

17   will not be opened publicly.

18   Section 4.2, all questions shall identify in

19   the subject line the solicitation number and title and

20   shall be submitted in writing via email to myself no

21   later than the date and time specified on the

1   information sheet. Answers to all questions that are

2   not clearly specific only to the requestor will be

3   provided to all master contractors who are known to

4   have received a copy of the TORFP. The statement and

5   interpretations contained in responses to any

6   questions, whether responded to verbally or in writing,

7   are not binding on the agency unless it issues an

8   amendment in writing.

9   So Section 1, we will go over the minimum

10   qualifications. And I will leave that to Mr. David

11   Toft.

12   MR. TOFT: Thank you, Margie. Thank you

13   everyone, again, for coming down and being with us this

14   morning. I hope you had a pleasant trip into the City.

15   And I'm glad you all came to be with us here today.

16   I just want to go over first of all the

17   minimum qualifications on page one. We're asking that

18   the team that you bring is first they either have a

19   CISSP certification or Certified Ethical Hacker

20   certification. That's one of the requirements of one

21   of your team members. The other requirement here is

1   that one of your members should have had two web

2   application security assessments within the last three

3   years, and a caveat to that is that two of those

4   applications must be .NET framework design and secondly

5   that they should be applications that authenticate to

6   the internet, through the internet, involving PII. And

7   again, that it's one individual would have those

8   particular, that particular experience set. The other

9   thing here is that one of your team members should also

10   have some penetration testing experience. So that's

11   basically the minimum qualifications for this

12   engagement: the web application security assessment

13   experience, the certifications, and then the

14   penetration test experience background.

15   Moving on to page two, which is the scope of

16   work, basically there are four blocks or four main

17   (indiscernible) the scope of work. The first is the

18   DMZ. We have a, or we have our main servers here in

19   Baltimore and the internet facing systems are in the

20   DMZ. And we have another backup site in Annapolis,

21   Maryland. And that will be the footprint for the

1   penetration tests, the systems here in Baltimore and

2   the systems at the DR site. That will be your focus

3   for the penetration test.

4   The web application security, the web

5   applications are of course residing in the DMZ here. So

6   you will have first the penetration test, the

7   internet facing systems, the web application testing

8   pieces, which consist of four URLs, and then the Wi-Fi.

9   The Wi-Fi is here in, just in this building here in

10   Baltimore. It will have to be tested here locally.

11   And that, I don't want to get into all the details of

12   that, but there are four floors here, two access points

13   per floor, and a virtual LAN is attached to those,

14   those access points. So it's not a large footprint but

15   it is, it does stand for four floors here in the

16   Suntrust Building.

17   And the fourth piece of the work order, of

18   the scope of work, is the fourth application that we're

19   planning right now and developing. It is a web portal

20   that is an optional work and we'll talk about that

21   later in Section 2.5. That is the optional work piece

 1   of this scope.

 2   And I just wanted to read here, one sentence

 3   here in this scope of work, and that is this: "the SRA

 4   is seeking one TO contractor to perform all services

 5   and produce all deliverables requested in this TORFP

 6   and expects the proposed key personnel to be available

 7   as of the start date specified in the notes to proceed.

 8   For the dual purposes of project efficiency and

 9   limitation of risk exposure to the TO contractor shall

10   propose the minimum number of persons necessary to

11   satisfactorily perform the services requested in this

12   task order." So we're looking for one contractor, one

13   to perform all these services and produce all these

14   deliverables.

15   Okay. I just want to make a note here and I

16   just felt like saying, and that is this is not a check

17   box engagement. We're not having people come in here

18   to make us look like we're the greatest security

19   practitioners in the State of Maryland. We expect you

20   to find something. We hope you find something. That's

21   the goal of all this, is that we want to know if

1   there's something wrong here. We want to know if

2   there's risk here that we don't know about. We want it

3   revealed and we want it mitigated or eliminated.

4   That's the goal here. We take data security serious

5   here and in the past, actually, this is our fourth

6   engagement, this is our fourth penetration test. We've

7   been through this before. We kind of know what to

8   expect. We kind of know what the proposals should look

9   like. And in the past we've gotten good results and we

10   expect the same with this engagement here.

11   Moving on to testing specifics, and that

12   would be page four, Section 2.3, it says here

13   penetration testing performed by the TO contractor

14   shall be of a non-intrusive, passive nature to ensure

15   that no agency production systems are impacted during

16   this project. No production system downtime attributed

17   to the pen test is acceptable. You're dealing with

18   production systems. These are live systems and they,

19   their sourcing production data, and we don't want

20   downtime. In the past, obviously, this has been done,

21   you know, the testing has been done during non-business

1   hours so that's kind of the, give you kind of a picture

2   of what we're looking here.

3   There's another thing I want to bring out

4   here in this Section 2.3.2, Application Testing, and

5   that is the subject of code review. And Section A of

6   that, and in Section A there it says that dealing with

7   programming code integrity that a code review is to be

8   done. There's been some uncertainty about that and we

9   do expect a code review, minimally a static code

10   review. We've had them in the past and we've gotten

11   great results from them and it's been of good value to

12   us. And in looking at, you know, the industry today

13   it's something that kind of people expect now, is for

14   the code to be reviewed either statically, dynamically,

15   but minimally static code review.

