

Search for key words by pressing [Ctrl] + [F] on your keyboard and keying your words, then pressing [Enter]. Questions ("Q") are reproduced as received, omitting names and answers. ("A") are reproduced as written during the webinar, without change, including terminology, spelling and grammar. Modifications, if any, to the State's answers are indicated by red text.

QUESTIONS LOG

Q: is there anyone here? [Q: 9:13 AM]

Q: When is the webinar really going to start? [Q: 9:21 AM]

Q: does this start at 10am PDT? [Q: 9:23 AM]

Audience Question 1:

Q: can we get a copy of this slide deck? [Q: 10:19 AM] [A: 10:20 AM]

A: yes, it will be posted online

Audience Question 2:

Q: For the last screen shown, will an awarded Vendor know the rates for the lowest rate for the next higher tier before we make a decision as to use our tier rates or the lowest rate in the next higher tier? [Q: 10:20 AM] [A: 10:21 AM]

A: Yes

Audience Question 3:

Q: • Are rate averages calculated among bidders in an individual Tier, or an individual classification, or both? Will any rates be blended across classifications or tiers for evaluation? [Q: 10:19 AM] [A: 10:21 AM]

A: Each tier will be calculated separately, and each classification will have an established baseline by averaging all proposed rates and adding 15%.

Audience Question 4:

Q: When/how do we find out if we received 60 points or greater on the Tech and Admin section? [Q: 10:19 AM] [A: 10:21 AM]

A: After Cost Proposal evaluations.

Audience Question 5:

Q: What is the quantum of business we might expect from this RFP [Q: 10:20 AM] [A: 10:23 AM]

A: Please clarify what you mean by "quantum"

Audience Question 6:

Q: At what point in your process will proposing vendors need to choose between its offered rates and the lowest rates in the next tier? [Q: 10:20 AM] [A: 10:24 AM]

A: After cost proposal evaluations and when notified by the State

Audience Question 7:

Q: With regard to the 24 hour availability to respond --- how long after submittal do you expect it to take before you request a response? [Q: 10:20 AM] [A: 10:26 AM]

A: The State will determine the timeframe after cost proposal submissions are received and proposers will be notified

Audience Question 8:

Q: When the State allows vendors to be added to the MSA at a later date, can existing contractors update their classifications and rates? [Q: 10:20 AM] [A: 10:26 AM]

A: Existing contractors will be given an opportunity during the future application process to commit to the lowest rate(s) per hour for classification(s) which were not awarded previously.

Audience Question 9:

Q: In the last slide, you mention that we get to choose between our submitted rate and the lowest rate for next tier? Do you provide us the lowest rate for next tier before we make that selection? [Q: 10:20 AM] [A: 10:27 AM]

A: Yes.

Audience Question 10:

Q: why are these classifications chosen for IT consulting RFP [Q: 10:20 AM] [A: 10:28 AM]

A: The cost proposal classifications match the classifications identified in the RFP

Audience Question 11:

Q: Can i save the Webinar slides from here? [Q: 10:21 AM] [A: 10:29 AM]

A: The State will provide a copy

Audience Question 12:

Q: Have you given the score achieved by our company yet? If not how can we get it? [Q: 10:20 AM] [A: 10:30 AM]

A: Technical scores will be made available after the Cost Proposal evaluations are completed.

Audience Question 13:

Q: Was our score on technical in our email? [Q: 10:21 AM] [A: 10:30 AM]

A: No, technical scores will be available after cost proposal evaluations are completed

Audience Question 14:

Q: Does the cost proposal for this RFP have a 5 year(3 + 2 option years) locked in timeframe? [Q: 10:21 AM] [A: 10:33 AM]

A: RFP Section IV.B.1 (page 16) states: "...hourly rates...are guaranteed for the entire MSA term..."

Audience Question 15:

Q: Please confirm that we may use Excel 2010 [Q: 10:22 AM] [A: 10:34 AM]

A: yes

Audience Question 16:

Q: Rates can vary significantly depending on the size of project (i.e. Tier). Will DGS notify bidders for which Tier they have qualified, especially if they were bumped up to a higher Tier? [Q: 10:21 AM] [A: 10:34 AM]

A: Proposers should provide rates in the tier in which they have selected to compete in the Administrative and Technical Proposal. Should Proposers be eligible for the next highest tier for RFOs, they will be notified by the State after Cost Proposal evaluations have been completed.

