

# Questions and Answers

## 22nd Century Technologies, Inc.

### Questions for RFP#R10-1105\_Staffing Services and Related Solutions

*Shikha Sharma, Sep 22, 2020 2:54 PM CDT*

1. What is the estimated budget for this RFP? If unknown, please provide the previous spending. 2. Please disclose the incumbents' name and if possible please provide the incumbent proposals? 3. To offer you competitive pricing, please share the incumbents' cost proposal. 4. How many awards does the Region 10 ESC plan to make? 5. Describe how vendors under contract will receive a fair share of business without vendor rotation of job orders implemented in the procurement process? 6. Does the Region 10 ESC has set any subcontracting goal for MWBE/SBE/DBE/HUB certified firms? 7. Refer to "Attachment B: Staffing Price List" is it acceptable if the vendors provide the positions categories only rather than job position. 8. It is our understanding that the pricing for the services such as Managed Service Solutions and Other Related Services and Solutions are needed to be addressed in Attachment B - Services & other discounts. Is it correct? 9. How many staff is currently working under the current contract? 10. Is it possible for the Region 10 ESC to extend the due date? 11. When the addendum of Q&A will release? 12. Refer to question #38 on page #20 – Do the vendors need to provide the spending of marketing for the first 3 years?

*Clint Pechacek, Sep 29, 2020 8:29 AM CDT*

1. This RFP is for Indefinite Quantity/Indefinite Delivery. This is a new contract and therefore there is no previous spending to share. 2. There is no incumbent. 3. There is no incumbent. 4. As stated in the RFP, Region 10 reserves the right to single or multi award this RFP. Region 10 intends to award the fewest number of companies possible to meet its own needs and the needs of the Equalis Cooperative membership. 5. Vendors will market to agencies themselves with the help of Equalis, Region 10 and Equalis do not dictate the purchasing process of member agencies. 6. Region 10 ESC itself does not and will not award points based off this criteria. However, many agencies do and therefore we ask for this information on their behalf. 7. Vendors may submit pricing in the format that best reflects their pricing. 8. All pricing should be included in Attachment B - Pricing. 9. There is no current contract. 10. Region 10 will not extend the due date. 11. September 29th. 12. No, vendors should provide their estimated revenue through this contract for the next three years should they be awarded.

## Acro Service Corporation

### Pricing

*Doug Cloutier, Sep 22, 2020 11:08 AM CDT*

Please clarify that the pricing for the executed agreement will ONLY be the 'not to exceed' bill rate as calculated in Column I of Attachment B.

*Clint Pechacek, Sep 29, 2020 9:02 AM CDT*

The not-to-exceed price will be the markup given in columns E and F. The pricing in columns I and J are examples only to show what the markup would result in given a \$100 base pay rate.

### Pricing

*Doug Cloutier, Sep 22, 2020 11:09 AM CDT*

Are we providing the pricing by job title, 'not to exceed' bill rate, and by State, or is there additional information required (e.g. markup)?

*Clint Pechacek, Sep 29, 2020 9:00 AM CDT*

Please see Attachment B, markup and overtime markup are required.

## Austin Staffing, Inc.

### Number of Each Position

*Natasha Taylor, Sep 21, 2020 9:01 AM CDT*

How many of each position do you expect for estimating?

*Clint Pechacek, Sep 29, 2020 8:09 AM CDT*

This is a contract for indefinite Quantity and Indefinite Delivery. We cannot give an estimate, as this contract will potentially be available nationally.

## Not To Exceed

*Natasha Taylor, Sep 21, 2020 7:26 PM CDT*

What is the limit of price that you are looking for not to exceed?

*Clint Pechacek, Sep 29, 2020 9:03 AM CDT*

The not-to-exceed price is to be proposed by the vendors. Region 10 does not put limits on pricing, however this is a competitive proposal and lower not-to-exceed pricing will generally result in a higher Products/Pricing score.

## Bonfire

### Question - multiple entitites

*Jennifer Mangan, Sep 21, 2020 2:02 PM CDT*

The ESS family of companies serves Partner Districts in 29 states across the Nation. Through our company entities we would like to be able to serve Equalis member districts all across the country. To this end how would you like to for us to delineate all of our entities in our response to this RFP so that they could all be included if we are fortunate enough to be awarded?

*Clint Pechacek, Sep 29, 2020 8:08 AM CDT*

It is up to the vendor to determine how best to represent their company structure within the response to the RFP. Without knowledge of the company structure, Region 10 cannot advise vendors on how to respond.