16   Okay. Going down to deliverables on page

17   six, and that's Section 2.4, well let that can be, it's

18   actually pages seven through ten, it's a break down of

19   the deliverables. And basically we're looking for a

20   project schedule, we're looking for results/findings,

21   analysis, and recommendations. That's kind of the ball

1   of wax there as far as deliverables go.

2   And page ten, which is the subject of future

3   work, and that is the, as I alluded to earlier, about

4   the fourth application that is in development. We

5   expect this to go live when?

6   VOICE: September 2019.

7   MR. TOFT: September 2019.

8   VOICE: Or ready about at least a month in

9   advance.

10   MR. TOFT: Okay. And this is a member portal.

11   It's using authentication and authorization protocols

12   and standards which are state of the art today using

13   OAuth and OpenID Connect. This is kind of new waters for

14   us. We're kind of branching out into this area for the

15   first time. So this is a critical part of this

16   engagement, that this application, this member portal,

17   is analyzed, is tested, and it's secure.

18   And I just want to read one more comment on

19   that. And that is the scope, referring to the future

20   work, the scope of testing will be identical to that of

21   the three applications ready for testing already. So

1   I'm using the same methodology. I'm approaching it

2   with the same game plan as you would the previous three

3   applications that you have tested.

4   Okay. Moving on to security -- okay.

5   (Laughter.)

6   MR. TOFT: I know this was going to happen

7   sooner or later. At least my mom didn't dress me this

8   morning. Security requirements, Section 3.7 on page

9   15. I just want to read something here, and that is

10   unless specifically authorized in writing by the TO

11   procurement officer and the TO manager, the TO

12   contractor shall not reference, discuss, or disclose

13   information related to this TORFP with a limited

14   exception for information that has been directly and

15   intentionally released to the general public by the

16   agency. The TO contractor shall not reference or

17   disclose work performed or conducted pursuant to this

18   TORFP in any communication that is not specifically or

19   directly to the services and deliverables required by

20   this TORFP, which shall preclude the disclosure of any

21   such information or materials to other State agencies

1   or departments. And as our CIO, Ira Greenstein, has

2   reiterated in the past, and he's kind of firm on this,

3   is that we don't want anybody to know outside of your

4   doors what's going on here, other than what's public

5   knowledge. It's not to be discussed, not to be put on

6   your website saying we've done a spectacular security

7   assessment of the Maryland State Retirement Agency. So

8   I just want to make that point clear.

9   Going on to background checks, security

10   clearance and criminal background checks. And that

11   would be on page 15. The TO contractor shall obtain

12   from all contractor personnel assigned to work on the

13   task order a signed statement permitting a criminal

14   background check. Prior to commencement of work, the

15   TO contractor shall secure at its own expense a

16   national criminal history record check. This check may

17   be performed by a public or private entity. At a

18   minimum, this background check must include all

19   convictions and probation before judgment dispositions,

20   and TO contractor may not assign an individual whose

21   background check reflects any criminal activity to work

1   under this task order unless prior written approval is

2   obtained by the TO contract manager. That is that you

3   will have done criminal background checks on the people

4   you bring on board and everything is good there.

5   On page 97 of this task order is an

6   affidavit, a criminal background check affidavit, and

7   that is Appendix 3. We expect that to be signed and

8   provided to us before any work is done.

9   Wrapping up here, coming down a line on page,

10   Information Technology, on page 16. The TO contractor

11   shall implement administrative, physical, and technical

12   safeguards to protect State data that are no less

13   rigorous and accepted industry best practices for

14   information security. Basically the data artifacts,

15   the testing results, what you extract from this

16   engagement, we want to make sure that they are secure.

17   If there's any code uploaded to your systems we want to

18   make sure that that code remains confidential,

19   protected, and secure. I just want to make that clear.

20   On page 22 we're going to go on and talk

21   about substitution of personnel. There are basically

1   three sections here dealing with substitution of

2   personnel. The first one is a directed personnel, a

3   guideline or a directive, a safeguard for directed

4   personnel replacement. We have never had to do this in

5   the past as long as I've been here. I've been in this

6   capacity for ten years. We've never had, we've never

7   seen somebody come on board and just have, we have to

8   step up and say, you know, we've got to find a

9   replacement. We've never had that happen. We're

10   really nice people. We're easy to get along with. And

11   Ira's laughing, but --

12   (Laughter.)

13   MR. TOFT: -- I won't say any more about

14   that. But nice, the power of nice has some value in

15   the workplace. And like I say, we've never had this in

16   the past. And we don't expect it to happen this time.

17   The other two safeguards here as far as

18   personnel substitution is the one substitution prior to

19   and up to 30 days after the task order execution, and

20   there's another safeguard there, a substitution more or

21   greater than 90 days after the task order is executed.

