NEW YORK STATE OF OPPORTUNITY. | Empire State Development

REQUEST FOR PROPOSALS

Quantum Technology Landscape Study

Addendum # I

Release Date: January 15, 2026

The following is a list of responses to questions submitted by prospective respondents to the RFP for the **Quantum Technology Landscape Study**.

Q&A Matrix

No.	Question	Answer
1	Are there any mandatory sections that you expect in the analysis report (e.g., SWOT analysis, competitive benchmarking, or market segmentation)? Specifically, should we include a SWOT analysis of the quantum technology sector in New York State, and what specific internal strengths and external opportunities would you like to see addressed?	The minimum mandatory sections are in section IV of the RFP.
2	Should we include a comparative analysis that benchmarks New York State's quantum technology ecosystem against other U.S. states or countries? If so, are there any specific states or countries you would like us to focus on for this comparison (e.g., California, Massachusetts, UK)?	Yes, a comparative analysis with peer states should be included.
3	How important is it to include an analysis of the quantum startup ecosystem in New York State? Should we focus on identifying key startups, investment trends, or ecosystem gaps? Are there specific metrics or categories (e.g., investment size, number of startups, talent pools) you would like to see covered in this analysis?	Yes, include the startup ecosystem. There are no minimum metrics or categories.
4	Are there any policy frameworks or regulatory changes you would like us to explore in the report? Should we consider proposing new policies or incentives to enhance New York State's quantum ecosystem, or focus primarily on existing opportunities?	Yes, you should explore policy and existing opportunities.
5	To what extent should we analyze the workforce development needs for quantum technology in New York? Are there specific skills gaps, education programs, or collaborations with universities that you want us to address?	Yes, understanding how to close the gap in workforce to meet future demand. Not just PhDs but also blue collar or MS, BS workforce.

6	We understand that the study will cover computing, sensing, communications, and materials. Can you clarify whether the analysis should also include the application of these technologies in specific industries (e.g., healthcare, manufacturing) or focus solely on the technologies themselves?	Yes, industries as well. Use cases that NY can uniquely benefit from. Technologies that are closest to being deployed.
7	For "quantum technologies," should the Study include enabling infrastructure and supply chain (cryogenics, control electronics, photonics manufacturing, test & measurement, materials, packaging), or only applications across computing/sensing/comms/materials?	Yes, enabling technology and applications.
8	Is there room for flexibility in the overall budget or scope of work if we propose additional analyses or activities beyond the initial deliverables? If so, how would budget adjustments be handled? Would you be open to a tiered proposal that outlines different levels of analysis, allowing for varying depths of investigation depending on the scope of work?	Yes, you can share a tiered proposal.
9	Could you provide an indication of the budget range or any financial guidelines for the Quantum Technology Landscape Study? Understanding the expected budget will help us structure our proposal to align with your expectations and ensure that the scope of work is appropriately resourced.	Propose a budget that is within scope of what you hope to achieve.
10	The RFP asks for a line-item budget. Could you clarify how detailed this breakdown should be? For example, should we provide costs by activity (e.g., research, data collection), by type of resource (e.g., personnel, third-party consultants), or would you prefer costs to be structured around milestones tied to specific deliverables (e.g., completion of draft report, stakeholder interviews)?	Line costs by activity and purchases needed for the study.
11	The RFP mentions the "effectiveness of the proposed communication and reporting plan." Could you clarify what specific elements you would like to see addressed in this plan? For example, are you looking for details on the frequency of progress updates, formats for presenting findings, or how feedback will be incorporated into the project?	When asked for progress updates, you should be able to respond within a reasonable time/format. How you intend to report the findings to us and in what format(s) should be clarified.