Audience Question 17:

Q: Please confirm that we may use Excel 2013 [Q: 10:22 AM] [A: 10:34 AM]

A: yes

Audience Question 18:

Q: Thanks for this session, it is pretty much clear and straight forward..[Q: 10:21 AM] [A: 10:34 AM]

A: Thank you for your feedback.

Audience Question 19:

Q: Selection of Vendors that qualify from Cost Proposal is still planned for this month Jan. 2014? [Q: 10:34 AM]

A: yes

Audience Question 20:

Q: Can we have an alternate contact person added to email? [Q: 10:22 AM] [A: 10:35 AM]

A: yes, clearly identify the individuals to be contacted

Audience Question 21:

Q: The award for the cost proposal will be to companies that fall below the baseline, is that correct? And for companies that fall above will they have the opportunity to negotiate? [Q: 10:23 AM] [A: 10:36 AM]

A: Proposers' rates equal to or lower than the baseline are eligible for award. Cost negotiations may occur as determined by the percentage that achieves award

Audience Question 22:

Q: Will Bidders receive an email acknowledgment when they submit their cost proposals? [Q: 10:21 AM] [A: 10:36 AM]

A: No. It is recommended that the Proposer copies another member of their team as a potential indicator of email success.

Audience Question 23:

Q: Please provide the criteria for the point system [Q: 10:23 AM] [A: 10:36 AM]

A: Please refer to the RFP

Audience Question 24:

Q: What is the likely date of award? [Q: 10:23 AM] [A: 10:37 AM]

A: Estimated to be towards the end of January 2014

Audience Question 25:

Q: Please confirm that the only data to submit for our cost proposals is the completed excel spreadsheet [Q: 10:21 AM] [A: 10:37 AM]

A: Please submit the MS Excel cost proposal template along person available to respond within 24 hours.

Audience Question 26:

Q: The last screen "RFO", can you explain when does that occur ? [Q: 10:23 AM] [A: 10:40 AM]

A: Application of rates occurs after cost proposal evaluations have been completed

Audience Question 27:

Q: How many companies are qualified to submit Cost proposal for tier 1? [Q: 10:22 AM] [A: 10:40 AM]

A: Information relating to evaluation of proposals, including number of proposers, will be available after all Cost Proposal evaluations have been completed and awards have been posted.

Audience Question 28:

Q: Regarding the baseline computation: Is the average based on ALL responses or only those that are non-zero? [Q: 10:24 AM] [A: 10:41 AM]

A: Zeros will not be included in the average

Audience Question 29:

Q: If we have selected Tier 1 when sending the proposal. I am assuming we are during the cost proposal for Tier 1 [Q: 10:24 AM] [A: 10:41 AM]

A: Question is unclear. Please restate

Audience Question 30:

Q: The current list of vendors and prices shows tabs named "cat I , cat II, Cat II. I presume these are the 3 tiers. What is the difference between the various cat II and CAT II tabs ... there are multiple tabs for each
[Q: 10:22 AM] [A: 10:42 AM]

A: Categories are not available under this RFP. Please refer to the RFP Scope of Work.

Audience Question 31:

Q: we can't hear [Q: 10:24 AM] [A: 10:42 AM]

A: Sound is muted at this time while responding to questions in writing

Audience Question 32:

Q: If we compete in Tier1 only but later would like to participate in Tier2 .. is it possible? [Q: 10:22 AM] [A: 10:43 AM]

A: The option to compete in a higher tier may be available in a future application process. However, during this solicitation Proposers will be evaluated in the tier in which they selected to compete.

Audience Question 33:

Q: Can we approach various State departments proactively and seek business? [Q: 10:24 AM] [A: 10:43 AM]

A: RFP 5137002 has not yet been awarded. However, you may seek business by using other procurement methods available to user agencies. Please go to <http://www.dgs.ca.gov> for information about doing business for the State

Audience Question 34:

Q: When will all Q&As from both webinars be made available on BidSync? [Q: 10:23 AM] [A: 10:45 AM]

A: Webinar questions and answers will not be made available on BidSync, but they may be made available on the State's website. It is anticipated that the Q&As will be posted after both webinars have been completed.