1   What we expect is that the people you bring on board

2   will be the people that will be doing the job or doing

3   the work. And there will be no need -- unless of

4   course there are situations where things happen, life

5   happens, and there has to be a change, there has to be

6   a substitution. We know that and that's something we

7   will work with if that happens.

8   On that note I want to read one more thing

9   here, and that is the offeror shall propose up to four

10 key personnel in response to this TORFP. As Mr.

11 Greenstein said in the last pre-bid proposal, that word

12 shall is State language. You can propose less. We

13 expect you to bring the people on board that will do

14 the job and that's it. It doesn't have to be four. It

15 can be less. But I just want to bring that up, that

16 that word shall is a relative term.

17   Let's see here. We'll move down to

18 evaluation criteria on page 36. The State prefers an

19 offeror's response to work requirements in the TORFP

20 that illustrates a comprehensive understanding of work

21 requirements and mastery of the subject matter,

1   including an expectation of how the work will be

2   performed. The quality and accuracy of a TO proposal

3   will be considered as one component of the offeror's

4   understanding of the work requirements.

5   Proposal quality is important to us. As Ira

6   mentioned, and I'll just quote it verbatim what he said

7   in the last proposal, and that is this. That we

8   consider the proposal quality to be indicative of the

9   deliverable quality. We read a lot of proposals. We've

10   probably read maybe 20, 25 proposals in this type

11   of work. And at this point we know what a good

12   proposal is and we know when one is not, is less than

13   good. So the quality of your proposal is important.

14   Grammar, spelling, logic flow, the whole kit and

15   caboodle there, it is important. And we would expect

16   professional proposals and there's no reason why we

17   shouldn't receive them because we are all

18   professionals. I know you do your job and you do your

19   due diligence.

20   And lastly, talking about pricing proposal on

21   page 43, it's very simple laid out here. There are

1   basically two groups. The first stage is the

2   penetration test in the Wi-Fi, which consists of test

3   results, analysis, conclusions, and recommendations.

4   The second group is, the second stage there is the web

5   application assessment, and that also involves test

6   results, the analysis of those results, conclusions,

7   and recommendations. And that is all I have.

8   MS. GORDON: Okay. I'm going to say that --

9   do you want to talk about the oral presentation?

10   MR. TOFT: You can.

11   MS. GORDON: Okay. Section 4.5, we will have

12   oral presentations once all of the evaluations of your

13   technicals have been evaluated and then we will contact

14   you in the reference of those that have made it into

15   that area that your technical proposals pass. And so

16   we will then contact you for that. And ask you as far

17   as certain things in writing, any substantial oral

18   clarification might be necessary.

19   I also want to talk to you about Section 4.7,

20   your MBE. Not 4.7, but MBE goals, MBE paperwork.   In

21   the back on Table 7, there have been revised as far as

1   the previous TORFPs that we did for this. And form D-

2   1A must be submitted with your task order proposal. If

3   not, your proposal shall be determined not reasonable

4   susceptible of being selected for award. So please,

5   read over those sections for MBE very carefully. And

6   if you have any questions, please send me an email and

7   I will be glad to research it and answer it for you.

8   The task order proposal format, the awards

9   process is that in making this selection the task order

10   proposal will be given greater weight than the task

11   order financial proposal. That's in Section 6.4-F. So

12   that's just to let you know.

13   Now at this time, I don't have anything else

14   but to go over the questions and responses that I

15   already have. Do you guys have anything else? Okay.

16   I'm going to go over the questions and

17   answers that we have so far. And if you have further

18   questions, please submit them to me and I think there's

19   a time frame on this key information sheet as far as

20   when I should get your questions. Due date and time by

21   Wednesday, January 23 at 2:00 p.m. And if I get

1 anything after that that we can answer, I will.

2   First question: for the penetration test

3 requirement in Section 2.1.2.1, do any of the IP

4 addresses host web applications in addition to the

5 agency's public website? If so, is authenticated

6 testing required or black box only? The answer is yes,

7 web application security assessment should include

8 authenticated testing.

9   Second question: for the penetration test

10 requirement in Section 2.1.2.1, and the application

11 testing in Section 2.1.2.2, is a retest of the findings

12 desired once you have had an opportunity to remediate

13 the findings in the original test? Not a requirement.

14   Third: for the application assessment

15 requirement in Section 2.1.2.2, is a source code review

16 desired in addition to the dynamic application

17 (indiscernible)? If so, what languages and how many

18 lines of code are to be reviewed for each application?

19 A static code review is expected. All apps developed

20 in the Microsoft platform (.NET), C#.NET, VB.NET,

21 Angular with TypeScript. Employer Payroll:

1   approximately 5,150 lines; Secure Reprints:

2   approximately 1,100 lines; File Upload: approximately

3   1,300 lines.

4   For the application assessment requirement in

5   Section 2.1.2.2, can testing be performed remotely or

6   will testing need to be onsite? Remote testing only

7   for web application testing.

8   For the applications that require

9   credentialed scanned as set forth in 2.1.2.2, how many

10   user roles should be included in testing? That's one

11   to three roles.