12	Within "Project Plan/Approach (45 points)," are there any "must-have" elements that are pass/fail in practice (e.g., minimum interviews, required patent methodology)?	There are none.
13	In terms of gathering insights for the study, what strategic outcomes or key challenges do you hope to address through the interviews? Are there specific perspectives or industry trends you want to prioritize in the discussions to ensure the findings directly inform New York State's future quantum technology initiatives? Additionally, do you have a target range for the number of interviews, or any specific expectations regarding the volume of input to be gathered?	There is no target range for interviews. NY's prowess for commercializing quantum technologies, organic research or use case trends, historical trends or similar. Data that can be directly compared to other states/countries.
14	Could you confirm the expected timeline for the completion of the study? How long do you anticipate the project will take overall, including the minimum and maximum duration for the project? Additionally, are there specific milestones or deadlines for interim deliverables that we should be aware of to ensure alignment with ESD's scheduling needs?	The project should be completed by May 2026 but if you need more time, do let us know. No interim milestones or deliverables at this time.
15	Could you provide an example of the type of projects or case studies that have scored particularly well in past submissions? What specific deliverables or outcomes from previous projects would you consider ideal in terms of showcasing the team's capacity to manage complex, multi-phased projects?	We don't have a way to share previous projects. Beyond the information in section VI (selection criteria), we cannot add more information.
16	The RFP mentions that resumes/CVs are excluded from the page count. Can you confirm the format for submitting CVs? Should they be included as separate attachments within the proposal, or is there a preferred submission method?	Submit C.Vs/resumes as a PDF and as separate attachments from your proposal within your application package.
17	Can we include use cases or samples of previous work to demonstrate our firm's capabilities? If so, would these be considered additional attachments and not included in the page count for the proposal?	Yes, you can include citations for previous work. No need to include full copies. They will not count against your page count.
18	*The RFP mentions compliance with ISO 27001, 27005, and 27035 standards. Can you clarify if you expect full certification at the start of the project, or if compliance can be demonstrated as part of the execution phase? What*	*Response will be provided in additional Q&A Addendum shortly.*

	documentation or steps should we include to demonstrate our compliance with these standards?	
19	*The RFP mentions compliance with federal laws in relation to AI. Could you specify which specific legal acts or regulations related to AI should be adhered to for this project?*	*Response will be provided in additional Q&A Addendum shortly.*
20	What is the timeline for the period of performance?	The deadline for completion is May 2026.
21	What is the expected budget?	Kindly include your budget request in your proposal.
22	Is there a travel requirement for in-person presentations and/or engagements?	No
23	The RFP references "Period of Performance" as a scoring criterion, but no timeline or time limit is specified. Can the anticipated project duration be clarified?	Kindly see section V.
24	What is the intended geographic scope for the market segmentation and policy analysis (e.g., U.S., New York State only, or global)?	New York State
25	Does the term "infrastructure" include both public and private assets?	Yes, but be sure to segment them.
26	Are the infrastructure assets limited to those physically located within New York State, or may they include assets outside the state that are accessible to or serve New York State?	New York State only.
27	In this context, is "market segmentation" intended to be synonymous with, or distinct from, a broader market analysis?	Either are acceptable.
28	Is the study expected to encompass all ten defined regions?	All regions in New York State
29	Is there a maximum budget or cost ceiling for this project?	Kindly include your budget in the proposal.
30	*Are responding organizations and their subcontractors expected to be ISO 27001 and GDPR compliant? Or is it expected that any future applications or cloud platforms recommended to ESD under this engagement be subject to the Information Security Brief and comply with standards at a minimum?*	*Response will be provided in additional Q&A Addendum shortly.*
31	*Will ESD make their policies around AI available to responding organizations to ensure AI use follows those guidelines?*	*Response will be provided in additional Q&A Addendum shortly.*
32	Can ESD provide a list of potential bidders who have submitted questions for this RFP to facilitate teaming arrangements?	Not available. ESD will provide a List of Interested MWBE and SDVOB Subconsultants instead.