Audience Question 35:

Q: When is the expected award for this MSA? [Q: 10:23 AM] [A: 10:45 AM]

A: This MSA award is expected to be made near the end of January.

Audience Question 36:

Q: Addendum to my 24 hour response availability question above. --- The question is driven by a possibility that different people may be available at different times - due to vacations, travel, etc. [Q: 10:23 AM] [A: 10:48 AM]

A: An alternative name and contact information may be provided. The State will send the email notification to all those identified by the Proposer.

Audience Question 37:

Q: If Tier III rates are above 15% average, what parameters are provided during negotiations to provide a new rate? [Q: 10:24 AM] [A: 10:48 AM]

A: The baseline determines eligibility for award. During negotiations, proposers who lower their rates to be equal to or lower than the baseline are eligible for award

Audience Question 38:

Q: In the event that DGS opens negotiations will the baseline change based on these negotiations [Q: 10:24 AM] [A: 10:49 AM]

A: No, the baseline established for each classification within a tier will not change

Audience Question 39:

Q: How many companies are shortlisted and how many will be finally awarded the contract? Will everybody get a chance to participate in the MSA? [Q: 10:20 AM] [A: 10:49 AM]

A: Information related to evaluations of proposals, including numbers of proposers, will be available after cost proposal evaluations have been completed and award notifications have been posted.

Audience Question 40:

Q: If a vendor bids too high on a classification, are there to opportunity to lower their bid for that classification? First a chance to lower the rate they bid, and if still too high, then an opportunity to agree to the lowest awarded rate for that classification? [Q: 10:25 AM] [A: 10:50 AM]

A: 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.

Audience Question 41:

Q: For classifications, we previously have been approved in 3 areas. On the cost proposal, can we complete in all classifications or are we limited to the ones we've previously been approved in? [Q: 10:22 AM] [A: 10:51 AM]

A: For this RFP, administratively and technically responsive Proposers may propose rates for all seven (7) classifications.

Audience Question 42:

Q: volume of business [Q: 10:23 AM] [A: 10:51 AM]

A: Can you please clarify this question?

Audience Question 43:

Q: Once the cost proposal is accepted, how do we search out for opportunities within the State? How do we develop business with the State? [Q: 10:22 AM] [A: 10:54 AM]

A: The RFP has not yet been awarded, however you may seek business opportunities with user agencies using available procurement methods. Please visit the State's website www.dgs.ca.gov to learn how to do business with the State.

Audience Question 44:

Q: If a vendor does not qualify for one or more labor classifications within the tier they are bidding then they would be still allowed to accept the lowest rates within that tier for any labor categories where they did not qualify? [Q: 10:25 AM] [A: 10:55 AM]

A: Only if the State offers the opportunity to commit to the lowest rate.

Audience Question 45:

Q: On Slide 24 (RFO Application Rates), you spoke about Tier 1, 2 and 3, could you please elaborate on what these tier refers to? [Q: 10:25 AM] [A: 10:56 AM]

A: Please see RFP Section I

Audience Question 46:

Q: Q: A slide said that you could only offer you own awarded rates or the lowest awarded rates. Can you offer a discount off your own awarded rate?

Meaning, if our rate is \$100, and the lowest is \$50, can I offer only \$50 or %100? Can we offer \$90 instead? [Q: 10:24 AM] [A: 10:56 AM]

A: During the User Agencies RFO process(es), MSA Contractors may offer rates equal to or less than the maximum hourly rate(s) as awarded and submitted in the Cost Proposal.

Audience Question 47:

Q: Should travel cost be included in the cost proposal? CA is a large state, even our in state resources might encounter travel costs. [Q: 10:24 AM] [A: 10:57 AM]

A: Please see Section VII of the RFP.