12   For the wireless testing requirement in

13   2.1.2.3, does each of the eight VLANS have its own

14   wireless SSID? If not, how many SSIDs are to be

15   included in the assessment? Two SSIDs.

16   For the wireless testing requirement in

17   2.1.2.3, is a wireless site survey and rogue access

18   point detection desired? If so, please list the

19   physical address of the facility to be assessed, the

20   approximate size or square footage, and the business

21   use, for example data center, offices, etcetera. A

1   wireless site survey is desired, which should include

2   rogue AP detection, Wi-Fi spans four floors in the 120

3   East Baltimore Street Suntrust Building.

4   Will all details on site and testing/targets

5   at the beginning of the test, not during the course of

6   the test? Details relevant to the testing will be

7   discussed prior to the testing time frame.

8   Will the contractor be notified/be able to

9   ask questions about infrastructure details? The answer

10   is yes.

11   Is this a clear box test? Not entirely.

12   This RFP was crafted with the intention of providing

13   some level of detail of the network UT but not to the

14   level a white box test demands.

15   For the three web applications described on

16   2.1.2.2, there's mention of four unique URLs. How do

17   these four URLs map to the three web applications? The

18   fourth URL is the SRA public website.

19   Will the web application testing be done on

20   non-production systems as well as production systems?

21   Testing on non-production systems allows for more in

1   depth testing as we can inject more data into the

2   system. All testing will be performed on production

3   systems.

4   How many and what levels of access will be

5   tested for each of the three web applications described

6   on 2.1.2.2? The web apps vary in design complexity,

7   (one with a single page, SPA, the other two having two

8   to four pages). That stated, authentication

9   credentials will be provided to assess security from

10   one up to four levels deep into the web apps.

11   How many IP addresses are on the internal

12   WLAN/Wi-Fi across the eight VLANs as described in

13   Section 2.1.2.3? 1,024 max IP addresses available on

14   the Wi-Fi network, the wireless Wi-Fi.

15   Are all IPs on the WLAN accessible from the

16   Baltimore, Maryland site? Yes.

17   In 2.3.4, Application Testing, a code review

18   is mentioned. Will contractors have access to all back

19   end code for all of the web applications? Yes.

20   Is static analysis and code review the

21   intention of this requirement? A static code review is

1   a minimum requirement.

2   Referring to 2.1.2.1 -- oh, sorry. Some of

3   these we did not get answers to but I will get those

4   and -- oh. Okay. I'll ask and you can respond.

5   Okay. Referring to 2.1.2.1, are any of the

6   penetration targets hosted in the Cloud and if so with

7   which Cloud provider?

8   MR. TOFT: There is no Cloud. No Cloud at all.

9   MS. GORDON: Referring to Section 2.1.2.1,

10 what is the security classification of the penetration

11 testing targets?

12   MR. TOFT: Moderate. It's moderate security.

13   MS. GORDON: Referring to Section 2.1.2.1 and

14 2.1.2.2, how many subnets are in the scope?

15   MR. TOFT: It would be three. Yes, there will

16 be three. Kind of the late night thing that came up,

17 there were originally two but there's going to be three

18 by the time this is released. And that is because our

19 public website is going to be hosted by a third party

20 and not here on our premises. So we have the, there

21 will be three subnets. It will be the Baltimore

1   subnet. There will be the DR, and there will be the

2   public site.

3   (Indiscernible).

4   MR. TOFT: No. No. No, the question was

5   about the assessment of the public website. That will

6   be, there is not really a -- well yeah, that is to be

7   included in the assessment. That is one of the URLs.

8   There are four URLs in the web application piece, that

9   is the three custom designed .NET applications and the

10   public website.

11   MR. GREENSTEIN: We'll clarify.

12   MS. GORDON: Referring to Section 2.1.2.1,

13   during penetration testing are there specific things

14   that are not allowed, such as denial of service, fully

15   exploring vulnerabilities, data exfiltration, etcetera?

16   MR. TOFT: That's fine. As we said earlier,

17   this will be done against production systems. And so

18   with that taken in mind, launching a denial of service

19   against us might not be something we want to happen.

20   So there will have to be some fine tuning on your part

21   as far as what tools you'll use and kind of your

1   methodology that you don't bring our systems down. As

2   we said earlier this is production and we don't want

3   our production businesses impacted.

4   MS. GORDON: Okay. Referring to Section

5   2.3.1, what risk scoring mechanism (CVSS, NIST 800-30,

6   etcetera) should we apply for vulnerabilities that are

7   discovered?

8   MR. TOFT: Yeah, we would prefer a CVSS.

9   MS. GORDON: Are we giving the remediation --

10   thank you, mitigation, to fix the findings? If so,

11   will that result in another contract vehicle being

12   awarded to do the remediation/mitigation?

