



**State of Oklahoma
Office of Management and Enterprise
Services/ ISD Procurement**

Amendment of Solicitation

Date of Issuance: 03/26/2015 Solicitation#: 04000000151
 Requisition No. _____ Amendment No. 005

Hours and date specified for receipt of offers is changed: No Yes, to: _____ CST/CDT

Pursuant to OAC 580:15-4-5©, this document shall serve as official notice of amendment to the Solicitation identified above. Such notice is being provided to all suppliers to which the original solicitation was sent. Suppliers submitting bids or quotations shall acknowledge receipt of this solicitation amendment prior to the hour and date specified in the solicitation as follows:

- (1) Sign and return a copy of this amendment with the solicitation response being submitted; or,
- (2) If the supplier has already submitted a response, this acknowledgement must be signed and returned prior to the solicitation deadline. All amendment acknowledgements submitted separately shall have the solicitation number and bid opening date printed clearly on the front of the envelope.

ISSUED BY AND RETURN TO:

Office of Management and Enterprise Services

ISD Procurement Attn: Hurtisine Franklin
 3115 N. Lincoln Blvd.
 Oklahoma City, OK 73105

Hurtisine Franklin
 Contracting Officer
(405) 521-6419
 Phone Number
Hurtisine.Frankln@omes.ok.gov
 E-Mail Address

Description of Amendment:

a. This is to incorporate the following:

Submitted by Julian Munoz

Question

In Attachment G - Value Added Plan, please clarify what ODAFF desires to see for each claim with respect to "Schedule Impact"? "A unit of measure for the cost" is unclear.

Response

As presented and discussed in the Vendor Pre-education meeting and the Pre-bid Conference

Power Point Presentation

Slide #2

Nextgov defines Performance Based contracting as a process in which the client defines a need to be addressed and **allows suppliers the opportunity to present a solution to the need**. Performance Based contracting is also referred to as Best Value contracting.

b. All other terms and conditions remain unchanged.

Supplier Company Name (PRINT)	Date
Authorized Representative Name (PRINT)	Title
	Authorized Representative Signature



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Basically, **this allows the suppliers to utilize their expertise to solve the client's need.** PIPS has enhanced the Best Value process by utilizing common sense, natural laws and dominant information while releasing all attempts to manage, direct and control the vendor.

Slide #25

The Value Added submittal is another area that allows the state more flexibility than our traditional request for proposal process. A traditional RFP will contain a scope of work to be performed. **The traditional approach assumes that the client knows exactly what is required for success and only what is within scope can be purchased.** Anything outside of the "scope" will not be considered and if it were the client would be guilty of "scope creep".

The Best Value – **PIPS process acknowledges that the client knows what they are trying to achieve but may not know how to get the optimum results.**

The PIPS process utilized the Value Added component to invite suppliers to share their good ideas that may be technically outside of the scope. Value Added services **can be no cost services that are offered or could have an additional cost above and beyond what was submitted within the cost proposal.**

If the Value Added product or service has a cost to the client, it should not be included in the cost associated with the scope but identified within the Value Added, 2 page submission.

The Value Added submission allows suppliers to share ideas that while technically outside of the scope, would benefit the client by offering a return on the additional investment. In the example here, the scope was to build a building.

The Value Added proposition is for the contractor to monitor the building for the first year and to make recommendations to extend the life of the building.

The client is able to identify Value Added proposals that would be of interest, should funds become available, prior to award. In this case, we could add on services to monitor the building performance without having to go out for another competitive bid.

Please note the following:

Page 27, Attachment B- Post Implementation Costs-Fixed Rate

Pricing should be provided as follows:

Cost of Implementation –Cost-Fixed Rate

Cost of 9 optional renewal years - Cost-Fixed Rate

Richa Malhotra

Thank you for your interest in the State of Oklahoma Department of Agriculture Food and Forestry PIPS Project -RFP 04000000151. Procurement's correspondence and registration records indicate that HCL America/HCL Technologies did not respond to the Sources Sought Notice and did not participated the Vendor Pre-Education meeting/training or the Pre-bid Conference.

