

Cybersecurity R&D Market Sounding -Clarification Responses

#	Clarification Question	Response
1	The TOR lists five illustrative use cases but states "partial capability submissions are acceptable." Can ISAA confirm whether a proposal addressing only one use case is competitive, or is there a minimum number expected to be addressed?	<p>The ToR lists example use-cases acceptable for competitive bidding. The objective of the five illustrative use cases is to demonstrate sufficient technical depth, innovation, feasibility, and alignment with the objectives of the ToR.</p> <p>Only one use-case is required for submission.</p>
2	Use Case 5 is "Open Innovation (vendor-defined methods)." What constraints or boundaries apply are there themes or problem areas ISAA considers out of scope?	<p>What we consider as "Open Innovation (vendor-defined methods)" is an R&D model where vendors are encouraged to propose their own innovative methodologies, architectures, analytical techniques, and implementation approaches to address the cybersecurity objectives outlined in the ToR.</p> <p>ISAA does not prescribe a fixed technical approach, all proposals must remain aligned with the program's objectives with research-driven cybersecurity capabilities. Commodity IT services, purely theoretical research without a credible PoC pathway, and offensive or high-risk cyber activities as described in the ToR are considered out of scope.</p>
3	The committee may select "up to two projects" or none. Will each selected vendor be funded for a single use case, or could one vendor receive funding across multiple use cases at \$100K each?	<p>Each selected project is expected to primarily focus on one use case.</p>



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4	<p>Will Stage 1 submissions be evaluated solely on the written proposal, or will there be a presentation or Q&A component before vendor selection?</p>	<p>Stage 1 evaluation will primarily be based on written submissions. However, ISAA reserves the right to conduct clarification discussions, presentations, or Q&A sessions with shortlisted applicants if deemed necessary.</p>
5	<p>The TOR states a preference for "Armenian-registered or Armenian-financed companies." For international vendors forming a consortium with a local Armenian partner, what constitutes sufficient local involvement is there a minimum local ownership or delivery percentage?</p>	<p>The preference for Armenian-registered or Armenian-financed companies is intended to encourage local ecosystem participation, knowledge transfer, and long-term capability development. International vendors may participate independently or through consortia with Armenian partners. At this stage, the ToR does not prescribe a mandatory minimum local ownership or delivery percentage; however, proposals demonstrating meaningful local involvement, operational presence, skills transfer, or collaboration with Armenian entities may be viewed more favorably during evaluation.</p>
6	<p>Can an international vendor submit a Stage 1 proposal before a local Armenian partner has been formally identified, with the partnership formalized before Stage 2 contract signing?</p>	<p>Yes. International applicants may submit Stage 1 proposals prior to formalizing a local Armenian partnership structure. However, shortlisted applicants may subsequently be requested to establish or formalize local partnership, representation, or operational arrangements prior to Stage 2 contracting, where relevant to delivery, compliance, or implementation requirements.</p>
7	<p>Will ISAA require a formal consortium/partnership agreement to be submitted at Stage 1 or Stage 2? If so, should it define lead entity, liability</p>	<p>A formal consortium or partnership agreement is not mandatory at Stage 1. ISAA may request additional partnership, governance, or contractual documentation during later</p>



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	allocation, and IP ownership between partners?	evaluation or contracting stages, where applicable. Where consortium arrangements are formalized, vendors are encouraged to clearly define participating entities, roles and responsibilities, delivery governance, and lead entity arrangements between consortium members.
8	In a consortium, will the lead (prime) entity bear full contractual and financial liability to ISAA, or will each consortium member be jointly and severally liable?	Contractual and liability arrangements will be determined during subsequent contracting and negotiation stages, depending on the final consortium structure and implementation model.
9	The TOR distinguishes between "custom NRE development with a non-exclusive, royalty-free license" and "standard product licenses" after Stage 2. How early in the process will ISAA indicate which commercial path it intends to pursue, and can vendors propose a preferred model?	Commercial, licensing, and potential operationalization approaches will be further discussed during later evaluation, negotiation, and contracting stages, depending on the maturity, scalability, and strategic suitability of the proposed solution. Vendors are encouraged to propose preferred licensing, commercialization, and deployment models within their submissions for evaluation and discussion purposes.
10	For vendors submitting existing commercial platforms (rather than new research builds), will the grant cover adaptation and localization costs only, or can it also cover integration and PoC validation costs?	Yes. Grant funding may support adaptation, localization, integration, testing, validation, and PoC demonstration activities, provided they directly support the objectives of the proposed R&D use case.
11	Will the \$100K per use case be disbursed in tranches tied to milestones, or as a lump sum at Stage 2 commencement?	Funding structure and payment mechanisms are expected to be linked to agreed milestones and deliverables. Specific payment arrangements,



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	What percentage is payable upfront to cover mobilization costs?	including any mobilization component, will be defined during contracting.
12	Will the grant be denominated and paid in AMD or USD? If in AMD, what exchange rate mechanism will be used, and will there be any protection against currency fluctuation during the prototype development period?	The contract and payment are expected to be conducted in AMD. The applicable exchange rate shall be based on the official exchange rate of the Central Bank of Armenia (CBA) effective on the date of payment.
13	The TOR requires "Armenia-resident" data by default. Does this mean all processing and storage must occur on Armenian territories, or is sovereign cloud infrastructure hosted outside Armenia acceptable under certain conditions?	"Armenia-resident by default" reflects ISAA's preference for data to be stored and processed within Armenia under nationally governed and auditable infrastructure. Alternative hosting models, including sovereign or controlled cloud environments outside Armenia, may be considered only where equivalent guarantees are provided regarding data sovereignty, jurisdictional control, security assurance, and ISAA's full audit and access rights, including cryptographic key management and enforceable legal controls.
14	Beyond a "functional prototype," what quantitative or qualitative benchmarks will ISAA use to evaluate Stage 2 success? Will these be agreed upon at contract signing?	Detailed KPIs, validation criteria, and success benchmarks are expected to be jointly refined and agreed upon during Stage 2 planning and contracting.
15	The TOR references a five-year roadmap. Will ISAA commit to any formal follow-on procurement or continued engagement mechanism for successful grantees, or is this purely aspirational at this stage?	The five-year roadmap reflects ISAA's strategic vision and planning direction. No automatic follow-on procurement or contractual commitment is guaranteed at this stage.



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16	Will selected grantees be required to comply with a specific code of conduct, conflict-of-interest declaration, or integrity framework as a condition of the grant agreement?	Selected participants may be required to comply with applicable integrity, confidentiality, conflict-of-interest, and ethical conduct requirements as part of the grant or contractual framework.
17	Beyond data residency, will solutions be required to demonstrate compliance with Armenian personal data protection legislation? Will ISAA provide a compliance checklist or data protection requirements document?	Yes. Proposed solutions are expected to comply with applicable Armenian cybersecurity, privacy, and personal data protection legislation. Additional guidance may be provided during subsequent stages where applicable.
18	Will ISAA host a technical Q&A session or briefing day before the Stage 1 submission deadline, as recommended in the market sounding feedback?	Yes. ISAA intends to organize a technical Q&A and briefing session prior to the Stage 1 submission deadline. Additional details regarding the format, agenda, and schedule are expected to be communicated at least 20 days prior to the submission deadline.
19	Will unsuccessful Stage 1 applicants receive any feedback on their submissions to support future cycles?	Due to process scale and confidentiality considerations, ISAA may not be able to provide detailed individualized feedback to all unsuccessful Stage 1 applicants. However, general observations may be shared where it is feasible to support future submissions and to improve overall market understanding.