13   MR. TOFT: I'll just go on with what Ira has

14   said in the past about this. And that is, if it's

15   something that, if you find something critical and it's

16   just blaringly out of order and, you know, it just has

17   to be fixed, then of course we would want to fix that

18   and it would be followed up with another test. We

19   don't want you, to put a burden on you that you keep

20   finding things and you have to go back and retest,

21   retest, retest. That's not what this is about. You

1   know, if this would happen, you know, depending on the

2   circumstances, you know, we would like to have a retest

3   and to make sure that we don't have to do this again

4   immediately when you walk out the door. So with that

5   said, under, depending on the situation, you know, we

6   would like to have a remediation component and let you

7   know from that.

8   MS. GORDON: Okay. Do they need us to do an

9   SAR/RAR and show how the findings categorize as

10   critical or high can be compromised?

11   MR. TOFT: No. That's not a requirement.

12   MS. GORDON: Does an incumbent exist on this

13   RFQ? If yes, could you please provide the incumbent

14   details? Is the incumbent allowed to bid on this

15   TORFP? This is actually a new solicitation. There is

16   no incumbent. We did have part of this on a previous

17   one --

18   MR. GREENSTEIN: We've had previous

19   penetration tests but in terms of this procurement

20   there is no incumbent.

21   MS. GORDON: Right. What is the estimated

1   annual budget of the contract? Sorry. We can't --

2   (Laughter.)

3   MS. GORDON: What is the expected start date

4   for the contract? Hopefully April 2019, or sooner.

5   Please specify the working place, and we ask

6   you to read the RFP for that.

7   Is it required that the certificate of

8   insurance submitted with the proposal or after the

9   award? You must submit what insurance you have at the

10   time and if you are awarded the contract you must

11   submit what is requested in the RFP.

12   That's all the questions I have. Do you have

13   any more? You had one.

14   MR. ZEVE: Maybe I shouldn't have.

15   (Laughter.)

16   MS. GORDON: Would you say your name and your

17   company?

18   MR. ZEVE: Steven Zeve, Janus Associates. We

19   were wondering, the language in the discussion of the

20   application testing specifies a particular list of

21   functions but the language suggests there might be

1 others. So we were wondering does the agency have some

2 specific other functions in mind that should be tested?

3 Or is the agency perhaps looking for the contractor to

4 make suggestions on some?

5   MR. TOFT: I think it's we kind of state kind

6 of the baseline or pieces that you should be looking

7 for. If there's anything over and above that, we are

8 not the experts you are. So we expect some of the

9 thinking, the logic, to be done on the contractor who

10 will be doing this work for us. You know, in your

11 expertise and your working with other customers, that

12 you look for particular areas, then sure, we will want

13 you to bring that on board and test that. Does that

14 make sense?

15   MR. ZEVE: Yeah. Yeah. That pretty much

16 answers the question. Thank you.

17   MS. GORDON: Okay?

18   MR. ROY: Bhaskar Roy, Web Traits. So the

19 contract is for two years, correct? So is the

20 assessment should be done once per year? Or once for

21 the lifetime of the contract, two years?

1   MR. GREENSTEIN: It's a one time, one time.

2   MR. ROY: One time.

3   MR. GREENSTEIN: The reason it was made with

4   that duration is to ensure that the fourth application,

5   which is not ready yet --

6   MR. ROY: Okay.

7   MR. GREENSTEIN: -- the secure website,

8   secure website, will be ready. And that was the

9   purpose of extending it.

10   MR. ROY: Right.

11   MR. GREENSTEIN: Not to have multiple

12   incidents of testing.

13   MR. ROY: Okay. And does that -- sorry, can I

14   continue or --

15   MS. GORDON: Continue.

16   MR. ROY: Okay. So does the DMZ referenced in

17   2.1.2.1 contain the technologies listed in 2.3.1?

18   Section 2.3.1?

19   MR. TOFT: Okay, so the question was --

20   MR. ROY: Yeah.

21   MR. TOFT: The --

1   MR. ROY: The DMZ contains this Microsoft

2   server?

3   MR. TOFT: Yes, that's correct.

4   MR. ROY: SQL server, internet IAS, wireless

5   access points, and UNIX (indiscernible). All those are

6   in the DMC.

7   MR. TOFT: Other than the wireless is not

8   really in the DMZ.

9   MR. ROY: Wireless.

10   MR. MONTANYE: SQL is not run in the DMC.

11   MR. ROY: So B is not?

12   MR. TOFT: It's indirectly. It is indirectly

13   connected, so that's why it's there. Even though the

14   systems, there's not a SQL server with an internet

15   facing interface right on the internet.

16   MR. ROY: Mm-hmm.

17   MR. TOFT: But it's a background system. It's

18   a backend system. So that's why it's there, that when

19   you're testing you kind of know what's behind --

20   MR. ROY: Right. Mm-hmm.

21   MR. TOFT: -- what you're testing.

1   MR. ROY: Okay. And just for clarification,

2   so we'll get the source codes, of course, right? Or

3   line by line code review? That's needed. And so

4   cybersecurity insurance, you said we can provide it and

5   but if we are awarded -- okay. And otherwise we

6   provide whatever we have already now.

7   MS. GORDON: Whatever you have at the time, I

8   would like to see that.

