

Project Slingshot

E-Resource RFP Offeror's Conference Q & A

December 8, 2016

9:00 a.m. to 10:00 a.m.

Q: Is the intention of this RFP for the initial build only and then maintenance? How would that work?

A: The RFP asks for proposers to describe the ability to sustain this project on an ongoing basis. The RFP also asks if there are going to be any recurring fees beyond the initial build, to include a description of those fees so that we have a good idea of the ongoing costs. Based on these RFQ questions, proposers who have good sustainability plans, lower recurring fees, and the ability to host and maintain the system are likely to score more points in this section than proposers who do not.

Q: Is this going to be a universal site or is it also going to be personal? Would a user need to create an account?

A: We're unsure at this point, but will have a better sense after evaluating the responses to the RFP. If there are specific features that a proposer believes will add value, please include them in the proposal along with any additional related costs to the overall project.

Q: What is the thinking on getting adoption? How would the marketing component tie into this?

A: The Project Slingshot and the workforce boards are all invested in this system and will be publicizing it throughout the Capital Region. We believe the entrepreneurial and startup resource providers will find value in the system and will utilize it. We also think the system will be an effective tool in generating business for resource providers, and connecting more rural area resources with the urban core.

Q: You had mentioned sustainability and the recurring fees that we should include in the proposal. Could those fees be used for technology licensing?

A: Yes. Whatever the ongoing fees or costs that are needed to maintain the system beyond the initial implementation if those fees/costs are expected to be paid by Project Slingshot.

Q: In the purpose you talk about the system being for startups and entrepreneurs. Can you help us understand what you mean by entrepreneur?

A: This can be interpreted broadly and includes anything from a startup or microenterprise to a more established small business.

Q: Around the proposal template: is what we have in these documents what you are looking for? How many specific pages are looking for and does that include graphics and tables, etc.

A: We don't have a page limit in the RFP, but please try to be clear and concise. You may include graphics or other illustrations that help clarify your proposal.

Q: About ongoing sustainability: Are you looking for a resource for ongoing updates and maintenance or are you looking to take this on yourselves? If that is the case, are you looking for an instructor lead or web based training?

A: For the first part of your question, it depends on what kinds of responses we receive. The workforce boards are interested in creating this system and passing it on to an organization that finds value in hosting and maintaining the system. Technically the federal government owns it as it is being created with federal funds. In addition, these are one-time funds and any continuing funding will be dependent on additional funds being made available.

Q: Working with CMS (Content Management System) we would use, typically we would follow up with your team to give you some instruction on how to get updates and handle maintenance. Is that something you want to do in person or set up web based training?

A: Either method may work. The method selected will depend on the responses that we receive. Our preferred option is to fund an entity to host and maintain the system.

Q: When you talk about passing it on to an organization that find value in the system, do you have an organization or type of an organization in mind?

A: No, but there is some belief that there are organizations that operate in the entrepreneurial resource space that would find value in hosting the system and generating more business from it. If no organization is interested in hosting and maintaining the system, then we will look at other options.

Q: Do you have a website where you want this resource to placed or would the website be included as part of this project?

A: It would be included as part of this project.

Q: Does the website need to be accessible in different languages? If so, which?

A: This is not a requirement, but if a proposer is capable of including this or other features that add value, then please include them in your proposal.

Q: Is there an event or a date for the launch that would help us give us a target date? Do you have a specific timeline in mind?

A: We don't have a specific timeline in mind for launch, but an accelerated timeline is preferable.

Q: You mentioned submitting via email but do you require a live signature?

A: We will accept an electronic signature for the proposal.

Q: Does that apply to the prequalification documents as well?

A: No, it doesn't. Wet signatures are required for prequalification documents.

Q: Is there a perspective that this project will work with the other funded projects or a desire of how that will come together?

A: There are two RFPs out and both have the same project start dates. The first RFP is for different types of services. All of those services will be included on this electronic system once it is up and operational.

Q: Are there additional RFP releases that are going to tie in with this as well?

A: We don't anticipate any additional Slingshot RFPs beyond the current two, unless we receive additional funding.

Q: Might there be an opportunity to cover a larger geography than the nine county regions?

A: Yes. We will be evaluating the capability to expand this system beyond the nine county region. Once the project is successful, it is possible the State will want to expand it beyond the nine county region.

Q: If we submitted the prequalification documents for the previous RFP, do we also need to submit them for this RFP?

A: No

Q: In the proposal you indicated that you completed the initial mapping and inventory of the resources available. Are you able to provide that list?

A: Certainly we can and have attached them to these Q&A's.