



REQUEST FOR PROPOSALS (RFP)
Pre-Qualified Providers of Information Technology Goods and Services
Addendum # 6

Release Date: July 3, 2018

The following is a list of responses to questions submitted by prospective respondents to the ESD Request for Proposals for Life Science Consulting Services. A copy of the RFP is available at:

<https://esd.ny.gov/doing-business-ny/requests-proposals/pre-qualified-providers-it-goods-and-services>

Pre-Qualified Providers of Information Technology Goods and Services RFP - Responses to Questions

No.	Question	Answer
1	We are interested in this RFP. Can you tell me what Pre-Qualified Providers are?	Providers that have been vetted for qualifications and pricing to provide IT related goods and Services to ESD
2	Do you have to be pre-qualified to submit for this RFP? If so how do we get pre-qualified?	No – if selected as a result of the RFP, your company would be pre-qualified and vetted for ESD to obtain requested goods and services
3	Respondent Information on page# 6, states that we are required to provide certification of all products mentioned in the Scope of Work. Can ESD please clarify certifications related to which products are required?	Certified Respondents for any of the products specified in the scope of work should provide evidence of their certifications, for example, certified reseller or supplier, certified Oracle or Cisco or Microsoft partner, etc.
4	Is there any incumbent for this project or is this for a new project?	There is no incumbent and no specific project. This RFP is designed only to pre-qualify vendors from whom ESD can procure IT related goods and services
5	If there was an incumbent, can you please let us know the name of incumbent, their hourly rate and historical spend?	N/A
6	Is budget allocated for this contract? If yes, can you please let us know the same?	N/A
7	Does educational software apply?	ESD is not an educational institution, however, IT related training services and/or software would apply

No.	Question	Answer
8	Can questions be submitted after June 22 nd , 2018?	Unless amended, ESD is not obligated to answer any questions received after the deadline which is currently set for 5:00 PM on June 22 nd , 2018.
9	Do we need to provide resume(s) for the candidates that are going to work on this project?	Yes
10	We would certainly like to work & become certified in NY. But now to start with, we are not NY MBE. Hope that does not deter us to apply for this RFP?	Any interested party may submit a response, regardless of their New York State MWBE or SDVOB certification status.
11	With regard to the statement: "Proposed hourly rate for each resource by title, listing hourly rates for each resource that include all costs, <u>excluding</u> out-of-pocket reimbursable expenses related to travel but <u>including</u> overhead and profit", 1. This statement is unclear as to whether to include overhead costs in the hourly which would include the reimbursable expenses paid to trainer. Travel is part of overhead calculations whether paid to consultant or included in overhead figure. Can this statement be stated differently for clarity.	Hourly billing should not include reimbursable expenses. Reimbursable expenses should be billed at cost and not above GSA allowable rates for those expenses meals, transportation, flights, etc.

No.	Question	Answer
12	<p>With regard to the statement: "Provide a salary multiplier for any hourly rates specified. This salary multiplier will be used for any specialty resources not specified on the proposal."</p> <ol style="list-style-type: none"> 1. Please define: "Salary multiplier" for any hourly rates specified 2. Please give example of what is meant by "specialty resources <u>not</u> specified on the proposal" 	<p>A salary multiplier is what you would multiply the hourly salary by to determine the billing rate of a resource on a project working for ESD. For example if a person makes \$52,000 a year, you would divide their salary by the number of working hours in the year (2080), to come up with an hourly pay rate of \$25/hour. The multiplier would accommodate overhead and profit for that employee. In this example let's say 1.5 is the proposed multiplier the hourly billing rate would be \$37.50. This methodology must hold true for all rates in Appendix A.</p> <p>Specialty resources would include any rates not included in the ones listed on appendix A.</p>
13	How much is the budget?	N/A
14	How long after the submission due date will you issue an award?	It is not known at this time, but ESD is eager to approve a prequalified list as quickly as possible. Firms will be selected from the list as projects arise.
15	What is the priority of this project?	There is no specific project at this time – the purpose of this RFP is to create a prequalified list for future projects.
16	When are you expecting to engage with the vendor after the award has been given?	We will engage with selected pre-qualified vendors as needed.
17	What is the expected/needed "go-live" date of the project?	There is no specific project at this time.
18	Do you accept offshore development services for this project?	There is no specific project at this time.