Audience Question 48:

Q: Current MSA Vendors are eligible to bid on this MSA ? Also, the LINK provided in the original RFP showing List of Vendors, List of Rates etc. - are these the current rates used or were used ? [Q: 10:26 AM] [A: 10:58 AM]

A: The current MSA rates and list of vendors is for the previously awarded RFP. RFP 5137002 will result in a different MSA with different rates and list of vendors

Audience Question 49:

Q: RFP section V.C.13, Rate Adjustments, item (b) indicates that the State may allow contractors' request for rate adjustments. Should contractors rely on this option or bid higher rates now that are valid for 3 years? [Q: 10:26 AM] [A: 10:59 AM]

A: The State recommends proposers offer the rates it believes are their best chance of achieving award

Audience Question 50:

Q: If we have selected Tier 1 when we went the RFP proposal. I am assuming we will be responding to the cost proposal for Tier 1 [Q: 10:26 AM] [A: 11:00 AM]

A: Correct. Cost proposals will be evaluated in the tier selected in the Administrative and Technical Proposal.

Audience Question 51:

Q: Does DGS have an estimate of total contracts/POs entered into by State agencies under the prior IT MSA contract? [Q: 10:24 AM] [A: 11:01 AM]

A: This question and answer session is being utilized to answer questions related to the Cost Proposal phase of RFP 5137002. Information about spend can be found on the SCPRS on the Procurement Division website. www.dgs.ca.gov or <http://www.dgs.ca.gov/pd/Programs/eprocure.aspx>

Audience Question 52:

Q: Will the state also publish this Q&A session? [Q: 10:28 AM] [A: 11:02 AM]

A: yes

Audience Question 53:

Q: Are there other other labor categories available that would be more relevant to planning projects? [Q: 10:24 AM] [A: 11:03 AM]

A: This questions and answer session is provided to answer questions related to the Cost Proposal phase. For more information related to the classifications, please refer to the RFP's Scope of Work.

Audience Question 54:

Q: When will Cost Proposal be evaluated? [Q: 10:28 AM] [A: 11:03 AM]

A: Cost evaluations will occur after receipt of cost proposals by the due date and time specified by the State

Audience Question 55:

Q: Will vendors be able to obtain a written copy of the Q&A discussion? [Q: 10:29 AM] [A: 11:04 AM]

A: yes

Audience Question 56:

Q: Will the list of questions and answers be available to proposers for future reference? [Q: 10:29 AM] [A: 11:04 AM]

A: yes

Audience Question 57:

Q: Will the State post a copy of this presentation on Bidsync? [Q: 10:30 AM] [A: 11:04 AM]

A: No, not on Bidsync. Please check the State's website

Audience Question 58:

Q: IS there a specific version of Excel DGS is using such as Office 2010, so we should not be saving in 2013 version? [Q: 10:25 AM] [A: 11:05 AM]

A: The State is using Office 2010. Please ensure if you have a newer version of Office to save the file in a compatible version.

Audience Question 59:

Q: Will the list of awardees be circulated to state agencies that want to use this contract vehicle? [Q: 10:31 AM] [A: 11:05 AM]

A: Yes, user agencies will be notified

Audience Question 60:

Q: Isn't it right that only companies who score 60 or above will be given opportunity to provide Costs? [Q: 10:31 AM] [A: 11:06 AM]

A: No. Proposers that were deemed responsive and responsible to the Administrative and Technical phase were notified to advance to costs.

Audience Question 61:

Q: If we have applied under Tier 2 and we get qualified with less than 60 points, would we be eligible for Tier 3 projects at lowest or our Tier 2 rates. [Q: 10:32 AM] [A: 11:06 AM]

A: No

Audience Question 62:

Q: What is the time period (anticipated date range) when a company representative should be available to respond within 24 hours to an inquiry? [Q: 10:24 AM] [A: 11:07 AM]

A: Award of the RFP is anticipated by the end of January 2014. Notices will go out within normal business hours.

Audience Question 63:

Q: How long does a cost proposal evaluation take to complete? [Q: 10:32 AM] [A: 11:07 AM]

A: The State estimates award by the end of January 2014

Audience Question 64:

Q: Please confirm that we may use Excel 2013 [Q: 10:22 AM] [A: 11:08 AM]

A: Excel 2013 may be used. The State is utilizing Office 2010. Please save your file in a compatible version.