9   MR. ROY: Mm-hmm. Okay.

10   MS. GORDON: But as I said, if you are awarded

11   the contract, then we require you to fulfill the

12   requirement, what's required in the RFP.

13   MR. ROY: And one last question so once the

14   notice to proceed is issued, we'll basically, do we do

15   the background check now? Or will there be sufficient

16   time after notice to proceed to do the check,

17   background investigation?

18   MR. GREENSTEIN: The time frames for the

19   deliverables are listed there, which are premised on

20   the notice to proceed. And if those, you know, I would

21   say that whatever is incompatible here has to still

1   work. In other words --

2   VOICE: I guess it means that if you put down

3   people that fail the background test, then that would

4   not work out well.

5   MR. GREENSTEIN: Yeah. It would take away the

6   time --

7   MR. ROY: Okay.

8   MR. GREENSTEIN: -- from the notice to

9   proceed to when the deliverable --

10   MR. ROY: Sure. And okay, that makes sense.

11   But if we have someone, if one of our proposed

12   candidates has a top secret security clearance, will

13   there be additional, we'll still need those checks if

14   they are active cleared?

15   MR. TOFT: Yeah, I think you mentioned that

16   question the last pre-proposal --

17   MR. ROY: Correct.

18   MR. TOFT: -- yes. And we said that's okay.

19   Yeah, if they have a top secret, then that's --

20   MR. ROY: Or secret.

21   MR. TOFT: Yeah.

1   MR. ROY: Okay.

2   MR. GREENSTEIN: Active.

3   MR. ROY: Mm-hmm. Active, yes.

4   MS. GORDON: Active.

5   MR. ROY: Yeah, that's all I have. Thank you.

6   MS. GORDON: Other questions?

7   VOICE: To -- I'm sorry.

8   VOICE: Go ahead.

9   VOICE: To follow up on the question

10   concerning clearances, is there a clearance floor? You

11   mentioned top secret clearance. But what about

12   personnel that has secret or (indiscernible)? Is there

13   a floor?

14   MR. TOFT: We never really, you know,

15   investigated that, probed into that. We would have to

16   get back with you on that.

17   MR. WAGLE: Vin Wagle from SysData Logics. I

18   have a question on the DR site, you mentioned

19   Annapolis. Is that an active active site? Or an

20   active passive site?

21   MR. TOFT: It's not real time. It's not 100

1   percent real time, but it's near real time. So --

2   MR. GREENSTEIN: The servers are all spinning

3   there and the data are replicated there --

4   MR. WAGLE: Okay.

5   MR. GREENSTEIN: -- in near real time. So it

6   is, you know --

7   MR. WAGLE: Okay. So a follow up question

8   would be --

9   MR. GREENSTEIN: It's pretty warm.

10   MR. WAGLE: Pretty warm. Okay. So --

11   MS. GORDON: It's the backup.

12   MR. WAGLE: So a follow up question --

13   MR. GREENSTEIN: -- backup, there are

14   different definitions of backup.

15   MS. GORDON: Okay.

16   MR. WAGLE: Right. So yeah, a follow up

17   question would be are the requests going to, you know,

18   to DR as well as the active site? Or is the primary

19   the active site only, where the user request goes to?

20   MR. GREENSTEIN: Primary.

21   MR. WAGLE: Primary? Okay.

1   MR. GREENSTEIN: The disaster recovery site

2   would only be used in the event of. It is not used as

3   a production mode. Nothing on it is in production mode

4   right now.

5   MR. WAGLE: Right.

6   MR. GREENSTEIN: Although it is possible that,

7   I think, you know, like for example mail may route

8   through there to here, or something like that.

9   MR. WAGLE: Mm-hmm.

10   MR. GREENSTEIN: In order to, there might be

11   some kind of mechanism like that. But by and large,

12   no.

13   MR. WAGLE: Okay.

14   MR. GREENSTEIN: It's not a production site.

15   MR. WAGLE: Okay. So is the production site

16   highly available? Meaning do you have multiple

17   servers, multiple modes serving the primary just in

18   case the primary goes down?

19   MR. TOFT: That's a good question. There are

20   pieces that are and there are pieces that are not.

21   MR. WAGLE: Not? Okay.

1   MR. TOFT: The web server is a fail over.

2   It's by availability. But then there are other systems

3   that are not. So --

4   MR. WAGLE: Yeah. Okay.

5   MR. TOFT: -- we're working on that and --

6   MR. WAGLE: Okay. So would that pen testing

7   and the security analysis be a part of the scope?

8   Meaning things that are working well?

9   MR. TOFT: Yes.

10   MR. WAGLE: Okay. Thank you.

11   MR. TOFT: Yes.

12   MS. GORDON: Yes?

13   MR. TARTAL: Michael Tartal with Enterprise

14   Consulting. Since this is the fourth pen testing

15   effort that you're doing, can we get a list of the

16   three previous contractors that did the three previous

17   pen tests?

18   MR. GREENSTEIN: It's public knowledge.

19   MR. TARTAL: It is public knowledge.

20   MR. GREENSTEIN: Contract award. Who received

21   the award is public knowledge.