No.	Question	Answer
19	Will onsite visits be required during development?	If we engage a selected vendor to work on a future project onsite visits will be required.
20	Is the project scope listed in the RFP finalized?	There is no specific project at this time, however, the RFP describes the scope of potential IT related goods and services.
21	<p>To the best of your knowledge, are there any circumstances that will cause you to:</p> <ul style="list-style-type: none"> a. Cancel the RFP? b. Not move forward with the winning bidder? c. Lower the budget for the project? d. Prolong the evaluation process or reissue the RFP? 	Not at this time. There is no specific project nor will there be a “winning bidder”; the purpose of this RFP is to create a list of prequalified firms to provide IT related goods as services as the need may arise.
22	Are you interested in an 'off-the-shelf' or more custom software solution?	N/A
23	In reference to question no. 9 of Addendum II - Q&A: At the time of award the proposed candidate might not be available. So, can you please let us know if we can submit sample resume of the candidates?	Resumes will be required if and when services are procured from a pre-qualified vendor.
24	Section V. B. 3. – Can you specify or provide examples of the type of information that may be required for pre and post-audit access?	All information is submitted to ESD is subject to audit provisions of Schedule A. Link to the terms of Schedule A is available in the RFP document.

No.	Question	Answer
25	Section IX. Contractor Staff – Can you provide clarification that identified Contractor Staff are associated at the purchase or task order level?	Question is not clear and cannot be answered. Please rephrase and resubmit.
26	If you are, are you open to a ten-minute call this week to analyze the ways in which our platform can specifically help your business? If not, can you put me in touch with the right person?	N/A
27	Section IV. Deadline of submission	Please see Addendum #3. Revised Schedule of Dates.
28	Section V. Respondent Information specifies requests that all Technical Proposals be bound and organized with dividers identified to match 4 specific sections. But Subsection B Technical Proposal requests 6 specific sections. Please clarify should Respondent submit Technical Proposal following the instructions from Subsection A. Respondent Information or Subsection B Technical Proposal.	We do not believe that these sections are in conflict. The respondent information (subsection A) is a different section than the technical proposal (subsection B). However, no bids will be turned away if they do not meet these criteria, however, ESD may ask the respondent questions if the proposal is unclear, and the respondent risks being considered non responsive.
29	Section X. Bidders must submit many contractual forms together with their proposal submittal. Please clarify should these forms be submitted separately or together with Technical Proposal or Respondent Information.	Please submit all required forms as part of technical proposal.
30	Appendix A – Fee Proposal IV states <i>Minimum discount off of list price of goods sold by company</i> . Would it be okay to change this to maximum % increase from cost? Some products have a wide range of list price vs cost. We'd like to give you the best price possible.	ESD will provide an updated Appendix A with both a discount off of list and a mark-up on cost of goods sold. Respondents will be obligated to provide the lowest price of the two options for any purchase under this agreement.

No.	Question	Answer
31	Is the Hourly billing rates in Appendix A limited to employees of our company only?	These rates will apply to all resources used by any pre-qualified firms.
32	Is the Hourly billing rates in Appendix A limited to workers within the USA?	No.
33	Under selection criteria, there is a quantitative factor for MWBE and SDVOB respondents. Would this factor also be applicable for firms that partner with MWBE and/or SDVOB firms?	Per the Quantitative Factors scoring criteria in the RFP, ESD will award 5% to Respondents that are NYS certified MWBEs or SDVOBs or to project teams where an MWBE or SDVOB are part of the Responding team. ESD will not award 5% to responses where MWBEs and/or SDVOBs are utilized solely as subcontractors.
34	There are a bunch of administrative forms that need to be completed to respond to the RFP. Since, we are a WBE -certified firm for New York State, do you know if we still need to fill in the forms in item 4 (pages 13-18 of the RFP) and attached to this email? Also, should we include our WBE Certificate in our response?	Please submit all forms as requested in the RFP. If you are a NYS-certified MWBE firm, please attach your MWBE certification in your response.
35	Can you give some more technical specifications? I understand that there is a need for a PM. Would there be a need for a PeopleSoft Developer too? Please clarify.	There is no specific project at this time. Resources will be determined at the time of project development.
36	Hosting, programming, training, systems design and development of applications and websites (utilizing technologies including but not limited to: Drupal, SQL Server, IIS, Microsoft.Net, custom code, C#, SSRS, Crystal Reports, Power BI, SharePoint) and procurement of all related hardware and software. Would you be able to let me know as to how many resources would be needed . Can you give some more technical specifications?	There is no specific project at this time. Resources will be determined at the time of project development.

