



African Reinsurance Corporation

Société africaine de réassurance

28th May, 2021.

INVITATION TO TENDER – SELECTION OF VENDOR FOR THE IMPLEMENTATION OF INFORMATION TECHNOLOGY VULNERABILITY MANAGEMENT AND PENETRATION TESTING SOLUTION

1.0 BACKGROUND

The African Reinsurance Corporation (Africa Re) is an International Financial Institution with Headquarters in Lagos (Nigeria). Africa Re has six Regional Offices in Casablanca (Morocco), Nairobi (Kenya), Abidjan (Côte d'Ivoire), Port Louis (Mauritius), Lagos (Nigeria) and Cairo (Egypt); two subsidiaries in Johannesburg (South Africa) and Cairo (Egypt) as well as a Local Office in Addis Ababa (Ethiopia) and Kampala (Uganda).

The Corporation is currently in the process of implementing a network Vulnerability Management and Penetration Testing solution that provides a fully available, scalable, and efficient platform to help us gain access to vulnerabilities across our enterprise and also simulate real-world attacks to find our weak points before a malicious attacker does. This solution must be able to leverage the latest analytics and endpoint technology to discover vulnerabilities in a real-time view, pinpoint their location within our environment, prioritize them and facilitate remediation to ensure that the security loopholes are closed.

2.0 OBJECTIVES

As the volume of data within the Corporation grow exponentially, the threat of attacks become more sophisticated, and the challenges of minimizing risk and optimizing operations are becoming more challenging. For this purpose, Africa Re intends to implement a network Vulnerability Management Solution to enhance the overall security of its environment in the following areas:

- Determine and discover vulnerabilities in server's environment and key IT systems.
- Generate report for all vulnerability scanning activities.

- Harden the systems configuration to reduce vulnerability in technology applications, systems, infrastructure and firmware by eliminating potential attack vectors and condensing the system's attack surface.
- Implement industry best practices that provide auditability and demonstrate compliance against security standards for cyber risk monitoring, vulnerability, and configuration management..
- Provide remediation steps to all discovered vulnerabilities.
- Run penetration testing programs at scale and pinpoint weak links in the attack chain
- Reduce user risk using phishing campaigns and education

Vendors with necessary technical skills, experience and business knowledge are invited to submit their best proposals for review.

Below is an overview of Africa Re’s current network infrastructure:

- Africa Re operate in multiple branches (Cairo, Casablanca, Abidjan, Nairobi, Addis-Ababa, Mauritius, Johannesburg) with active users in these branches.
- The connectivity between Africa Re Data centers and branches is encrypted through site-to-site virtual private network (VPN) .
- The current total number of assets within our environment to be covered within this VM scope is 500 assets which includes network devices, servers, and personal computers.
- The operating systems on endpoints i.e. PCs and mobile devices in Africa Re environment is a mix of Windows, MAC OS, and Linux.

3.0 DELIVERABLES

The solution and implementation services required from vendors must have the following capabilities:

- 1. Ability to gather fresh data, whether via agents or agentless, without the false positives of passive scanning:**
 - a. Automatically assess for change in our network when it happens.
 - b. Identify the risk posed by our entire network footprint, including cloud, virtual, and endpoints.
 - c. Integrate seamlessly with other critical security enforcement tools within our network and prioritize remediation actions.

2. Ability to spot change as it happens in our network using a library of Threat Exposure Analytics and automatically prioritize actions:

- a. Ability to query our vulnerability scan results to understand our risk exposure from multiple lines of defense (risk owners/managers, risk control and compliance, independent assurance functions).
- b. Shift prioritization of vulnerability remediation towards the most important assets within our organization.
- c. Lightweight deployment with unified endpoint agent to achieve effective baseline checks and only update changes in vulnerability status.

3. Advanced dashboard to visualize, prioritize, assign, and fix our exposures:

- a. Ability to build reports to communicate with multiple audiences from IT and compliance.
 - b. Provide an instant view on what new vulnerabilities have been discovered and their priority for remediation.
 - c. Ability to check the status of remediation projects across both security and IT and to understand how different segments of our network are performing against each other.
4. Ability to run penetration tests at scale and simulate phishing campaigns to harvest credentials, deliver payloads, and improve security awareness within our enterprise
5. Ability to generate reports that present the findings as required by relevant security standards.

4.0 EVALUATION PROCESSES AND SELECTION CRITERIA

Responses to this RFP will be evaluated and scored based on the following criteria:

- Experience of the service provider in implementing network Vulnerability Management and Penetration Testing Solution (specifically Rapid 7 Insight VM & Metasploit).
- Technical approach and methodology
- Organization and staffing
- Proposed Cost

- Financial Information
- Similar projects delivered previously
- Quality, clarity, and presentation of proposal

5.0 PRESENTATION OF TENDER

To facilitate the analysis of responses to this RFP, the responding vendors are required to prepare their proposals in accordance with the instructions outlined in this section. The firms/vendors whose proposals deviate from these instructions would be considered non-responsive and may be disqualified at the discretion of Africa Re.

