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| **PIN QUESTION** | **RESPONSE** |
| **Supplier Overview** |
| What is your Organisation's name? |  |
| What is your email address? |  |
| Are you happy to be contacted for 121 meetings? |  |
| Is your Organisation a Small or Medium Enterprise (SME)? |  |
| Would you be able to provide a demonstration of your Tool? |  |
| **Tool Status/Requirements** |
| Is your screening tool fully developed, in development or will require development (not including digitalisation)? |  |
| Is your Tool a digital product? |  |
| If applicable, are you able to digitise your Tool, or would you require help to do so? |  |
| Would you be willing to develop the tool to meet our requirements (detailed in the attached Specification)? |  |
| Is there anything in the specification shared that would prevent you from bidding? |  |
| Is your Tool currently able to produce outputs and recommendations outlined in the specification? If not, please detail which areas of the specification you are not able to meet? |  |
| **Costs** |
| If your Tool is not digital, please provide a cost estimate for digitising your Tool. |  |
| How much would you anticipate it costing to develop your Tool if not currently available? (ex. VAT and inc. VAT)  |  |
| How much would you anticipate it costing to mobilise your Tool (ex. VAT and inc. Vat)? |  |
| How much would you anticipate it costing to run your Tool per year (ex. Vat and inc. VAT)? |  |
| **Digital Capabilities** |
| Is your digital offering currently a traditional software licensing product or is it a cloud hosted arrangement (or will it be in the future)? |  |
| Does your solution “store” screening and assessment results including data that could identify an individual? Where is your data held? |  |
| Do you hold or are you working towards Cyber Essentials? |  |
| Do you hold or are you working towards Cyber Essentials Plus? |  |
| Do you hold or are you working towards ISO27000? |  |
| Do you hold or are you working towards ISO27001 certification? |  |
| Do you hold or are you working towards IASME Cyber Assurance Level 1 and level 2 |  |
| Do you have experience of CHECK certified pen testing processes? |  |
| Is your Tool compliant with the [Government Digital Service standards](https://www.gov.uk/service-manual/service-standard)? If not do you have an appetite to work with us towards this? |  |
| Is your Tool compliant with the [Technology Code of Practice](https://www.gov.uk/guidance/the-technology-code-of-practice)? If not do you have an appetite to work with us towards this? |  |
| Do you hold any other accreditations that you feel are standard in the industry/appropriate in the market – and at what level? |  |
| **Commercials** |
| If you were to bid for this opportunity, would you be reliant on any sub-contractors for all or part of delivery? |  |
| How much of the work would the sub-contractors be responsible for delivering? |  |
| How would you anticipate structuring your fees/costs? |  |
| What levels of both product liability and professional insurance do you consider to be standard in the industry/appropriate in the market? |  |
| Do you hold cover that includes data protection breaches and/or cyber liability? |  |
| For a contract of this value and duration, taking into account the types of data in questions, what would you believe an appropriate limit of indemnity to be? |  |
| Do you have Business, Service and Corporate Recovery plans in place? |  |
| Would you expect to develop bespoke elements of your products specifically for a customer or to meet customer requirements, or would a solution be “out of the box” with limited configuration?  |  |
| What would the position on licensing/on-going use of a product after the term of the contract be, would this be available on a short term arrangement to enable transition? |  |
| Do you currently have source code stored in Escrow, are you familiar with the NCC Escrow terms? |  |
| What is your approximate current turnover? |  |
| What is your corporate structure – do you have a parent company or any subsidiaries? |  |
| In delivery of your services, do you offer a dedicated contract manager?   |  |
| How does your account governance work with your customers, do you have internal boards or representatives focused on aspects of contract management (e.g. operations, security)? |  |
| How often would you expect to have progress meetings both during implementation and during operational delivery? |  |
| **KPIs** |
| Are you content with the proposed KPIs? |  |
| What would you want to change about the proposed KPIs? |  |
| Are there any other KPIs you would suggest? |  |
| What other KPIs would you propose? |  |
| There will be a transition period, during which time we will record data on KPIs, but there will be no financial penalties for not meeting the KPI thresholds. How long do you think this period should be? |  |
| Do you have a UK based support team and what is the process of contacting support (i.e., response time)?  |  |