No.	Question	Answer
37	Do you have a preference for a COTs or a custom solution?	There is no specific project at this time. Resources and software will be determined at the time of project development.
38	Is there a current contract with a vendor? If there is a current contract, where can we obtain a copy of that contract?	N/A
39	Is there a preference for vendors located within the State?	All respondents must be registered with the NY Department of State to do business in NY. While there is no preference for in-state vendors, one of the required forms does encourage vendors, on projects where subcontracting may occur, to utilize NY-based subcontractors.
40	Is there a firm or estimated budget? Is there a firm, estimated or desired timeline for product launch?	There is no specific project at this time. Resources will be determined at the time of project development.
41	Do we need to have certifications for all the products mentioned in your Scope of Work even if we do not use them in our software and are not offering them in this proposal? Drupal, SQL Server, IIS, Microsoft.Net, custom code, C#, SSRS, Crystal Reports, Power BI, SharePoint (3.f) MSSQL, SSIS Integration, Power BI, data modeling tools, Visual Studio, SSRS, SSAS by vendors including but not limited to: Microsoft, ScribeSoft, KingswaySoft (3.g) Microsoft, Target Process, and GitHub	There is no specific project at this time. Resources and software will be determined at the time of project development.
42	We would like to respond to your Scope of Work questions 2, 3.f and 3.g with our suite of highly-configurable software products: OPTimum Modernization and Integrity. Would it be acceptable to describe how they function in this proposal?	There is no specific project at this time. Resources will be determined at the time of project development.

No.	Question	Answer
43	If accepted as a pre-qualified vendor, would it be permissible for On Point Technology to list our specific software applications, such as the component parts of our OPTimum Modernization Integrity Suite and FraudX software packages?	There is no specific project at this time. Resources will be determined at the time of project development.
44	Our software is delivered by a subscription model—does the State allow for software subscriptions?	Yes – However, there is no specific project at this time. Resources will be determined at the time of project development.
45	The State wishes the proposal to be a maximum of 30 pages, is that including all the pages of “Certifications of all products mentioned in the Scope of Work?”	No.
46	I have a question about the firms listed on the List of MWBE & SDVOB Entities. My firm is a NYS certified WBE but did not appear on the list. Can you explain how the firms on the list were selected?	The list was created from firms that have requested their names be posted for use as a subcontractor.
47	Can the agency provide a comprehensive list of hardware and software application currently being used? Is it the same as the list of software mentioned in the section B Scope of Work?	A comprehensive list is not available. There is no specific project or IT procurement connected with this RFP. The purpose of the RFP is to pre-qualify vendors should ESD have a need to procure IT goods and services.
48	I am a WBE, and I can provide you with IT services. I use subcontractors for IT services. You would pay me and then I would pay them. Is it OK if the actual IT workers are not WBE's as well?	Any respondent may utilize subcontractors as it sees fit. ESD will request at the time of the project what subcontractors a firm would be using.

