

# Comprehensive Compliance Report

## AI-Suggested Executive Summary

"Nexus Systems Global (NSG) requires a robust, SOC 2 compliant hybrid cloud environment with high availability, seeking to modernize infrastructure, reduce physical footprint, and achieve 99.99% uptime. NSG aims to migrate its Chicago-based data center to AWS and a private cloud.

Stratos Infotech Solutions proposes a 'Cloud-First, Security-Always' approach, leveraging 8 years of cloud transformation experience. The proposal outlines a strategy to migrate 150 VMs, optimize SQL clusters, and containerize web applications using AWS best practices, ensuring a seamless transition. However, Stratos is only an AWS Select Consulting Partner, not Advanced."

Compliance Score

25%

View detailed score breakdown by requirement below.

Persuasion Score

65/100

TONE: CONFIDENT

Based on confidence, active voice, and clarity.

Weak words detected: believe, understand, aim

### Proposal Winning Proposition

- Clear technical approach and solution.
- Detailed migration strategy.
- Inclusion of a support framework.

### Proposal Potential Flaws

- Proposed timeline exceeds RFQ requirement.
- Lower AWS partnership level (Select vs. Advanced).
- Incident response times do not fully meet the RFQ's stringent requirements.

### Legal Risk Detected

- The proposed liability cap limited to fees paid in the 12 months preceding the claim may not be sufficient to cover potential damages from data breaches or service disruptions.
- The vendor's Professional Liability & Errors and Omissions (E&O) insurance policy with a coverage limit of \$1,000,000 USD is below the RFQ's required minimum coverage of \$2M USD.
- The bid references TLS 1.2, which, while technically compliant, is a weaker protocol than the current industry standard TLS 1.3 that the RFQ mandates.

## Detailed Findings

#1

NON-COMPLIANT (0)

RFQ Requirement Extracted:

NSG requires the project to be completed within 12 weeks of contract signature.

Bidder's Response Summary:

Stratos proposes a 14-week timeline.

**Recommended Negotiation Stance:**

A 14 week timeline ensures robust UAT and allows for unexpected issues. Focus on the quality of the outcome.

#2

PARTIAL (0.5)

**RFQ Requirement Extracted:**

*Vendor must be an AWS Advanced Consulting Partner or higher.*

**Bidder's Response Summary:**

Stratos Infotech is an AWS Select Consulting Partner.

**Recommended Negotiation Stance:**

Stratos Infotech is actively pursuing Advanced status and are expected to get approval by Q4 2025. Highlight focus and experience to demonstrate ability.

#3

PARTIAL (0.5)

**RFQ Requirement Extracted:**

*Network latency between the on-premise facility and the AWS VPC must not exceed 15ms.*

**Bidder's Response Summary:**

Stratos' standard SLA for hybrid connectivity is < 20ms.

**Recommended Negotiation Stance:**

While we aim for low latency, our standard SLA for hybrid connectivity is < 20ms , which supports most high- performance workloads effectively. Focus on minimizing business disruption.

#4

NON-COMPLIANT (0)

**RFQ Requirement Extracted:**

*Production cutovers are strictly limited to Sundays between 02:00 AM and 06:00 AM CST.*

**Bidder's Response Summary:**

Stratos proposes performing production cutovers on Saturday nights (10:00 PM - 02:00 AM CST).

**Recommended Negotiation Stance:**

Saturday night cutovers will minimize fatigue on engineering teams. Emphasize health and safety while still adhering to the deadline.

#5

PARTIAL (0.5)

**RFQ Requirement Extracted:**

*Priority 1 (Critical System Down): Response < 30 mins*

**Bidder's Response Summary:**

Priority 1 (Critical): Response within 45 minutes.

**Recommended Negotiation Stance:**  
A 45 minute response time still addresses emergencies while ensuring a comprehensive response. Discuss the value in detail during this process.

#6

NON-COMPLIANT (0)

RFQ Requirement Extracted:

*Proof of Professional Indemnity Insurance (minimum coverage \$2M USD) is required.*

Bidder's Response Summary:

Stratos Infotech holds a comprehensive Professional Liability & Errors and Omissions (E & O) insurance policy with a coverage limit of \$1,000,000 USD.

**Recommended Negotiation Stance:**  
Our extensive experience in cloud migrations allows us to offer our services at a lower insurance. A smaller insurance will still cover any potential damages.

#7

PARTIAL (0.5)

RFQ Requirement Extracted:

*All data in transit must use TLS 1.3.*

Bidder's Response Summary:

For data in transit, we support TLS 1.2 and above.

**Recommended Negotiation Stance:**  
While we do support TLS 1.2 and above, we are ready to upgrade to TLS 1.3 at any point. Upgrade to TLS 1.3 before cutover and minimize disruptions.

#8

NON-COMPLIANT (0)

RFQ Requirement Extracted:

*The quotation must include provisions for a 90-day Warranty Period post-completion.*

Bidder's Response Summary:

We provide a 30-day Post-Go-Live Warranty to fix any migration-related defects at no cost.

**Recommended Negotiation Stance:**  
While we offer a 30-day warranty, this can be increased in exchange for lowering the scope.



Proposal submitted as a single PDF file.



Proposal named according to the specified naming convention.



Proposal emailed to the specified procurement email address.