



**State of Oklahoma
Office of Management and Enterprise
Services
Information Services Division**

Amendment of Solicitation

Date of Issuance: 4/29/2013 Solicitation No. 0900000081
 Requisition No. _____ Amendment No. 02

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: Sheri Keller
 3115 N. Lincoln Blvd.
 Oklahoma City, OK 73105

Sheri Keller
 Procurement Officer
405-521-6480
 Phone Number
Sheri.keller@omes.ok.gov
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Description of Amendment:

a. This is to incorporate the following:

Section E.10 Deliverables:

E.10.8 Financial Status – Offeror should present information to demonstrate its financial status and performance, in the form of the last three years audited financial statements or the last three years of tax returns. A certified review may be accepted (clarification may be required) Note: This information must be submitted, at the latest, prior to award. If the contractor is a subsidiary of another entity, the last three years audited financial statements of three years tax returns for the parent company must also be submitted. The State reserves the right to withhold award to a contractor who is deemed financially weak. The State reserves the right to determine financial status at their sole discretion.

Clarification or additional documents may be requested.

This is a MANDATORY DELIVERABLE

Section A General Provisions:

A.11 Firm Fixed Price Unless the solicitation specifies otherwise, an offeror shall submit a firm, fixed price for the term of the contract.

This solicitation only will not be based on Firm Fixed Price

b. All other terms and conditions remain unchanged.

Supplier Company Name (**PRINT**) _____ Date _____

Authorized Representative Name (**PRINT**) _____ Title _____ Authorized Representative Signature _____



**State of Oklahoma
Office of State Finance
Information Services Division**

Solicitation

Section E. Instruction to Offerors:

E.11.1 should be stricken from RFP. Refer to Responding Bidder Information Form, 076, #5

Bob Tisone

Question 1. Can OMES share what projects are planned in the next 12 to 24 months along with the roles/staff that may be procured a contract awarded under this procurement, to include quantity, that are currently being considered? Also, what may be term or period of the engagement(s) for these projects that are currently under consideration?

Answer 1. State of Oklahoma:

OMES has not established criteria for any of these areas.

Page comment added by Michael Penney

Questions:

Question 2. Can the state please provide a breakdown of criteria for their definition of "best value determination?"

Answer 2. State of Oklahoma:

Best Value determination is as stated as in Oklahoma Central Purchasing Act, Title 74 85.2, Definitions.

Best value criteria means evaluation criteria which may include, but is not limited to the following:

- a. The acquisition's operational cost a state agency would incur.
- b. The quality of the acquisition, or its technical competency
- c. The reliability of the bidder's delivery and implementation schedules
- d. The acquisitions' facilitation of data transfer and systems integration
- e. The acquisitions warranties and guarantees and the bidder's return policy
- f. The bidders financial stability
- g. The acquisitions adherence to the state agency's planning documents and announced strategic program direction
- h. The bidders industry and program experience and record of successful past performance with acquisitions of similar scope and complexity
- i. The anticipated acceptance by user group and
- j. The acquisitions use of proven development methodology and innovative use of current technologies that lead to quality results

Question 3. Can the state provide job descriptions and a list of qualifications for each of the positions?

Answer 3. State of Oklahoma:

Please reference the following sections for the RFP. C.1. Skills and C.2 Qualifications. Please also see "Attachment A" excel spreadsheet for labor categories.

Question 4. Are the requested labor rates expected to be on a per hour basis?

Answer 4. State of Oklahoma:

Yes, each of the requested labor rates are expected to be on a per hour basis.



**State of Oklahoma
Office of State Finance
Information Services Division**

Solicitation

Question 5. Is the expected pricing model Time and Materials or Firm Fixed Price?

Answer 5. State of Oklahoma:

Please see correction in amendment

Question 6. If we are a privately held institution, do we need to submit tax returns?

Answer 6. State of Oklahoma:

Please see amendment addressing this as a mandatory requirement.

Page comment added by Michael Penney

Additional Questions:

Question 7. Regarding the Terms and Conditions, can you please advise per section A.49 what policies this is referring to so that they can be reviewed?

Answer 7. State of Oklahoma:

Each agency has agency level policies regarding the use of internet and electronic mail etc. If your company should be awarded a contract and subsequently issued a purchase order by an agency, you would be working directly with the agency that requested your services. The agency will provide the vendor with their individual policies. The vendor is required to review policies with their staff.

The vendor must abide by any set rules that the agency has in place regarding the list of items mentioned in section A.49

Question 8. Regarding the Section A.64.4 of the Terms and Conditions, upon review there appears to be a lot of items that do not apply to a supplemental staffing engagement. Would language as following be something that would be considered for modification or would this lead to a disqualification if included in the RFP, "Agency agrees to adhere to the following Information Security Policies to the extent applicable to the supplemental staffing services provided hereunder."

Answer 8. State of Oklahoma:

This solicitation does not have a section A.64.4.

Question 9. Regarding Section B.4 of the Terms and Conditions, a warranty for defective services is not typically something we agree to in a supplemental staffing situation where all work is done on a time and materials basis under the daily technical direction of the State. Would language limiting this correction of defective services to a certain period of non billable time or the addition of language of what indicates when services are acceptable be considered for modification or would this lead to a disqualification if included in the RFP?

Answer 9. State of Oklahoma:

Offerors may include a list of exceptions to any terms and conditions.

Question 10. Regarding the disclosure of company financials, as a privately held company, we do not release financial statements as a matter of corporate policy. Typically we disclose credit ratings and reports, Dun & Bradstreet reports and other industry analytics to share as much information as possible to demonstrate our financial stability and strength. Would this information be acceptable in lieu of the financial reports?

Answer 10. State of Oklahoma:

Please see amendment addressing this as a mandatory requirement.