1   MS. GORDON: We can give you the contract

2   award for those three, if that's what you --

3   MR. TARTAL: Yes.

4   MS. GORDON: Okay. Send me a question in

5   email form and I will put that in.

6   MR. GREENSTEIN: And I believe the dollar

7   amounts for award are also public knowledge.

8   MS. GORDON: Yes. Send me an email question

9   and I will put that into the Q&A.

10   MR. TARTAL: Thank you.

11   MS. GORDON: Okay? Any other questions? Yes?

12   MR. ZERNHELT: Brian Zernhelt, A&T Systems.

13   During retesting, would you consider doing an amendment

14   where after all of the original testing has been

15   completed, you would have a chance to do remediation

16   and then we would do a second retesting? Just, you

17   know, lining up for one second retesting after

18   remediation?

19   MR. TOFT: Yeah, well Ira can answer that.

20   But I can pretty much tell you that this scope of work

21   is here and that's what it is. If there's any work to

1   be done afterwards we'll have to, you know, address

2   that (indiscernible).

3   MR. GREENSTEIN: We have had sort of, whatever

4   you want to call it, gentleman's agreements where if

5   something was like some one thing or two things very

6   simple were out of kilter, to come back and sort of

7   say, look, we'll fix it. While you're still here doing

8   it would you mind looking at it again and all that?

9   But that would be done outside. That's not within the

10   scope. Does that make --

11   MR. ZERNHELT: No, that makes sense.

12   MR. GREENSTEIN: I think this is a

13   collaboration between the parties. It's not our goal

14   to make this difficult for you and, you know, I would

15   hope that there would be a certain amount of courtesy

16   back and forth. But in terms of the language of the

17   contract, the answer to that is this is what it is.

18   MR. ZERNHELT: Okay. One more question, and I

19   don't know, I don't know if it can be changed. But

20   with the minimum qualifications as this is written up,

21   looking for individuals, for other State contracts that

 1   we have done this service with, we have always teamed

 2   up with an independent third party testing service

 3   which would give you a third party valid certification.

 4   Because of usually those signs of those companies, the

 5   reputation goes with the companies and not with the

 6   individuals. Because of the amount at the time of the

 7   proposal in that fashion we could not present specific

 8   individuals that would be working on the project. But

 9   we would have sample resumes that would match those

10   individuals (indiscernible).

11   MR. GREENSTEIN: If what you are saying is

12   that you would rely on an entire third party to do this

13   and you would not yourselves have people who would --

14   MR. ZERNHELT: Correct.

15   MR. GREENSTEIN: -- conduct it? I would

16   think that that's not acceptable. Using tools of a

17   third party, yes, we actually think that that's

18   probably going to be what some of the proposals come in

19   with. But not having people on staff and, you know, in

20   the end we need to know who is doing this. We need to

21   have a responsible party to work with.

1   MR. ZERNHELT: Right.

2   MR. GREENSTEIN: And not only is the

3   contractor responsible for subs, but we do want to

4   actually have individuals working not an anonymous

5   company.

6   MR. ZERNHELT: Well that's what I'm saying.

7   There are very reputable third party companies that do

8   this that just don't happen to be on the CATS because

9   this is from CATS.

10   MR. GREENSTEIN: Yes.

11   MR. ZERNHELT: You know, so because of that it

12   actually gives you the level that you're looking for.

13   It would be a third party certification. It was just

14   the fact that --

15   MR. GREENSTEIN: I think we have to stick with

16   what's here in the document.

17   MR. ZERNHELT: Okay. But the individuals --

18   MS. GORDON: So your answer is no.

19   MR. ZERNHELT: -- match up individuals.

20   Okay.

21   MR. TOFT: From past experiences, we haven't

1 had a problem in this format and the contractors have

2 done the work for us, have met those requirements, and

3 they've done a great job. So --

4   MR. ZERNHELT: Okay.

5   MR. TOFT: -- that's just our past

6 experience.

7   MR. GREENSTEIN: And frankly, if we change

8 something like that at this point in time, we would

9 probably have to negate the entire procurement to go

10 out with it again and go through the review process

11 with the Department of IT again --

12   MS. GORDON: We don't want that.

13   (Laughter.)

14   MS. GORDON: Question?

15   MR. WAGLE: Yes. So I had a question on the

16 authentication piece for the applications. Do you have

17 CAPTCHA or multi factor identification on any of these

18 applications?

19   MR. MONTANYE: On the secure member portal,

20 the future one, we will. We don't have CAPTCHA on the

21 (indiscernible) portal. We don't have two factor --

1   MR. WAGLE: Identification?

2   MR. MONTANYE: -- registration with email

3   confirming --

4   MR. WAGLE: Okay.

5   MR. MONTANYE: -- every authentication we

6   don't do (indiscernible) --

7   MR. WAGLE: Okay.

8   MR. GREENSTEIN: it's a very close

9   relationship between us and the people who are the

10 users of the three applications. When it comes down to

11 the secure member site, the authentication is --

12   MR. WAGLE: Okay.

13   MR. GREENSTEIN: -- but will be a commercial

14 service in all likelihood.

