

Search for key words by pressing [Ctrl] + [F] on your keyboard and keying your words, then pressing [Enter]. Questions (“Q”) are reproduced as received minus 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

Audience Question 1:

Q: Will you provide a copy of the cost proposal webinar presentation? [Q: 2:21 PM] [A: 2:21 PM]

A: yes

Audience Question 2:

Q: If negotiations occur, may a company negotiated a rate that is higher than the lowest offered rate? [Q: 2:21 PM] [A: 2:21 PM]

A: no

Audience Question 3:

Q: Re: the ability to offer own or lowest awarded rate for next highest tier - if the vendor qualifies to do this, will that company have awards in both tiers or only the highest tier? [Q: 2:20 PM] [A: 2:22 PM]

A: Proposers meeting this condition will be able to participate in RFOs in the next higher tier and any tiers below that tier.

Audience Question 4:

Q: our sound is out not sure if it is us or system [Q: 2:23 PM] [A: 2:24 PM]

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

Audience Question 5:

Q: Should the hourly rate be inclusive of any travel related costs? [Q: 2:23 PM] [A: 2:25 PM]

A: Please see Section VII of the RFP.

Audience Question 6:

Q: with the cost proposal due on Monday Jan 13th, when can we expect to see the Q&A from both of today's sessions [Q: 2:23 PM] [A: 2:26 PM]

A: It is anticipated that the Q&As will be posted after both webinars have been completed.

Audience Question 7:

Q: Our sound seems to be out as well [Q: 2:25 PM] [A: 2:27 PM]

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

Audience Question 8:

Q: Is the baseline rate used for anything other than determining the bids that qualify for award without negotiation? Is it an optional rate to accept? [Q: 2:20 PM] [A: 2:27 PM]

A: Yes, the baseline serves more than one purpose. It determines the maximum chargeable rate for a classification in a tier and eliminates any proposers who bid above that amount.

Audience Question 9:

Q: In the earlier presentation you stated that you would provide this presentation on-line to the attendees. Where would this document be posted? [Q: 2:21 PM] [A: 2:28 PM]

A: On the State's website

Audience Question 10:

Q: How will we know what we achieved on the technical score? [Q: 2:26 PM] [A: 2:29 PM]

A: Technical scores will be available after cost proposal evaluations are complete.

Audience Question 11:

Q: In the earlier presentation you stated that you would provide this presentation on-line to the attendees. Where would this document be posted? [Q: 2:21 PM] [A: 2:30 PM]

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 12:

Q: We assume that the tier we are costing the tier we applied for since we received a "your proposal has been found responsive to the technical requirements" [Q: 2:21 PM] [A: 2:30 PM]

A: Proposers should provide rates per hour for the tier which was selected in the Administrative and Technical Proposal.

Audience Question 13:

Q: Are we required to submit the Cost Proposal Checklist from the RFP when we submit our cost proposal? [Q: 2:21 PM] [A: 2:32 PM]

A: No. Proposers do not need to submit a checklist.

Audience Question 14:

Q: After we submit our Cost Proposal, how can we receive confirmation it has been received by DGS? [Q: 2:21 PM] [A: 2:32 PM]

A: It is recommended that the Proposer copies another member of their team as a potential indicator of email success.

Audience Question 15:

Q: Is the option to take the lowest rate in the next Tier up by a given position classification or do we have to take the lowest rate from any Tier 3 winner for all 7 of the classifications? [Q: 2:21 PM] [A: 2:32 PM]

A: Only proposers who have achieved a minimum of 60 points are allowed to bid the lowest hourly rates awarded in the next tier up by a given position classification(s). If you do not achieve 60 points, this option is not available. The second part of your question does not apply.

Audience Question 16:

Q: Negotiations is really having the opportunity to accept the lowest offer rate, correct? [Q: 2:23 PM] [A: 2:34 PM]

A: No. Negotiations will provide an opportunity to Proposers that are above the baseline for that classification to lower proposed rates within the baseline to achieve award.

Audience Question 17:

Q: At the RFO level, the choice to pick our own rates or the lowest rate in the tier, this happens after the MSA is awarded and after we know what our rates are and the lowest rates are. Right? [Q: 2:22 PM] [A: 2:34 PM]

A: Yes, only if proposer has achieved 60 or more technical points.

Audience Question 18:

Q: Does the State assume the Rates for a higher tier will be higher? What happens if a tier one company is within the baseline in tier one and qualifies for tier two, but their rates are too high in tier two? If the State is making this assumption, isn't it unfair to the company that qualifies and will work in the higher tier, but is competing at lower costs for this RFP? [Q: 2:23 PM] [A: 2:40 PM]

A: First question: No, the State does not make any assumptions about the rates proposed. Second question: the proposer may elect to offer their own awarded rate or the lowest awarded rate in the next highest tier. Third question: the State advised all proposers to seek the highest tier for which they could achieve award.

Audience Question 19:

Q: Please confirm - we submit only ONE cost sheet for the Tier for which we are applying. For example, if we apply only for Tier 3 and win award, our Tier 3 rates are good for work in Tiers 1, 2, and 3, correct? [Q: 2:26 PM] [A: 2:40 PM]

A: Yes, submit only one cost proposal for the tier that you selected in your Administrative and Technical Proposal.

Audience Question 20:

Q: Note: Presentation was included in your DGS email last night. [Q: 2:31 PM] [A: 2:41 PM]

A: Yes, a cost proposal walkthrough/slide show was included in the email notice.

Audience Question 21:

Q: To further clarify if I as a vendor proposed at Tier 2 but the points granted to me allow to slip up to Tier 3 and I am fine with the rates on 5 of the 7 job classifications but would like to switch to the lowest awarded rate for Tier 3 in the other 2 classification can I or is it all or nothing across all 7 classifications. [Q: 2:25 PM] [A: 2:41 PM]

A: Negotiations will only permit Proposers with rates per hour outside of the baseline one (1) opportunity to lower rates per hour within the baseline. Once awarded, if a Proposer achieved 60 or more points in the Technical evaluation for this MSA will be allowed to compete in RFOs in the next highest tier. At that time, the MSA awardee may choose to bid either their awarded tier rates or the lowest awarded hourly rates of the next highest tier.

Audience Question 22:

Q: Where do we indicate the rate for the optional tier if we achieve the necessary technical score? [Q: 2:31 PM] [A: 2:42 PM]

A: Proposers should provide rates per hour for the tier which was selected in the Administrative and Technical Proposal. The State will contact Proposers eligible to achieve award in the next highest tier after cost proposal evaluations are complete.

Audience Question 23:

Q: Will all proposers who pass the Administrative and Technical Proposal ultimately be given the opportunity to accept the lowest offered rate? [Q: 2:31 PM] [A: 2:42 PM]

A: No. Only if cost proposals are not negotiated.

Audience Question 24:

Q: If a bidder submits pricing for Tier 3, will those prices be included in determining the baseline for Tiers 1 and 2? [Q: 2:44 PM] [A: 2:45 PM]

A: No, only for tier 3