33	The RFP requires prior written approval for subcontracting. Are there preferred structures for partnerships (e.g., named sub-consultants vs. on-call subject matter experts) that ESD would encourage?	No
34	What is the expected execution timeline for the completion of the study after the contract start date (April 2026)?	May 2026 barring scheduling constraints.
35	Should the study treat New York State as the primary unit of analysis with limited external benchmarking, or is ESD expecting comprehensive peer-state and global competitor comparisons as a core component?	New York State should be primary. Comparative benchmarking is acceptable.
36	What specific ESD decisions should this study directly support? For example: grant program design, site selection/infrastructure investment, workforce development programs, attracting federal funding, or cluster strategy?	All the above or anything that increases NY quantum completeness for economic growth.
37	Will ESD facilitate introductions to key NYS stakeholders (universities, national labs, state agencies, companies), or is the contractor expected to source all access independently? Does ESD have specific priority sectors (e.g., finance, life sciences, telecommunications, defense, energy) where "early commercial opportunities" should be emphasized, or should proposers identify these based on evidence gathered during the study?	We can accommodate where possible but ideally the contractor will be expected. Kindly do so based on the evidence
39	The RFP requires coverage of quantum computing, sensing, communications, and materials. Should each domain receive equal analytical depth, or should the study weigh its focus based on New York State's identified strengths and near-term investment viability?	It should be weighted according to NY strengths.
40	Are letters of support from relevant entities who are not formal parts of our project team would be of value/permitted as part of our submission?	Yes, as long as these persons do not have a conflict of interest with the state.
41	Does ESD have an established "not-to-exceed" amount or a target budget range for this study?	No

42	Will the contract be structured as a single lump sum upon delivery of the final report, or will there be progress payments tied to the "periodic meetings" and "milestones" mentioned in the RFP?	There is no preference to the contract structure, either based on the hourly rate or lump sum. The respondents can suggest their preferred structure in the proposed compensation schedule.
43	Will ESD provide the selected vendor with access to internal data, previous relevant studies, or existing lists of New York-based quantum stakeholders to facilitate the "extensive literature review" and interviews?	We can accommodate on a case by case basis.
44	Is the vendor expected to independently identify and recruit all interviewees, or will ESD provide warm introductions to key state-funded entities (e.g., SUNY Stony Brook or NY CREATES)?	The contractor will be expected to be independent but if a key stakeholder is needed, we can try to support.
45	The RFP mentions both "regional strategic investments" and a "New York State" focus. Does ESD prioritize specific regions (e.g., Mohawk Valley, Long Island) over a uniform statewide analysis?	No, should be state wide and weighed according to the findings.
46	Section IX (page 9) states ESD reserves the right to use "all the materials... and the ideas and suggestions therein." Can ESD clarify if proprietary research methodologies or trade secrets labeled as such in the proposal will be protected from disclosure or use if the firm is *not* selected?	ESD will make best efforts to protect legitimate proprietary methodologies or trade secrets from disclosure or use. If ESD wishes to, or is required to disclose or use such information, ESD will reach out to the vendor prior to disclosing/using the information to determine if the materials are legitimate proprietary methodologies or trade secrets, and if so, will refrain from disclosing them or using them except to the extent they are required to be used or disclosed by law, regulation, judicial or administrative process.
47	Given that this is a research and analysis study, is the **$1 million Commercial Automobile** insurance requirement mandatory if the vendor does not intend to use vehicles for the performance of the contract?	If the vendor does not intend to use vehicles for the performance of the contract, then auto insurance will not be required.
48	How frequent are the "periodic meetings" and "progress reports" expected to be (e.g., weekly or monthly)?	As needed or bespoke.
49	***Diversity Scoring:*** *Since no specific MWBE participation goals are set for this project, will the* ***5 points*** *for "Diversity Practices" be scored*	*Response will be provided in additional Q&A Addendum shortly.*

	exclusively on the prime respondent's internal corporate practices (Appendix B)?	
50	Data collection could include many stakeholder groups, such as state and local government, industry, academia, and the public. To determine an appropriate scope and cost of services, what stakeholder groups does ESD wish to include in data collection activities?	Including but not limited to university, industry, nonprofit and government leads should be in scope.
51	In addition to ESD staff, who are the desired audiences for the proposed communication plan? Does ESD have specific communication channels that the plan should leverage?	NYS government, but assume the study may eventually be public. You can email ESD directly for communication during the study duration.
52	To build an appropriate timeline what actions does ESD plan to take following completion of the study? Is this one part of a multi-phase effort, or a stand-alone study? Are there future milestones that this study needs to align with?	Ideally the study should clarify how quantum can be leveraged for future economic development.
53	What is the maximum budget that has been planned for this study, or for ESD's quantum technology workstream overall?	Kindly propose your own budget for the study.
54	How should bidders mark or protect proprietary or confidential information included in their proposals that meet exemptions under the NY Freedom of Information Law?	Respondents may mark information "proprietary" or "confidential" to the extent they believe the information falls into one of those categories. If ESD receives a request for information contained in a proposal pursuant to the Freedom of Information Law, ESD will reach out to the vendor prior to responding to undertake a review of such materials to determine if they are protected from disclosure, and if they are, ESD will redact that information from the FOIL response.
55	Do the required cover page and table of contents count toward 10-page maximum? Can you please advise whether the Cost Proposal is exempt from page count?	No, they do not count towards the page count.
56	Is it useful for applicants to proactively share references and contact information? If yes, what contact format does ESD prefer (e.g., email, phone)?	Yes, and email is fine.
57	Are there internal milestones or requirements ESD has that should inform the timeline/duration bidders propose for this project?	No