Audience Question 65:

Q: sometimes our cost for the same classification may be different depending on the tier. For example, the rate for programmer may be higher on a tier 1 rfo compared to tier 2 or 3. how do we submit our costs for such scenarios? [Q: 10:33 AM] [A: 11:08 AM]

A: If awarded, pricing is the maximum. However, you may offer lower rates during the RFO process. See RFP IV.B.1, Maximum Pricing (page 16)

Audience Question 66:

Q: To compete in classifications we're not currently approved for, do we just enter a dollar figure on the excel spreadsheet? [Q: 10:34 AM] [A: 11:09 AM]

A: Enter a rate for one or more of the 7 classifications in which you wish to compete

Audience Question 67:

Q: Will DGS be providing copies of questions and answers along with the Webinar slides? [Q: 10:34 AM] [A: 11:09 AM]

A: yes

Audience Question 68:

Q: how many transactions were consumated in each tier last year [Q: 10:25 AM] [A: 11:10 AM]

A: This question and answer session will be utilized to answer questions related to the Cost Proposal phase. Information regarding spend can be found on the SCPRS reports on the State's Procurement Division website. www.dgs.ca.gov

Audience Question 69:

Q: Are the rates exclusive of expenses or included? [Q: 10:25 AM] [A: 11:11 AM]

A: Please refer to Section VII, item E, of the RFP.

Audience Question 70:

Q: what do you mean by "when the state does not achieve a 60% award rate of proposers participating in a tier"? do you mean you expect to award at least 60% of proposers in a tier? [Q: 10:35 AM] [A: 11:12 AM]

A: The State expects to make awards in each tier. The percentage of awards has not been determined.

Audience Question 71:

Q: Is the decision to offer your own rates vs. the lowest rates in the next tier determined on an RFO by RFO basis or just once and then that is it for the duration of the contract? [Q: 10:26 AM] [A: 11:13 AM]

A: The choice will be given once and will be provided at the time of award to any Proposer(s) which may be successful in the next highest tier.

Audience Question 72:

Q: 24 hrs response time seems restrictive based on weekends, holidays, possible meetings and travel.. [Q: 10:26 AM] [A: 11:15 AM]

A: The RFP may be awarded by the end of January 2014. Any notifications will be sent during normal business hours.

Audience Question 73:

Q: A slide said that you could only offer you own awarded rates or the lowest awarded rates. Can you offer a discount off your own awarded rate?

Meaning, if our rate is \$100, and the lowest is \$50, do I have to offer only \$50 or \$100? Can I offer \$90 instead? [Q: 10:37 AM] [A: 11:15 AM]

A: As described in the RFO Application of Rates slide, if eligible, you can only choose one option: either your own awarded rate OR the lowest rate in the next highest tier.

Audience Question 74:

Q: Can you please explain the concept of moving up to the next tier if we match the lowest price again? [Q: 10:28 AM] [A: 11:17 AM]

A: Moving to the next highest tier is only available to Proposers Administratively and Technically responsive/responsible and achieving a technical score of 60 or higher. For more information, please refer to pages 26-27 of the RFP.

Audience Question 75:

Q: Do you have any process in place to prevent companies from submitting 'low ball' cost proposal which will incorrectly skew the average cost? [Q: 10:37 AM] [A: 11:18 AM]

A: Pursuant to RFP IV.B.1 (page 16), the rates awarded by proposers "are guaranteed for the entire MSA term as the maximum hourly rates to be charged to user agencies...." Also, the baseline is calculated as the average plus 15%.

Audience Question 76:

Q: Can multiple email contact information be put when submitting cost proposals [Q: 10:39 AM] [A: 11:18 AM]

A: yes

Audience Question 77:

Q: Thank you for taking the time necessary to present this information and provide answers to our questions on cost proposals for RFP 5137002. We recognize that this took a good deal of time in preparing the slide show as well as considering and responding to our questions. Thank You! [Q: 10:28 AM] [A: 11:19 AM]

A: Thank you for providing your feedback.

Audience Question 78:

Q: Can two point of contacts be designated to avoid missing the 24 hr response deadline [Q: 10:28 AM] [A: 11:20 AM]

A: Proposers may provide an alternate name and contact information. The State will contact both people identified.

