



VIRGINIA INITIATIVE FOR
**GROWTH &
OPPORTUNITY**
IN EACH REGION

Go Virginia ReInventHR

Cybersecurity Cluster Group: *Proposal Guide*

Cluster Lead: Mark Klett, Klett Consulting Group, Inc.

PROPOSAL SUBMISSION

Firms wishing to submit proposals should do so by no later than 5:00 p.m., September 22, 2017, by submitting one digital copy, no more than 15 pages of the proposal and any company brochures, pamphlets and/or materials indicating the firm's qualifications via email to CySgrowth@kcg.email.

Questions concerning this RFP may be directed to Mark Klett, Cyber Cluster Chair, at 757-721-5040, or by email at CySgrowth@kcg.email.

BACKGROUND

GoVirginia, an initiative created by the Governor of Virginia, has sparked the creation of Reinvent Hampton Roads. ReinventHR was founded in 2012 by the Hampton Roads Community Foundation as the regional economic competitiveness initiative. In order to attract GoVirginia funding to the region, Reinvent Hampton Roads has broken Hampton Roads' key industries into clusters. These clusters, made up of volunteer business leaders, are outlining plans to stimulate regional economic development. The cyber cluster team stands as the key cybersecurity advisor to the region and ReinventHR.

Submission Requirements

All proposed projects must follow the following requirements to be considered for evaluation.

Submit projects in the field of cybersecurity within Hampton Roads that ensures the following:

- Return on Investment (ROI) for region and state
- Addresses specific gaps & obstacles within region
- Demonstrates cross function collaboration between cities, regions, municipalities, and clusters

The proposal must include:

Technical approach/plan

The offeror shall identify in its proposal the expertise, knowledge, and capabilities that will enable the proposed offeror to successfully perform the requirements identified in the proposed project.

The Awardee shall submit the Technical Approach that outlines and demonstrate how well it realistically supports the requirements described throughout. The awardee must present its perceived risk and any mitigation strategies.

Project Management

The management section shall be clear, concise, and include sufficient detail for effective evaluation. The proposal must demonstrate a realistic management approach that provides a high likelihood of success. All pertinent issues must be addressed including managing personnel, coordinating the execution of multiple, challenging technical requirements; and responding to potential problem areas. Proposals shall identify all associated team members (businesses, organizations, governments, academia).

Experience

The offeror shall identify its direct experience relevant to the requirements proposed in their technical approach and the expertise, knowledge, and capabilities that will enable the proposed team to successfully perform the requirements.

The offeror's proposal must demonstrate available skilled and capable personnel to meet the proposed technical requirements.

Cost Analysis

Provide a price quote which identifies the requested funds for the execution of the project. The costs should be consistent with what was bid. A cost narrative must be included to ensure the cost is realistic based on the proposed project.

Evaluation Criteria

ReinventHR evaluation is based upon the following GoVirginia Requirements:

- Creates high paying jobs in the region
- Yields Return on Investment (ROI) for Region and State
- Demonstrates cross function collaboration between cities, regions, municipalities, and clusters
- Improves workforce credentials/training
- Invigorates entrepreneurship within city or region
- Reduces dependency on federal spending
- Commercialization of R&D related to cybersecurity across all industry pillars