Proposals should be clear and comprehensive. It should provide a straightforward, concise description of the vendor's capabilities to meet the requirements of the RFP. Emphasis should be laid on accuracy, completeness, and clarity of content. All parts, pages, figures, and tables should be numbered and clearly labeled. The proposal should be organized into the following major sections:

Section Title

- 1.0 Executive summary
- 2.0 Company Experience / Expertise
- 3.0 Technical approach and methodology
- 4.0 Organization and staffing
- 5.0 Cost quotations
- 6.0 Financial information
- 7.0 Resumes of key staff to be deployed

5.1 Executive summary

This part of the response to the RFP should be limited to a brief narrative highlighting the vendor's proposal. The summary should contain as little technical details as possible and should be oriented towards non-technical personnel. The Executive summary should not include cost quotations.

5.2 Experience of the Vendor

The vendor must provide the following information about their company so that Africa Re can evaluate their stability and ability to support the commitments set forth in response to the RFP. Africa Re may require the vendor to provide additional documentation to support and/or clarify requested information.

[Using the format below, provide information on each relevant assignment for which your organization, and each associate for this assignment, was legally contracted either individually, as a corporate entity or, as one of the major companies within an association, for carrying out projects similar to the ones requested under the Terms of Reference included in this document. The Proposal must demonstrate that the Vendor has a proven track record of successful experience in providing services similar in substance, complexity, value, duration, and volume of services sought in this procurement.]

Maximum 20 pages

Assignment name:	Approximate value of the contract (in currency US\$):
Country: Location within country:	Duration of assignment (months):
Name of client:	Total no of staff-months of the assignment:
Address:	Approximate value of the services provided by your firm under the contract (in currency US\$):
Start date (month/year): Completion date (month/year):	No of professional staff-months provided by associated vendors:
Name of associated consultants, if any:	Name of proposed senior professional staff of your firm involved and functions performed:
Narrative description of review engagement:	
Description of actual services provided by your staff within the assignment:	
Description of challenges encountered, and the strategy used to address and successfully close the project including time and resources:	

Authorized Signatory:

Name of Vendor:

5.3 Approach and Methodology

In this chapter, you should explain your understanding of the objectives of the assignment, approach to the services, methodology for carrying out the activities and obtaining the expected output and the degree of details of such output. You should highlight the problems being addressed and their importance and explain the technical approach you would adopt to address them. You should also explain the methodologies you propose to adopt and highlight the compatibility of those methodologies with the proposed approach.

5.4 Organization and Staffing

In this chapter, you should propose the structure and composition of your team. You should list the main disciplines of the assignment, the key expert responsible, and proposed technical and functional staff.

5.5 Cost Quotations

Your proposal should include supply and installation of items in the Bill of Material below:

S/N	SKU	Description	Qty	Unit
A	INSIGHT VM & METASPLOIT			
1	RAPID7: INSIGHTVM	Subscription for the specified asset range. This includes discovery, unlimited scan engines, unlimited templates and up to 3 Insight VM Consoles. (100% List Renewal)	500	No
2	MSPPROSUB	Rapid 7 Metasploit 1 named user with installation on unlimited machines; unlimited target IPs; subscription price per year	1	No

3	Services	Implementation Services	1	Lots
4	Training	Certificated Training for up to 3 Delegates	3	Delegates

5.6 Financial Information

The vendor’s financial information should be included in this section. Financial information must include audited financial information for the past three years if applicable.

5.7 Resumes

The vendor must make every effort to select staff for the assignment based on Africa Re’s needs. Applicable resumes should be included in this section.

6.0 COMPANY AND OTHER GENERAL REQUIREMENTS

No.	Requirement	Vendor Response
6.1	Company Information Requirements	
a)	How long has company been in business?	
b)	How long has the company been in business providing the proposed Network Security services for complex implementation projects?	
c)	State number of employees in the company.	
b)	State total number of employees dedicated to this assignment.	

7.0 CLARIFICATION AND AMENDMENT OF REQUEST FOR PROPOSAL

The vendor may request for clarification only up to 3 days before proposal submission date. Any request for clarification must be sent in writing by letter or email to the Africa Re’s address indicated below. Africa Re will respond by letter or email to such requests and will send written copies of the

response (including an explanation of the query but without identifying the source of the inquiry) to all firms which intend to submit proposals.

Contact for clarification: icttender@africa-re.com

8.0 PROPOSAL SUBMISSION

The Proposals should be submitted through the email address tender@africa-re.com not later than June 18, 2021, and the subject of the email should read "**IMPLEMENTATION OF VULNERABILITY MANAGEMENT AND PENETRATION TESTING SOLUTION**". Any proposal received by Africa Re after the submission deadline shall be rejected.

9.0 AFRICA RE RIGHTS RESERVED

AFRICA RE reserves the right, in its sole discretion, to take actions deemed in AFRICA RE's best interest that may include any one or more of the following without thereby incurring any liability to the affected bidder(s) of any obligation to inform the affected bidder(s)

- Accept or Reject any or all proposals in whole or in part, at any time prior to award of Contract
- Waive any minor irregularities or informalities in a proposal
- Vary any timetable or schedule
- Suspend or modify the RFP process
- Negotiate the details of a proposal prior to contracting

10.0 OWNERSHIP AND RETURN OF PROPOSAL

All materials submitted in response to this RFP shall become the property of AFRICA RE and shall not be returned to the respondent.

For: African Reinsurance Corporation

Dr. Corneille KAREKEZI

Group Managing Director / Chief Executive Officer