58	What level of detail is required for the Cost Services Submission?	Line item cost per purchase.
59	*Please clarify how the eight questions in the Diversity Practices Questionnaire add up to the maximum awardable 5 points. Are each of the 8 questions equal in weight? For example, how many points would question 8 be worth alone (entering into a partnership or subcontractor agreement with NYS certified minority and women owned businesses)?*	*Response will be provided in additional Q&A Addendum shortly.*
60	"The proposal should be no more than ten pages, not counting cover letters, resumes and the Diversity Practices Questionnaire." To clarify, does this page limit apply to just the Technical Proposal or also the Administrative Proposal? Do the Cover Page and Table of Contents count towards the ten pages?	The cover page and table of contents do not count towards the page count. The page count applies towards the technical proposal.
61	The link to Form 8, "Compliance with State Finance Law §§139-m" in the administrative proposal is broken. Could you please provide a new link?	https://esd.ny.gov/sites/default/files/media/document/SF-Law139-JK-2025.pdf
62	"Both the prime consultant and any sub-consultants complete the forms required above," referring to Form 3, State Finance Law Sections 139-j and 139-k forms. In the administrative proposal, is Form 3 the only one that needs to be signed by both the prime and subconsultant(s)? Hence, all other forms should be one per proposal (signed by the prime)?	Only prime respondent should submit all administrative forms at the proposal submission deadline. Subconsultant might be required to submit their forms at a later time.
63	Is there a specific order in which the Respondent's questions/concerns about Schedule A should be noted in the administrative proposal?	No
64	Has ESD already convened an advisory board for quantum technology?	Not applicable
65	When asking for market opportunities and competitive regional position, are you asking in the context of only companies based within New York State, or any that are conducting work within New York State?	Both
66	Please elaborate on scope of "region". Is this NYC and Upstate? Is this NYC and CT? Is this open for definition and recommendation as part of our analysis?	All of New York State, not beyond the state borders.

67	It is almost impossible to conduct a "patent analysis" the way it is commonly understood by law firms that would allow for recommendations to attract public and private funding and position NY to be more competitive. Would you be able to elaborate on the depth of analysis in consideration for clarity?	How many patents, in what tech areas and from what sectors. How that compares to a close peer.
68	Please elaborate on workforce development initiative priorities. HS degree + trade skills? How to run a quantum machine? Or targeting someone with a higher degree and pushing folks to migrate to NY state / be part of NY state quantum programs. All of the above?	The whole pipeline from blue collar, trade skills to PhD. How to attract/grow this talent.
69	The RFP lists “computing, sensing, communications, and materials.” Please clarify what ESD views as “materials” in this context (e.g., quantum materials/materials science vs. enabling device/fabrication materials), and whether it expects this area to be treated as a standalone topic or only as it supports the other quantum domains.	It can be both: standalone or supporting. Where domains interact in a co-dependent way can be considered enabling.
70	Can ESD confirm whether the “Anticipated Debriefing Timeline” refers to the expected date for delivering study findings to ESD?	Debriefing will be offered to non-successful bidders after announcement of the award.
71	Please confirm whether the Table of Contents (TOC) counts towards the 10-page limit.	No, it does not.
72	We wish to clarify that we can remove personnel for sickness, death, or separation from service.	Yes.