No.	Question	Answer
49	RFP VII. SUBMISSION OF PROPOSALS Submit one (1) original and six (6) print copies and one (1) electronic copy of the Proposal (in the form of a flash drive) with Appendix A in an Excel Format and Appendix B in pdf format. <i>Please clarify should the Respondent submit one integrated Proposal (with Respondent Information, Technical Proposal, and Cost Proposal) or separate the responses into three separate proposals.</i>	Combine into one proposal.
50	Beneath A. Respondent Info. Section you state 3. Three References Then in section B. Technical Proposal #2. You ask for 3 references. Where would you like to see this information, in Section A, or B?	Section A
51	If selected for the List, are the contracts only Fixed Priced, only Time and Material or both depending on the job?	There is no specific project at this time. Resources, contracts and pricing will be determined at time of procurement and could be both depending on the resources needed.
52	In order to determine we provide the necessary information, can you provide a list of software that is Utilized by ESD?	A comprehensive list is not available. There is no specific project or IT procurement connected with this RFP. The purpose of the RFP is to pre-qualify vendors should ESD have a need to procure IT goods and services.
53	As a certified minority business, do we need to provide a utilization plan for SDVOB's?	Yes
54	For the Salary Multiplier is this for Total Compensation (Base + Bonus, Profit Sharing, Benefits, 401K Match etc) or should it only be on Base Salary.	Please see answer to question #12.

No.	Question	Answer
55	<p>Section B: Questions 3a through 3k</p> <p>Is the scope of services being requested limited to 1) the procurement activities of the hardware and software technologies being requested in 3a through 3k, or 2) does the scope of services include delivery of consulting, training, implementation/support and/or project management of the hardware and software technologies being requested in 3a through 3k.</p> <p>Please confirm the scope services is 1, 2 or both as described above.</p>	Both
56	All the forms required ask for a contract number/RFP number to be included. Is there any such given numbers	The RFP number is yet to be determined.
57	<p>This is in reference to the answer to question #18.</p> <p>To be clear, when there is a specific project will ESD accept our onshore and offshore human resource combination?</p>	ESD prefers resources that are continental US based, however, there may be instances in which international resources are acceptable.
58	If selected for the List, are the contracts only Fixed Priced, only Time and Material or both depending on the job?	There is no specific project at this time. Resources, contracts and pricing will be determined at time of procurement and could be both depending on the resources needed.
59	In order to determine we provide the necessary information, can you provide a list of software that is Utilized by ESD?	Please see answer to question #52
60	As a certified minority business, do we need to provide a utilization plan for SDVOB's?	Yes
61	For the Salary Multiplier is this for Total Compensation (Base + Bonus, Profit Sharing, Benefits, 401K Match etc) or should it only be on Base Salary.	Please see answer to question #12.

No.	Question	Answer
62	Is there a list available of current technology stacks currently in use by ESD related to the project scope? (i.e. software, hardware, platforms, SaaS, eco-systems)	A comprehensive list is not available. There is no specific project or IT procurement connected with this RFP. The purpose of the RFP is to pre-qualify vendors should ESD have a need to procure IT goods and services.
63	Is there a list of current services ESD consumes from existing vendors and for which services?	A comprehensive list is not available. There is no specific project or IT procurement connected with this RFP. The purpose of the RFP is to pre-qualify vendors should ESD have a need to procure IT goods and services.
64	Are there any specific gaps in existing infrastructure, capabilities, security, existing equipment going EOL, or services which are more of a priority than others? If so, which?	N/A
65	Will any weight be attributed to NYS based vendors who are currently receiving benefit from ESD programs such as Excelsior, CFA, or other NYS initiatives such as Recharge NY?	No
66	Should the RFP response be limited to services the vendor currently offers via direct OGS umbrella contract?	No
67	What does the list of MWBE & SDVOB entities on the RFP page signify? Are only those companies qualified to bid on this RFP? Or are they the incumbents?	Please see answer to question # 46
68	Does the 30-page response limit for proposal includes forms or forms will not be considered within 30 Page limit?	No
69	Is there any RFP Number available for the RFP, as in some of the Forms that needs to be filled, it asks for the RFP Number?	Please see answer to question #56.
70	We are an MWBE for NYS and would appreciate if you could forward us the list of primes participating in the bid so we can reach out to them to subcontract on this RFP.	We have not received any proposals at this time so we cannot forward a list of primes.