Procurement's correspondence and registration records indicate that HCL America/HCL Technologies did not respond to the Sources Sought Notice and did not participated the Vendor Pre-Education meeting/training or the Pre-bid Conference. A copy of the Power Point Presentation used for both meetings/trainings along with additional information regarding this specific RFP and the solicitation process that has been utilized for this acquisition has been sent to the e-mail address provided on the OMES IT wiki.

Submitted by- Richa Malhotra



Question 1

Page 27, Attachment B- Post Implementation Costs-Fixed Rate

Attachment B- Post Implementation Costs-Fixed Rate-"Is the cost required for all optional 9 years or just for 4 years"

Response 1

Pricing should be provided as follows:

Cost of Implementation –Cost-Fixed Rate

Cost of 9 optional renewal years - Cost-Fixed Rate

Both Cost should equal Total Project Cost (Fixed Rate)

Vendor should note the PIPS process is not cost driven- The process being used for this specific RFP Performance Information Procurement Systems (PIPS) –Best Value Process seeks to identify the expert.

Question 2

Page 21, C.2. Expectations

Is ODAFF looking to replace its existing solution with an entirely new solution? What are the challenges faced currently with the existing solution in place today?

Reponses 2

Please refer to Process Over and Process Summary below

Question 3

Page 20, Section C.2

In section C.2 of the RFP on page 20, Expectation C.2.10, please provide specific examples of the "wide range of reporting requirements" that the proposed solution is required

Response 3

The process being used for this specific RFP Performance Information Procurement Systems (PIPS) –Best Value Process seeks to identify the expert.

Please refer to Process Over and Process Summary below

Question 4

Page 17, RFP Section B.2.2

ODAFF indicates that the budget for the project is \$800,000. RFP Section B.2.2 indicates a base contract term of 12 months with 9 potential one-year options. Is the \$800,000 budget for the base 12 month contract term?

Response 4

Yes

Pricing should be provided as follows:

Cost of Implementation –Cost-Fixed Rate

Cost of 9 optional renewal years - Cost-Fixed Rate

Both Cost should equal Total Project Cost (Fixed Rate)

Question 5

Regarding RFP requirement A.51 Source Code Escrow, page 14: A Cloud Services Provider would be responsible for maintaining access in terms of performance and availability to the data. The data is owned by the Customer. ODAFF would have full rights to extract their data at any time. Cloud Services Provider does not typically offer source code for escrow because it is inapplicable to software delivered as a service subscription through a multitenant architecture. Therefore, can this requirement be adjusted for pure SaaS solutions?

Response 5

Please refer to the following header, page 4 of the RFP

A. GENERAL PROVISIONS

The following provisions shall apply where applicable to the solicitation.

Question 6

Page 14, Section A.50.1

Regarding RFP requirement A.50.1: Cloud Service Provider is proposing a cloud-based SaaS solution that would be configured to meet ODAFF's specific requirements. Cloud Service Provider is not physically delivering software. While



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relevant in traditional on premise, perpetual license software, this requirement does not make sense in a cloud computing model. Therefore, can this requirement be adjusted for pure SaaS solutions?

Response 6

Please refer to the following header, page 4 of the RFP

A. GENERAL PROVISIONS

The following provisions shall apply where applicable to the solicitation.

Question 7

Page 1, Section 3- Brief Description of Requirement

Is ODAFF open to pure cloud-based Software as a Service (SaaS) vendor hosted solution that cannot be hosted in ODAFF facilities?

Response 7

Please refer to Process Over and Process Summary below

Question 8

We understand that ODAFF desires a web-based COTS solution with minimal configuration. Did ODAFF evaluate COTS solutions that could meet its requirements through vendor demonstrations leading up to the RFP release? If so, what types and names of solutions and vendors were evaluated (hosted and on premise)?

Response 8

The process (PIPS) being used for this specific RFP seeks to identify the expert. The RFP provides the expectations of a proposed solution. Appendix X provides additional expectations and the Current System Environment.

Please refer to Process Over and Process Summary below

Whether or not ODAFF conducted demos prior to the release of the RFP is not relevant to the acquisition process being used for this specific RFP.

As explained in the Vendor Pre- education meeting and the Pre –bid conference, the Procurement Information Performance System (PIPS) process seeks to identify the expert. The expert is expected to provide the best possible solution.

