



California
DEPARTMENT OF TECHNOLOGY

CDT Vendor/Partner Forum

Wednesday, May 9, 2018

1:30-3:00pm

Lottery Building

Chris Cruz

Chief Deputy Director
Deputy State Chief Information Officer
California Department of Technology



Agenda

- Updates
 - Procurement
 - Statewide Project Approval Lifecycle
 - CALNET
 - Cloud
 - Cybersecurity
- Q&A
- Closing Remarks
- Networking



Procurement

Angela Shell

Deputy Director, Procurement

California Department of General Services

Marlon Paulo

Deputy Director

Statewide Technology Procurement



Procurement

Process improvement: faster and easier

- Upcoming IT Procurement
- IT Terms and Conditions
- IT Procurement Modernization
- Pre-Qualified Vendor Pool
 - Refresh with more vendors and new classifications
 - Request for Offer Approach (IT-MSA or CMAS)

Statewide Project Approval Lifecycle

Marlon Paulo

Deputy Director
Statewide Technology Procurement

Ron Robinette

Statewide Project Delivery

Statewide Project Approval Lifecycle

Transparency and real-time tracking

- PAL 3.0
 - Upgrades/Updates
- Involvement
 - RFI
 - Market Research
 - Solicitations
 - ❖ Request For Offer/PQVP
 - ❖ Request For Proposal/Invitation For Bid
- PAL IT Project Proposal Tracking site:

<https://cdt.ca.gov/pal-it-project-proposal-tracking/>



CALNET

Marlon Paulo

Deputy Director

Statewide Technology Procurement

Ellen Ishimoto


Deputy Chief Technology Officer

Office of Technology Services



CALNET - Program Goals & Objectives

Expand your telecommunications offerings

- Leverage the success of the  CALNET Program
- Flexible Acquisition Framework
 - Shorten the timelines for development of categories
- Transparency & sharing roadmaps
- Develop broader communication methods
- Implementing automation



Vendor Application of Qualifications

Shared common Business Requirements, Admin Requirements Terms & Conditions
Vendor List – Approved for Solicitation

- Refreshed Application process for new vendors
- Expand our partnerships – multiple opportunities
- Alleviate repetitive submission activities
- Enrich the collaboration experience
- Improve access to data by implementing automation
- Continuous filing – for flexibility
- Provides application qualifications upfront
- Scalable acquisition models (AcMods)

- ✓ Real-time communication!
- ✓ Variety of Acquisition approaches!
- ✓ State established categories based on customer input.

Vendor Application of Qualifications

Overview of Acquisition Models



- A vendor roadmap that provides priority
- Simplifies ability to get into vendor pool
- Increased adaptability
- Industry focused requirements
- Continuous/proactive communication
- Staggered contract solicitations & expirations
- Specialized approach
- Flexibility in Scaling
- Continuous improvement

Cloud

Richard Rogers

Chief Technology Officer
Office of Technology Services



Cloud Exemption Request Process

Effective as of May 1st

STEP 1

Requestor submits Cloud Computing Exemption request form.

STEP 2

Cloud Computing Exemption request is reviewed by CDT.

STEP 3

Requestor receives response from CDT.

*CDT review process will take approximately 3-4 weeks

Cloud Migration Strategy

Helping the State move to the Cloud

- Workshop with agencies/departments to review cloud best practices, identify their assessment, migration and ongoing operational needs
- Workshop with vendors to identify ways the vendor community can help agencies/departments address their cloud needs, including procurement, migration strategies, new technology skillsets and true business value



Cybersecurity

Peter Liebert

Chief Information Security Officer
Office of Information Security



Cybersecurity Maturity Metrics

Increasing program maturity in security awareness

- What it is
 - A measurable way to determine an entity's overall cybersecurity maturity of their respective information security program
- How it Impacts the Community
 - Tying your products/services into the metric to show how you can improve entities maturity and provide value to both parties
 - e.g., Anti-Phishing Training to lower overall click rates to a mature level

Cybersecurity – OIS Procurement Update

Increasing program maturity in security awareness

- Technology
 - Managed Security Service Provider (MSSP)
 - ❖ Award Pending
- Next Fiscal Year
 - Internal Intrusion Prevention System (IPS)
 - Network re-architecture
 - Anti-Phishing Technologies
 - Identity/Access Management

Cybersecurity – OIS Procurement Update

Increasing program maturity in security awareness

- Consulting
 - Security Strategy Contract
 - ❖ Award Pending
- Next Fiscal Year
 - Additional Consulting Engagements (TBD)

Cybersecurity – OIS Procurement Update

Increasing program maturity in security awareness

- Procurement Modernization
 - **GOAL:** Streamline procurement vehicles, add capable Vendor partners, and bargain as a State
 - ❖ First out of the gate will be advanced endpoint protection and detection
 - ❖ Next will be security information and event management (SIEM)
 - ❖ Incident Response and Recovery services
 - ❖ ...more to come!

Closing Remarks

Amy Tong

State CIO

California Department of Technology





SAVE THE DATE

STATE OF CALIFORNIA CYBERSECURITY EDUCATION SUMMIT 2018

Tuesday, October 9, 2018

Sheraton Grand Sacramento

Sponsorship details available in mid-May



✓ **Complete the Survey!**

- **Questions**
- **Networking**

Pre-Submitted Questions

Agile Pre-Qualified Vendor Pool (PQPV) Contract

- What service categories does it include?
- What departments have used it so far?
- Will it be refreshed soon to allow more vendors to apply?