No.	Question	Answer
71	Is there an RFP that pre-dates this RFP for Pre-Qualified Providers of Information Technology Goods and Services? If yes, how many qualified firms were selected? How many qualified firms will be selected? Will the list of qualified firms be by the areas of expertise listed in the B. Scope of Work:	No
72	Will the place of performance for qualified firms be at the ESD primary locations of NYC, Albany and Buffalo and/or at the regional offices as well?	There is no specific project at this time, however future services if requested, could be provided at any ESD office location or region in which we do business
73	Under C. Cost Proposal section 1 asks for a proposed hourly rate for each resource by title. Is this to be a singular hourly rate irrespective of the region of the State of NY or will you also accept low medium and high pricing options to address cost of living differences by region?	We will not accept a range of rates, please present a single rate for each resource.
74	How many references does the RFP response require in total? 3 overall, or 3 per scope area that proposer is bidding on?	3 overall
75	Submission of proposals: How many references does the RFP response require in total? 3 overall, or 3 per scope area that proposer is bidding on?	See answer to question 78
76	Section B: Technical Proposal: Does the proposer have to submit a minimum number of qualifications per scope area that proposer is bidding on?	No
77	Section A: Respondent Information: The RFP requests "Certification of all products mentioned in the SOW". Can you please clarify what the certification entails?	Please see response to question #3
78	Please confirm exact proposal submission deadline:	Monday, July 16, 2018 by 2:00 PM

No.	Question	Answer
79	Who is/are the incumbent/s for the work proposed in the RFP?	Please see answer to question # 4.
80	Does a MWBE company responding to this RFP as a prime have to meet all of the qualification items outlined in the scope of work? If so, can the MWBE team with a non MWBE subcontractor to meet all of the qualifications outlined in the scope of work.	Yes
81	Can an MWBE submit an response as a prime and also be subcontractor for large company on a separate response?	Yes
82	Can the responder use Federal agencies as references?	Yes
83	What isn't ESD simply using NYS OGS contracts that are already in place?	N/A
84	Had ESD considered using national cooperative contracts like National IPA, or NASPO instead of creating your own contract?	No
85	Are bidders required to provide pricing / hourly rates for all categories in Appendix A – Fee Proposal?	No
86	Can ESD provide descriptions or expected qualifications for each category in Appendix A – Fee Proposal?	It would be incumbent on a selected vendor to provide resumes, references, interviews, certifications or other documentation to substantiate that proposed service or project team members are qualified for the task at hand
87	Is ESD's plan to put a Master Contract in place as a result of this solicitation and issue Task Order Requests for Proposals (TORFP) or Requests for Resumes (RFR) specific to the IT resources needed for qualified vendors to respond to?	Yes

No.	Question	Answer
88	<p>Can ESD further explain and expand on the following services requested? We need additional information to be understand if this is something we address or not:</p> <p>h. Mobile device products, infrastructure and services (including but not limited to: iPad's, laptops, tablets, cellular service, phones, MiFi devices, by vendors including but not limited to: Apple, Verizon, AT&T, Blackberry, Lenovo, HP, IBM, Dell).</p> <p>k. Desktop PC products and infrastructure (including but not limited to: Dell, Apple, IBM, HP).</p>	<p>This is referring to the possible procurement of these types of devices (Mobile or Desktop), necessary peripherals / accessories and mobile / wireless services should they be needed</p>
89	<p>In regards to the page count limit for the hard copies, is it 30 pages single or double sided?</p>	<p>Single sided – see answer to question #72</p>
90	<p>Can the agency provide a comprehensive list of hardware and software application currently being used? Is it the same as the list of software mentioned in the section B Scope of Work?</p>	<p>Please see answer to question #47</p>

No.	Question	Answer
91	<p>In regards to the Microsoft Dynamics CRM Infrastructure requested services</p> <ul style="list-style-type: none"> a) What version of Microsoft Dynamics CRM are you currently using – for each environment (test, production, sandbox, other)? b) How big is the current database (test, production, sandbox, other)?? c) Please outline and describe any customizations and plugins (configurations using the standard tool need not to be defined) in your current installation. d) Scribe, KingswaySoft, and Microsoft are mentioned as integration solutions - are all three in use? Please describe your current integrations, frequency, and volume of data exchanged. e) What third party solutions if any are in your current deployment (e.g. ClickDimensions for Marketing)? 	<p>ESD currently utilizes Dynamics 365 v9, however, there is no specific CRM related project at this time.</p> <p>Resources will be determined at the time of project development - specific requirements and current platform technologies will be discussed at the time of any future engagement.</p>
92	<p>Please let us know, if we are eligible to submitting a proposal. We are NJ Certified MBE with Authority to do business Certification at NYS, pending NY MBE Certification.</p>	<p>Yes, firms based outside of NY as well as firms who are not NYS MWBE certified or whose NYS MWBE certification is pending are eligible to submit a proposal.</p>
93	<p>Should the respondent information referenced in Section V, subsection A, be submitted separately from the information requested in the Technical Proposal, as referenced in Section V, subsection B, or is this just the desired organization for the proposal?</p>	<p>This is just the desired organization of the proposal</p>