15   MR. WAGLE: Okay.

16   MR. MONTANYE: And the procurement cycles

17 don't always line up with development cycles. So

18 there's likely going to be some flux in this. We are

19 currently in test with a new version of our employer

20 portal and that will very likely be the one that's

21 being tested. And that will, that version incorporates

1   the third one, which is the final upload

2   (indiscernible). So most likely that will be

3   decommissioned by the time this kicks off

4   (indiscernible). So --

5   MS. GORDON: -- looking at me --

6   MR. MONTANYE: -- procurement process --

7   MS. GORDON: Thank you.

8   MR. WAGLE: So one last question. So what is

9   the expected user load and the peak load times? Is it

10   just going to be during business hours or 24/7?

11   MR. MONTANYE: With the employer side, our

12   peak loads are during business hours. So off hours we

13   would prefer that. So off hours is pretty safe on that

14   because there's not a whole lot going (indiscernible)

15   on this application. The reprints, reprints is a

16   member facing so that's got to be 24/7. It's not

17   highly utilized. The functionality is for members to

18   get a copy of the statement mailed to them or a copy of

19   their tax documents. So --

20   MR. GREENSTEIN: Which are heavy at the very

21   beginning of the year or the --

1   MR. MONTANYE: They may be heavy in April.

2   MR. GREENSTEIN: They may be heavy in April.

3   MS. GORDON: Yes.

4   MR. WAGLE: April.

5   MR. MONTANYE: For the tax documents, yeah.

6   And (indiscernible).

7   MR. WAGLE: Right. Thank you.

8   MR. GREENSTEIN: And the secure members site,

9   the expectation is that it would not be a production

10   system when the testing occurs.

11   MR. WAGLE: Okay.

12   MR. GREENSTEIN: It will be shortly after,

13   assuming that the testing goes as well as we think it

14   will.

15   MR. WAGLE: Thank you.

16   MR. MONTANYE: So it will either be in a

17   staging environment or in a production environment, but

18   not a live site yet.

19   MR. WAGLE: Okay.

20   MS. GORDON: Yes?

21   MR. ROY: Thirty percent MBE goal, so if the

1   prime is an MBE, can the prime cover 15, half of it?

2   MS. GORDON: Yes. You can only cover 50

3   percent of the MBE goal.

4   MR. ROY: As a prime?

5   MS. GORDON: As a prime. On that note,

6   Section 5, the task order proposal format submission,

7   please read over that very carefully. All task order

8   proposal emails shall be sent with password protection.

9   Task order financial proposals will also need to be

10   password protected. I will contact the offerors for

11   the password to open each file. Each file shall be

12   encrypted with the same password. I will be the only

13   one contacting the offerors with task order proposals

14   that are reasonably susceptible for award. Offerors

15   that are unable to provide a password that opens the

16   task order financial proposal documents will be deemed

17   no susceptible for award. Subsequent submissions of

18   financial content will not be allowed.

19   We strongly desire all submissions in email

20   format. But if an offeror wishes to deliver a hard

21   copy, please contact me for further instructions. So

1   please read over that section very carefully and read

2   over Section 7 with the attachments as far as there are

3   certain attachments in this TORFP that should be

4   submitted at the time of your proposal. And we ask you

5   to review those attachments and submit those at the

6   time they need to be submitted and pay attention to

7   those that need to be submitted if you are awarded this

8   contract. And that's all I have to say. Anybody else

9   have any further questions?

10   Well on behalf of Maryland State Retirement

11 Agency, we would like to thank you all for your

12 interest in doing business with the State of Maryland.

13 And a copy of the transcript of this conference, a list

14 of the attendees, which that list only includes

15 yourself, and any questions and responses that were

16 covered today, as well as any additional questions that

17 you may have. Any amendments to this TORFP will be in

18 email to all offerors. Also, keep in mind the closing

19 date and time for the receipt of all technical

20 proposals is February 7th, 2:00 p.m. Not 2:00 p.m. and

21 a second afterwards, 2:00 p.m. This will conclude the

    1   task order pre-proposal conference and we wish you a

    2   happy day.

    3   (Whereupon, the conference was adjourned at

    4   11:11 a.m.)

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    6   .

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CERTIFICATE OF NOTARY

I, Daniel Berube, Notary Public, before whom the foregoing testimony was taken, do hereby certify that the witness was duly sworn by me; that said testimony is a true record of the testimony given by said witness; that I am neither counsel for, related to, nor employed by any of the parties to this action, nor financially or otherwise interested in the outcome of the action; and that the testimony was reduced to typewriting by me or under my direction.

This certification is expressly withdrawn upon the disassembly or photocopying of the foregoing transcript, including exhibits, unless disassembly or photocopying is done under the auspices of Hunt Reporting Company, and the signature and original seal is attached thereto.

Daniel Berube

_____
DANIEL BERUBE, Notary Public
for the State of Maryland

5/14/22
My Commission Expires: _____

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