Audience Question 79:

Q: Can we submit an update to our cost proposal before the deadline? [Q: 10:40 AM] [A: 11:21 AM]

A: Yes, before the deadline for receipt. RFP VII.B.8 (page 30) states "...the State will deem the last received submittal as the final to be evaluated."

Audience Question 80:

Q: Will these questions and answers from this session and next session be posted online? [Q: 10:41 AM] [A: 11:21 AM]

A: yes

Audience Question 81:

Q: I have to say that this new IT MSA RFP was well thought out and very organized [Q: 10:42 AM] [A: 11:21 AM]

A: thank you

Audience Question 82:

Q: Can you please explain how the opportunity to commit to the lowest rate impacts Tier 3 proposers again? [Q: 10:26 AM] [A: 11:22 AM]

A: If the opportunity to commit to the lowest rate in Tier 3 is offered, eligible Tier 3 Proposers may commit to the lowest Tier 3 classifications rates.

Audience Question 83:

Q: If we qualify for 6 of 7 classification, will the government allow us to negotiate the rate for the 7 classification if our rate was outside of the range [Q: 10:46 AM] [A: 11:22 AM]

A: Only if cost proposals are negotiated

Audience Question 84:

Q: How many respondents met the admin and tech requirements [Q: 10:30 AM] [A: 11:23 AM]

A: Information pertaining to evaluations will be available after Cost Proposals have been evaluated and award notices have been posted.

Audience Question 85:

Q: Can we submit an update to our cost proposal before the deadline? [Q: 10:54 AM] [A: 11:24 AM]

A: Yes, before the deadline. RFP VII.B.8 (page 30) states: "...the State will deem last received submittal as the final to be evaluated."

Audience Question 86:

Q: When will DGS complete the cost proposal evaluations and communicate results? [Q: 10:55 AM] [A: 11:24 AM]

A: The State estimates award toward the end of January 2014

Audience Question 87:

Q: Cost negotiations will be done only if state does not receive 60% approval? If the 60% is achieved, the state will not entertain any negotiations? [Q: 10:31 AM] [A: 11:25 AM]

A: By Tier, if the State achieves 60% of award, the State will provide an opportunity for eligible Proposers to commit to the lowest rates per hour.

Audience Question 88:

Q: How many responses did DGS receive for opportunity [Q: 10:31 AM] [A: 11:26 AM]

A: Information pertaining to evaluations, including number of Proposers, will be available after Cost Proposal evaluations and award notifications have been posted.

Audience Question 89:

Q: May we submit our cost proposal in Excel 2010 or Excel 2013? [Q: 10:32 AM] [A: 11:27 AM]

A: The State is utilizing Office 2010. Office 2013 may be utilized, but Cost Proposals should be saved/submitted in a compatible version.

Audience Question 90:

Q: What will be the tentative award date for the qualified vendors? [Q: 10:32 AM] [A: 11:27 AM]

A: The State anticipates posting award notices near the end of January 2014.

Audience Question 91:

Q: Can you please confirm that the following is correct. If less than 60% of bidders qualify then the State will negotiate rates with those bidders that did not qualify....up to the point where they have 60% qualifying. If 60% of bidders qualify then the State will not negotiate with non-qualifying bidders but will instead offer them a chance to accept the lowest qualifying rate within classifications. Is this correct? [Q: 11:00 AM] [A: 11:29 AM]

A: For the question on negotiations, please RFP Section VII.B that states "...If, after negotiations, the state cannot achieve a 60% award level, it may terminate negotiations and proceed with award to Proposers who met the original baseline for award." The option to commit to the lowest rates is only available if the State does not negotiate cost proposals (see RFP Section VII.C (page 27))

Audience Question 92:

Q: How many vendors does the State plan to select? [Q: 10:33 AM] [A: 11:29 AM]

A: The State will award MSAs to all Proposers deemed administratively and technically responsive and those that submitted costs within the baseline award range for classification(s) competed.

Audience Question 93:

Q: When will DGS complete evaluations and provide results? [Q: 11:00 AM] [A: 11:30 AM]

A: The State estimates award toward the end of January 2014

Audience Question 94:

Q: When does DGS anticipate completion of cost proposal evaluation and next communications? [Q: 10:35 AM] [A: 11:30 AM]

A: The State anticipates award of the MSAs by the end of January 2014.

