

RFP #: RFP763-19-0318-DB

SUBMITTAL DUE DATE: April 15, 2019, 2:00 pm, local time

TITLE: Software as a Service

DATE: April 10, 2019

Addendum #2

Please note the following clarifications are hereby made to the aforementioned RFP.

Questions and Answers

Question 1: Do you have an evaluation rating matrix (points) for each item listed in the RFP?

Answer 1: Items 2.3.1-2.3.8 will be evaluated on a red, yellow and green scale. All areas are equally weighted.

Question 2: We do not meet the criteria of customers with institution-wide adoption of SaaS for managing core labs. Will we be disqualified?

Answer 2: No. However, the evaluation committee will take this into consideration when scoring your submission.

Question 3: We do not meet the criteria of customers with full integration of SaaS with institutional financial systems. Will we be disqualified?

Answer 3: No. However, the evaluation committee will take this into consideration when scoring your submission.

Question 4: We request the opportunity to do an online demo of our new modules.

Answer 4: Once the committee has evaluated the submissions they will determine if they feel demo are necessary.

Question 5: Can you please explain the question below in detail. Since we are providing a Software as a Service to core facilities and not instruments or consumables to core facilities.

2.3.5 Level of knowledge and experience providing services to core laboratories (including software, instrumentation, consumables, etc.)

Answer 5: It is expected that the SaaS platform be able to provide for scheduling and tracking of equipment use, be able to keep track of and charge for consumables used, be able to provide for inventory tracking and so on.

Question 6: What is the evaluation rating score/points for each of the points listed from 2.3.1 to 2.3.8?

Answer 6: Each of the items will be evaluated on a red, yellow and green scale. All areas are equally weighted.

Question 7: Do we need a HUB subcontracting plan (HSP) for this RFP? Since in section 2.5 it states that we need to submit, however, as part of the per-bid meeting we were briefed that we do not need to submit it.

Answer 7: No HSP is required as stated in the RFP.

UNTS has determined that subcontracting opportunities (check one) are probable are not probable under the agreement.

Question 8: Under section 5.3 (scope of services). We are not supposed to provide the information below about our customers.

Answer 8: I would recommend reaching out to your customer base and see which ones would allow you to share the information.

Question 9: Estimated annual value of transactions processed by customers via the SaaS

Answer 9: We are asking for an idea of the amount of revenue processed in the form of invoices paid through interaction with the service and the contracting organizations' financial system and third party credit card processors. We are also using this question to gauge the breadth of familiarity suppliers have with core lab operations, user experiences, needs and challenges.

Question 10: Can the RFP submission deadline be extended by a couple of days or so since you need a physical copy to be mailed.

Answer 10: We are under time constraints and will not be able to extend the deadline.

Deborah Brennan

Issued by

4/10/2019

Date

-End of Addendum-