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## COGENT Infotech Corporation

## Questions related to RFP# R10-1105 - Staffing Services and Related Solutions

*Justin Acord, Sep 16, 2020 4:27 PM CDT*

1. Is there any incumbent for this contract or is this for a new contract? If yes, can you please let us know the name of incumbents, their hourly rate and historical spend? 2. What's the anticipated award date for this contract? 3. Are we required to provide benefits to the temporary staff? If yes, what minimum benefits must we provide? 4. Is it compulsory to bid on all the categories, namely - Education Staffing, Government and Other Staffing, Managed Service Solutions, and Other Related Services and Solutions? We are a staffing company, can we bid on just the staffing categories - Education Staffing, and Government and Other Staffing? 5. We can provide only two (2) services (1. temporary-to-hire services, and 2. direct hire services) listed under the category Other Related Services and Solutions. Can we bid on just these two (2) services? If we can, where and in what format do we provide our pricing for the same? 6. Can you please provide the list of positions that may be requested under Education Staffing (Instructional staffing, Nursing staffing, Non-Instructional Staffing) and Government and Other Staffing along with their job descriptions? 7. We can and are willing to provide our services in the States of Arizona and New Jersey too. It's our understanding we are required to submit DOC #11, DOC #12, DOC #13, DOC #14, DOC #15, DOC #16 in our proposal. Please confirm. 8. It's our understanding that we are not required to submit Attachment C: STATE NOTICE in our proposal. Please confirm.

*Clint Pechacek, Sep 29, 2020 8:21 AM CDT*

1. This is a new contract. 2. October 21st. Please see the schedule given in the RFP. 3. Vendors must know and follow the benefit requirements of the state they are doing business in. Region 10 does not require more than each state does for this contract. 4. No, as stated in the RFP, vendors may respond to any or all of the categories listed. 5. Please see answer to the question above. Pricing should be provided in the Excel attachment for pricing. 6. This is an RFP for Indefinite Quantity Indefinite Delivery. Job descriptions will be provided by any public agency who makes use of the contract. 7. That is correct. 8. That is correct.

## Questions related to RFP# R10-1105 - Staffing Services and Related Solutions

*Justin Acord, Sep 21, 2020 2:15 PM CDT*

Are we required to include Appendix E: VENDOR CONTRACT AND SIGNATURE FORM in its entirety (page # 23 - 35) or just the CONTRACT SIGNATURE FORM (page # 35) in our proposal?

*Clint Pechacek, Sep 29, 2020 8:07 AM CDT*

Appendix E should be included in its entirety in your proposal.

## Questions related to RFP# R10-1105 - Staffing Services and Related Solutions

*Justin Acord, Sep 21, 2020 2:57 PM CDT*

D. GENERAL TERMS AND INSTRUCTIONS TO RESPONDENTS > II. Proposal Format > "Responses should be consolidated into one PDF file for the RFP response, one PDF file for the Attachment A (Equalis Group Exhibits) response and one Excel file for the Attachment B (pricing) response." It's our understanding that we need to submit our proposal in three (3) parts: 1) one PDF file for the RFP response; 2) one PDF file for the Attachment A (Equalis Group Exhibits); 3) one Excel file for the Attachment B (pricing). However, the portal does not have any tab for uploading PDF file for the Attachment A (Equalis Group Exhibits). Should we include Attachment A (Equalis Group Exhibits) in our RFP response (part 1)?

*Clint Pechacek, Sep 29, 2020 8:06 AM CDT*

The first page of Attachment A should be included in the RFP response (part 1).

## ESS South Central, LLC

### Question - multiple entitites

*Jennifer Mangan, Sep 21, 2020 2:02 PM CDT*

The ESS family of companies serves Partner Districts in 29 states across the Nation. Through our company entities we would like to be able to serve Equalis member districts all across the country. To this end how would you like to for us to delineate all of our entities in our response to this RFP so that they could all be included if we are fortunate enough to be awarded?

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vendors on how to respond.

## Trigyn Technologies Inc.

### Clarification Questions

*Alok Bhardwaj, Sep 17, 2020 2:55 PM CDT*

• How many current members / contract users does Equalis/Region 10 have who have purchased products or services from any of the Co-Op contracts that are already in place? • Would companies awarded contracts through this solicitation have access to lists of organizations who currently make purchases through other Equalis/Region 10 contracts to support our marketing of the contract that might result from this solicitation?

*Clint Pechacek, Sep 29, 2020 8:12 AM CDT*

Equalis does not make purchaser/membership lists publicly available. Yes, awarded vendors may request membership lists from Equalis.