1. A proposed solution is not revealed, viewed or discussed during the first phase of the PIPS process
2. The PIPS process seeks to identify the expert, through metrics and dominate information
3. The
4. Solution is presented during the clarification phase by vendor who makes it to this phase of the process
5. A vendor will make it to the clarification phase based upon metrics and dominate information, all of which is provided by the responding vendor
6. All vendors are required to submit only the Project Capability Plan, Risk Assessment, Value Add and Cost Proposal
7. Responding vendors are not permitted to submit any product, specifications, marketing or sales material with their initial response to the RFP
8. The initial evaluation is done blindly
9. All bid responses are presented to the evaluators nameless and are alpha coded
10. The evaluators will have no idea whose response they are evaluating

The process being used for this specific RFP Performance Information Procurement Systems (PIPS) –Best Value Process seeks to identify the expert.

Please refer to Process Over and Process Summary below

Question 9

Did ODAFF use a vendor to help develop the RFP? If so, can ODAFF please share the name of the vendor?

Response 9

No ODAFF did not enlist a vendor to develop the RFP.

The process being used for this specific solicitation will be The Performance Information Procurement Systems (PIPS) – Best Value Process developed by Arizona State University Performance Based Studies Research Group (PBSRG).

For additional information, you may visit the PBSRG web site for an overview of The Best Value Business Model

Overview at <http://pbsrg.com/best-value-model/>



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Please refer to Process Over and Process Summary below

Process Overview

The process being used for this specific solicitation will be The Performance Information Procurement Systems (PIPS) – Best Value Process developed by Arizona State University Performance Based Studies Research Group (PBSRG). Vendors who responded to the Sources Sought Notice and participated in the Vendor Pre-education meeting can visit the PBSRG web site for an overview of The Best Value Business Model Overview @ <http://pbsrg.com/best-value-model/> The Summary below is provided for parties who maybe interested in this project and may not have had the opportunity to participate in the Vendor Pre-education meeting or the Pre-bid Conference. Please note neither of the meetings were mandatory and does not prohibit participation.

PIPS Process Summary

The primary distinction between a PIPS project and a traditional request, the vendor defines the scope of work and presents to the client what is in scope and what is out of scope.

The Selection Criteria for this project is as follows:

- Project Capability Submission:
 - Project Capability (PC)
 - Risk Assessment Plan (RA)
 - Value Added (VA)
- Interviews
- Price / Cost

Procurement's correspondence and registration records indicate that HCL America/HCL Technologies did not respond to the Sources Sought Notice and did not participated the Vendor Pre-Education meeting/training or the Pre-bid Conference. A copy of the Power Point Presentation used for both meetings/trainings along with this information has been sent to the e-mail address provided on the OMES IT wiki.

As explained in the Vendor Pre- education meeting and the Pre –bid conference, the Procurement Information Performance System (PIPS) process seeks to identify the expert. The expert is expected to provide the best possible solution.

The process being used for this specific RFP seeks to identify the expert, this process is not cost driven, and the RFP provides the expectations of a proposed solution. Appendix X provides additional expectations and the Current System Environment.

Bidders are required to complete a six page pre-formatted response to the initial RFP. These forms are located in the RFP, the initial evaluation will be conducted based upon the responses to the six page submittal (see Selection Criteria), a dominance check is performed based upon the evaluation scoring, and the information provided, and short listing will likely occur, followed by scheduled interviews with the vendor or vendors that make the list, in some cases short listing may not occur and all responding bidders may be contacted for interviews.

The interviews play a major role in identifying the expert, the persons interviewed will be the bidder's Technical Engineer and Project Manager, who have been identified in the required six page submittal and the personnel for the duration of the project. Following the interviews and the expert has be identified, one vendor will be selected to continue on to the clarification phase. It is in this phase of the process the following takes place:

Clarification Phase Deliverables
Scope of Work (what is "in" and "out")
Executive Summary of project
Detailed project schedule
Detailed cost schedule
Weekly Risk Report
Risk activities
Performance measurements
Risk mitigation plan
Milestone Schedule



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The details of the questions regarding Scope will be addressed during the clarification phase of the process. Additional education will be provided should your organization advance to the Clarification Phase. The deliverables described above are required for the second phase of the process, which is the Clarification Phase.

The final agreed upon Deliverables will be included as a part of the final contract agreement