No.	Question	Answer
94	In the Scope of Work Section B.k, “Desktop PC Products and Infrastructure” please clarify what will be included in this category of work. It is unclear whether or not you are looking for the vendor to procure hardware or setup the hardware.	There is no specific project at this time. Needed resources will be determined at the time of any future project development, however could include both procurement and configuration services.
95	When agreeing to meet the RFP’s stated goal of 6 percent SDVOB, is it required that we name a subcontractor or can we reference the preapproved list?	Respondents should name a subcontractor.
96	Do the six copies of the proposal submission referenced on page 7, Section VII, also have to be in separate three-ring binders, or is this just a requirement for the original?	Three ring binders are not a requirement. Just one original, 6 copies, and one electronic version.
97	Is it required that proposers submit six copies of all required forms?	No
98	Is there a specific section of the required proposal submission format, detailed on Page 6 section A., where the forms should be included?	No
99	Should sample resumes be provided as part of our response to this proposal or should they be included as part of subsequent statements of work?	There is no specific project at this time. Sample resumes would only be required at the time of any future engagement
100	If resumes are required as part of this proposal submission, should they be included in the page limit?	Please see answer to question #103
101	The RFP asks for three references in the Respondent Information and in the Technical Proposal. Am I correct in reading this as needing three overall references, plus three separate references for each scope item responded to in the Technical Proposal?	Please see answer to question #78

No.	Question	Answer
102	The Technical Proposal references include the stipulation that references cannot be ESD employees. Can any of the overall references in the Respondent Information be at ESD?	No
103	What is the ideal number of firms you intend to award contracts to?	Unknown at this time
104	Do you intend to have all services provided on-site?	There is no specific project at this time. Resources will be determined at the time of project development and could be any combination of on/off site.
105	Do you anticipate any on the job travel to be required? If so, will these expenses be reimbursed per OSC travel guidelines?	Expenses will be reimbursed as per the Schedule A
106	Is the stand-by contract purely intended for provision of services? Will any product fulfillment be required?	Yes, if possible. If a firm can only bid on professional services that is acceptable.
107	How do you intend to evaluate the procurement of "...related hardware and software" in this RFP? Does this apply just to product firms: OEM's or their resellers, and not to services providers?	Hardware and Software procurements will be evaluated based on cost and value to ESD. This would apply to any vendor looking to provide hardware or software as part of their response.
108	Given the extension to the Q&A period and the upcoming July 4 th holiday, would you consider extending the due date beyond July 16 th , by say 1-2 weeks?	No
109	Please clarify and elaborate on the requirement to identify costs of goods. Does this requirement <u>only</u> apply to manufacturers of products, either hardware or software? For companies providing only services, would you find it acceptable for us to agree to propose products that are available to ESD via existing state contracts at the NYS discounted prices?	Cost of goods would need to be identified if reselling to ESD. If selected to provide services and you do not provide goods, it is acceptable to identify potential vendors on state contract that could provide any needed hardware/software.

