

McQ GROUP LLC

CONSULTING - MANAGEMENT

100 LILAC STREET

METAIRIE, LOUISIANA 70005

TELEPHONE: (504) 836-5070

FACSIMILE: (504) 836-5079

Louisiana Public Service Commission
Office of Executive Secretary
Attn.: Brandon M. Frey
Via By Hand Delivery
Office of Executive Counsel
Attn.: Kathryn H. Bowman
Via Email: Kathryn.bowman@la.gov
602 N.Fifth Street, 12th Floor(Galvez Building)(70802)
September 30, 2020

Re: RFP 20-15

Docket No. TBD

In Re: Continued Monitoring and coordination with industry and other regulatory agencies regarding the security of jurisdictional utility generation, transmission and distribution assets.

Dear Secretary Frey:

McQ Group, LLC is pleased to respond to the Louisiana Public Service Commission RFP referenced hereinabove to continue to assist the Commission in monitoring and coordination with industry and other regulatory agencies regarding the cybersecurity of jurisdictional utility generation, transmission, and distribution assets, including further participation in meetings and other interaction with industry and regulatory agencies to insure a continuing state of preparedness and flow of pertinent information.

Our proposal is incorporated herein, as follows:

A) Proposed Scope of Work/Work Plan

Pursuant to the RFP in question, Applicant will be assisting the Commission and Staff in continuing to monitor the area of cybersecurity, including but not limited to : existing and potential threats; plans and proposals to combat such threats; latest technology to be used to carry out, and combat, such threats; the drafting of rules, if necessary based upon the information gleaned from continued monitoring; and, continuing participation in both industry and regulatory meetings, as necessary.

In response to the anticipated scope of representation, McQ Group proposes to continue its prior and continuing efforts and service in related dockets on behalf of the Commission and Staff. These efforts have included, and shall continue to include, the following: receipt, monitoring and analysis of

industry and governmental agency reports and cyberalerts; transmission of pertinent information and concerns to the Commission and Staff; continuing interaction with industry and governmental representatives including but not limited to FBI, DHS,GOHSEP, NERC, DOE, E-ISAC,NGA, LANG,FBI-CTF, NARUC, NASEO, NCJTF, INFRAGUARD, NRC, SPP, SERC and others; and, meetings and consultation with industry cybersecurity management and representatives of governmental security agencies set forth above.

Mr. McQuaig will continue to maintain appropriate security clearances required to receive and process cybersecurity information and communicate with necessary governmental and industry representatives. In addition to these efforts, Mr. McQuaig will continue to serve as a participatory member of the NARUC Critical Infrastructure Committee and Cybersecurity Sub-committee, and will facilitate the implementation of the proposed Commission Cybersecurity Program .

Finally, Mr.McQuaig will continue to assist the Commission and Staff as its representative in the Core Group of the State Cybersecurity Commission pursuing of Cybersecurity/SCIF assets presently in development.

B) Period of Representation

The time estimated to complete the Scope of Representation is approximately 24 months, or as directed by the Commission.

C) Minimum Requirements/Experience

McQ Group and it's principal consultants have the requisite knowledge necessary to continue to assist the Commission and Staff in cybersecurity related matters. Mr. McQuaig has served as the cybersecurity consultant for the Commission for the last six years, both informally and in prior cybersecurity dockets. He is a participatory member of the NARUC Critical Infrastructure Committee and Cybersecurity Sub-committee, and participated in the development of the NARUC Cybersecurity Manual for regulatory utility commissions , and associated materials. He has actively assisted Staff in ongoing cybersecurity issues and efforts, including representing the Commission as a member of the Core Group of the State Cybersecurity Commission working with the LANG and NGA to develop Cybersecurity /SCIF assets which will include Commission participation; and, holds the requisite security clearances to participate in information sharing critical to the cybersecurity efforts set forth in the scope of representation. As an experienced and senior representative of major telecommunication service providers, senior consultant Rick Demint has the associated experience of dealing with cybersecurity issues and associated regulatory agencies, including a working knowledge of the Louisiana Public Service Commission and its rules and applicable Orders. The experience and institutional knowledge of McQ Group and its principal consultants, Mr. Scott McQuaig and Mr. Rick Demint, in the area of cybersecurity will serve to continue to be invaluable to the Commission and Staff , and will avoid the unnecessary time and costs associated with the retention of less experienced and knowledgeable consultants.

D) Conflict of Interest

McQ Group is unaware of any current or past employment which could result in a conflict of interest regarding this docket.

E) Estimate of Fees and Costs

All billing will be submitted pursuant to the requirements of the November 10, 2014 General Order of the Commission, and will be issued in strict accordance with the guidelines of the Commission. It is anticipated that the scope of representation and work plan set forth hereinabove will require a maximum total of fees not to exceed \$47,650.00 at an hourly rate of \$225.00 per hour. It is further anticipated that costs and/or expenses incurred in connection with these efforts will not exceed \$1900.00. Accordingly, the total proposed budget for the services of this firm as outside contract consultants consists of the following respective fees and costs:

Maximum Fees:	\$47,650.00
Costs/Expenses:	1,900.00
Total Fees and Costs/Expenses:	\$49,550.00

In the event you or any member of the Staff need any additional information or clarification of the contents of this Proposal, please do not hesitate to contact me at your convenience.

We appreciate the opportunity to respond to the above-referenced Request for Proposal and look forward to being of continued service to the Commission and Staff.

Respectfully Submitted,

Scott W. McQuaig