Audience Question 95:

Q: Is the statement lowering rate equal to baseline price will be awarded? [Q: 10:54 AM] [A: 11:31 AM]

A: Question is unclear and participant has left. Please see questions regarding the baseline in this Q&A

Audience Question 96:

Q: what do you mean by "negotiation" ? what do you do in the event of negotiation? [Q: 10:50 AM] [A: 11:32 AM]

A: Proposers will be given one opportunity to lower their rates within the baseline to achieve award. Please see Cost Fact Sheet and RFP Section VII.B and C (page 27)

Audience Question 97:

Q: Thanks for putting together this webinar. Nicely done! [Q: 10:47 AM] [A: 11:32 AM]

A: thank you

Audience Question 98:

Q: so after cost proposal evaluations and when notified by the State, each company will know its score, have rate information about higher tier, and then be able to select between choosing its offered rates and lowest rates in next tier? Just want to make sure we understand [Q: 10:36 AM] [A: 11:33 AM]

A: For Proposers eligible to achieve award in the next highest tier, the State will contact said Proposers and provide the lowest rate(s) per hour in the higher tier. Proposers can use that information to select their own rate(s) or the lowest hourly rate(s) for the next highest tier.

Audience Question 99:

Q: Is it possible to send the Link of Q&A of Both Webinars to the Participants [Q: 10:46 AM] [A: 11:33 AM]

A: The State will post the Q&A on its website

Audience Question 100:

Q: skill levels vary even within these classifications. Will prices vary if we are awarded [Q: 10:37 AM] [A: 11:35 AM]

A: The awarded rates will be the maximum rates per hour. During the RFO process, MSA Contractors may offer lower than the maximum rates per hour.

Audience Question 101:

Q: Can you disclose how many companies qualified for Administrative & Technical in each tier? [Q: 10:38 AM] [A: 11:35 AM]

A: Information regarding evaluations and numbers of proposers will be available after Cost Proposal evaluations have been completed and award notices have been posted.

Audience Question 102:

Q: Will all Questions and answers be posted somewhere after both Webinars? [Q: 10:40 AM] [A: 11:36 AM]

A: Yes; Q&As will be posted on the State's website.

Audience Question 103:

Q: Opportunity to commit to lowest hourly awardee rate .. when will this happen? [Q: 10:40 AM] [A: 11:37 AM]

A: This will occur by Tier when the State achieves 60% or more award rate.

Audience Question 104:

Q: Can we submit Cost Proposal soon such as today itself? [Q: 10:41 AM] [A: 11:37 AM]

A: Yes.

Audience Question 105:

Q: Does this ITMAS replace or substitute CMAS ? [Q: 10:45 AM] [A: 11:39 AM]

A: This question and answer session is provided to answer questions related to RFP 5137002 Cost Proposal phase. Please visit the State's Procurement Division website for information pertaining to leveraged procurements.

Audience Question 106:

Q: Please clarify the process for a vendor to still gain a classification if they initially bid too high on this response. [Q: 10:59 AM] [A: 11:39 AM]

A: 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.

Audience Question 107:

Q: Where can we find a list of the current vendors, tiers and costs? [Q: 10:46 AM] [A: 11:40 AM]

A: On the State's Procurement Division website. www.dgs.ca.gov

Audience Question 108:

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. [Q: 10:52 AM] [A: 11:43 AM]

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.

Audience Question 109:

Q: Will you provide a link via email to the site where the presentation and Q/A will be posted? Or can you provide the link now? [Q: 10:46 AM] [A: 11:43 AM]

A: Information will be provided on the State's Procurement Division website, under the IT Consulting Services MSA.

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

Audience Question 110:

Q: In the event our hourly rate exceeds by 15% of the average rate in all the classification. Do we still get the option to comply with the average base rate within 24 hours? [Q: 10:49 AM] [A: 11:43 AM]

A: Only if cost proposals are negotiated.

Audience Question 111:

Q: Please review the last section on Tier Rates again [Q: 10:19 AM] [A: 11:44 AM]

A: The participant has already left. You may log-in to the second session of this Webinar today - 2:00pm Pacific Time.