No.	Question	Answer
110	Cost Proposal – Will ESD accept fully burdened hourly rates for this response? The reason is that a request for overhead and profit as well as a salary multiplier is not common with IT vendors and consulting firms such as ours. Also providing such information while also being subject to FOIA laws is extremely problematic for such firms. Please let us know if you would accept the more commercially standard fixed hourly rates.	Yes, that is the expectation.
111	Does the 30 page limit include the cost proposal and any forms required, or just the technical proposal?	No
112	Could you please let me know instead of sending the soft copy of the proposal in a flash drive, can we email you the copy?	No, please send an electronic version in the submission.
113	For item #3 in the scope of work (Consulting, training, implementation services/support and/or project management and procurement of all related hardware and software for the following systems/infrastructure), can we propose for only project management services, or do we have to propose for all services listed?	You can submit a proposal for any category of services or sub item that you feel your organization is qualified to provide
114	Do we have to propose on all sub-items under item #3 (3a, 3b, 3c etc) in the scope of work, or can we propose for individual sub-items (i.e. only 3a)?	Please see answer to question #18
115	Does ESD plan on having separate pools of pre-qualified providers for each item in the scope of	Unknown at this time.
116	Will ESD give preference to firms who propose for more areas of work than firms who propose for fewer areas of work?	No.
117	Do appendices, resumes, and contractual requirements count towards the 30 page limit?	No

No.	Question	Answer
118	<p>Do we have to choose a MWBE firm now or can we choose which one to work with based on each project?</p> <ul style="list-style-type: none"> a. We have very specialized certifications that are required to do both consulting and cyber audit projects. b. We understand that a MWBE utilization plan must be provided. Can we put percentage of time in lieu of which MWBE? <ul style="list-style-type: none"> i. Based on recent past experience most of the MWBE list did not have the required certifications. ii. We may have to use uncertified personnel to meet the requirement of MWBE utilization. Is this acceptable? 	<p>All staff working for respondents must be qualified to complete the scopes of work requested. Please submit names of firms who each respondent can subcontract to. As no project is being awarded at this time respondents cannot know the value or scope until projects are awarded and therefore cannot know all the subs. We will ask for utilization plans based on each scope awarded under the contract.</p>
119	<p>We have partner agreements. Can we utilize partners on larger projects?</p>	<p>Yes</p>

No.	Question	Answer
120	Section B: Questions 1-3: With regard to the reference to "procurement of all related hardware and software", is it NYS ESD's intention to have the selected vendor function as a reseller (sourcing products from the manufacturer and reselling to NYS EDS), or is it NYS ESD's intention to have vendor staff leverage their knowledge of the infrastructure to support to NYS EDS staff in their procurement efforts using available state contracts?	Function as a reseller providing requested hardware and software products to ESD
121	Section B, Question 2 and 3g: Both sections seem to call for the vendor to provide full life-cycle application development services. Please explain the intended difference in these two separate categories.	They are similar and have some overlap, however, question 2 is mainly focusing on hosted websites and web applications whereas 3g covers application development in general.
122	Are services resulting from this list to be done in Albany, NYC or other? a. If both, please provide an estimate of services to be provided in each region? b. For example, 50% NYC and 50% in Albany?	There is no specific project at this time, however future services if requested, could be provided at any ESD office location or region in which we do business
123	Do you expect to utilize more services or goods under this contract? For example, the spend is estimated at 10% product and 90% services	There is no specific project at this time and as such the ratio between goods and services spend is unknown
124	Is remote work allowed or will staff need to be 100% on-site?	If selected for a services related project, staff may be either on or off site depending on the specific project requirements
125	Once awarded, will all firms receive all requirements/needs under this list to bid on? If not, how will this process work?	No there is no specific project to bid on – if selected as a result of the RFP, your company would be pre-qualified for ESD to obtain requested goods and services as needed
126	Is there a preference for NYS Public Sector experience providing goods and services?	No



No.	Question	Answer
127	Under Certifications, are you seeking the firms bidding to hold business certifications or are you seeking the personnel to have specific technical certifications or both?	Business
128	Under the technical proposal, #2, are you seeking 3 references total or per SOW category being bid?	3 total
129	Under the criteria on page 7, is it acceptable to include sub-contractors experience and references in combinations with a prime vendors experience and references to meet the selection criteria?	Yes
130	Under cost on page 6, please advise on where you'd like the vendor to provide the max % ESD discount information in the bid	On Appendix A
131	What do you expect your annual spend will be under this contract?	Unknown

Each of the foregoing is added to and made part of the RFP. Any questions regarding this addendum may be submitted to the designated contact account for this solicitation at IT-Prequal@esd.ny.gov.