

This Q&A set summarizes frequently asked questions. Search for key words by pressing [Ctrl] + [F] on your keyboard and keying your words, then pressing [Enter].

QUESTIONS LOG

Question 1:

Q: If possible, could you please help us with the last question? We just reviewed the Q&A and not sure about this point. In a question:

“Q: Does the following mean.. everybody gets a chance to be part of MSA if they agree to the lowest rate? The State will either negotiate cost proposals or offer the opportunity to commit to the lowest awarded rate - only one of these options will happen.

A: No, not everyone gets a chance to commit to the lowest rate. First, proposers have to have had sought award in those classifications. Second, only if the State offers the opportunity to commit to the lowest rate.”

A: Please refer to the answer to Question 106 of Cost Webinar Q&A Set 1: Please see RFP VII.B and C (page 27) for the options. Option 1: the State achieves less than 60% award rate by tier and will negotiate cost proposals. Under Option 1, eligible proposers will be given one opportunity to lower their rates to be equal to or lower than the baseline to achieve award. Option 2: the State does not negotiate cost proposals. Under Option 2, eligible proposers will be given one opportunity to commit to the lowest awarded rates for classifications within a tier.

Only Option 1 or Option 2 will occur.

Question 2:

Q: What documents have been provided that may affect our ability to provide a competitive Cost Proposal?

A: Cost phase documents include the Cost Proposal template, Cost Webinar, Cost Webinar Q&A sets and Cost Fact Sheet. Information is also posted at:

<http://www.dgs.ca.gov/pd/Programs/Leveraged/masteragreements/InformationTechnologyConsultingServices.aspx>

Question 3:

Q: What would be the effect on the 24 hour response requirement if we don't receive notification of either the opportunity for cost negotiation or commitment to lowest rate?

A: The State may proceed with award to responsive Proposers. Proposers may identify more than one person as the 24 hour contact. The State will contact the person(s) exactly as provided by Proposers.

Question 4:

Q: Our analysis of the customer references that were provided with our technical submission shows that we have achieved at least 60 points. Is there any reason this would not be the case? Did the Department have the ability to lower our technical score arbitrarily?

A: The State evaluated references in accordance to the criteria in RFP 5137002.

Question 5:

Q: Assuming for the purposes of this question that the Department has found that cost negotiations are required in Tier 1, will we be informed what the baseline rates are?

A: No.

Question 6:

Q: Assuming for the purposes of this question that we achieved at least 60 points on our technical submission, is the opportunity to elect either ((a) our own Tier 1 awarded rate, or (b) the lowest awarded rate in Tier 2) offered at the individual classification level? Stated another way, will we be required to accept all (a) or all (b) across the board or will we be able to choose (a) for those classifications where it is to our advantage, and (b) for those classifications where it is to our advantage?

A: If Proposer has scored 60 or more Technical points, Proposer may offer its own awarded rates or the lowest awarded rate in the next highest tier by classification.

Question 7:

Q: Can I mail or hand-deliver a hard copy of the Cost Proposal?

A: Yes. Should a Proposer submit multiple Cost Proposals by the due date and time, the State will deem the last received submittal as the final to be evaluated.