Amber Mitchell

A.11. Firm Fixed Price: Unless the solicitation specifies otherwise, an offeror shall submit a firm, fixed price for the term of the contract.



Question 11: May offerors propose different labor category rates for different contract years? If so, how should these be submitted?

Answer 11 State of Oklahoma:

Please see correction in amendment regarding firm fixed price. Our expectation is that this will be re-competed every year.

A.15.4. It is the preference of the State to award to a single vendor. However, the State reserves the right to award to multiple vendors when it has been determined to be in the best interest of the State.

Question 12: In the event the State awards to multiple vendors, is it the State's intent to award to the smallest number of vendors possible – or to award to a large number of vendors in order to have a larger pool from which to draw?

Answer 12. State of Oklahoma:

Please refer to the following section of the RFP section D. Evaluating § D.3. Competitive Negotiations of Offers & § D.4. Evaluation Process

A.44. Conflict of Interest

Contractor must disclose any contractual relationship or any other relevant contact with any State personnel, or other State contractors involved in the development of this solicitation that result in a contract. Any conflict of interest shall, at the sole discretion of State, be grounds for termination of project involvement; provided that such termination must be made within a reasonable time after disclosure of such relationships or contacts.

Question 13. In order for offerors to comply with this requirement, will the State provide a list of State contractors involved in the development of this solicitation?

Answer 13. State of Oklahoma:

Section A.31 Preclusion From Resulting Contracts

Any contractor that has provided any consulting services or technical assistance that resulted in any specifications or concepts in this solicitation, either directly or indirectly, is precluded from the award of such contract and from securing a sub-contractor that has provided such services.

[15 categories]

Question 14. May offerors respond only to a subset of the 15 different contract categories? Within categories, must offerors provide labor rates for every labor category?

Answer 14. State of Oklahoma:

Yes, offerors may respond to all or some of the labor categories.

Question 15. Does the State intend for this contract to be used solely for staff augmentation purposes or will deliverables-based (solutions) contracts also be contracted through this vehicle?

Answer 15. State of Oklahoma:

Both situations may be applicable.

Page comment added by Kulpreet Singh

Page 19, Section C.2 – Qualifications

The following is mentioned under this section

Respondents should provide the following items:

- Corporate resumes describing prior similar engagement and their deliverables



Question 16: In response to this requirement, we assume that we need to attach the resumes of our Contract management team who will manage this contract. This will not include resumes of the technical consultants as the requirements for this will come at later stage thru work order. Please confirm.

Answer 16. State of Oklahoma:

Corporate resumes are resumes of your company's accomplishments with regard to performing similar engagements, which should include any project deliverables that were submitted.

Page comment added by Dan Aleto

Question 17. A.11. Firm Fixed Price

Unless the solicitation specifies otherwise, an offeror shall submit a firm, fixed price for the term of the contract.

Since this RFP is seeking rates, does this question mean that the rates shall be fixed for the term of the contract/RFP?

Answer 17. State of Oklahoma:

Please see correction in amendment regarding firm fixed price.

Question 18. A.15. Award of Contract

A.15.4. It is the preference of the State to award to a single vendor. However, the State reserves the right to award to multiple vendors when it has been determined to be in the best interest of the State.

Is the single award relative to this IDIQ? or Will this RFP be awarded to multiple offerers that can participate in individual contract awards?

Answer 18. State of Oklahoma:

Please see section A.15 Award of Contract

A.15.1 The State may award the contract to more than one offeror by awarding the contract(s) by item or groups of items, or may award the contract on an ALL OR NONE basis, whichever is deemed by the State to be in the best interest of the State of Oklahoma.

A.15.2 Contract awards shall be made to the lowest and best offer(s) unless the solicitation specifies that best value criteria is being used.

A.15.3 In order to receive an award or payments from the State of Oklahoma, vendor must be registered. The vendor registration process can be completed electronically through the DCS website at the following link:
<https://www.ok.gov/dcs/vendors/index.php>.

A.15.4 It is the preference of the State to award to a single vendor. However, the State reserves the right to award to multiple vendors when it has been determined to be in the best interest of the State.

Question 19. A.43. Contract

The contract shall be for indefinite delivery and indefinite quantity for the products/services awarded.

This RFP is scheduled as a One (1) year award. Will contracts awarded in terms longer than this IDIQ operate under this IDIQ.?

Answer 19. State of Oklahoma:

Our expectation is that this will be re-competed every year.



Question 20. A.47. Offshore Services

No offshore services are provided pursuant to this contract. The use of State of Oklahoma information by Contractor Services located internationally will be limited to Implementation and Service Support. No proprietary information can be used for troubleshooting without permission from an authorized Office of Management and Enterprise Services Representative.

Please clarify the states definition of offshore services. Will delivery from other US States and Territories be acceptable? International resources ARE allowed in IMPLEMENTATION and SERVICE SUPPORT.

Answer 20. State of Oklahoma:

Section A. General Provisions. The following provisions shall apply where applicable to the solicitation.

Question 21. B.2. Contract Term, Renewal and Extension Option

B.2.1.extended, or terminated in accordance with applicable contract provisions. The contractor shall not commence work, commit funds, incur costs, or in any way act to obligate the State until so notified in writing of the approval of the contract. The authorized State representative is the only individual who can transmit that approval to the contractor. One (1) Year unless renewed,

How many renewals or extensions are allowed under this RFP?

Answer 21. State of Oklahoma:

Our expectation is that this will be re-competed every year.

Question 22. B.10. Type of Contract What is the scope for usage of this RFP? State/Local/Education? Oklahoma Only? Other States?

Answer 22. State of Oklahoma:

The scope of usage for this contract is all of the above. All State agencies & Education

Question 23. C Solicitation Specifications

C.2. Qualifications Is there a schedule for any Oral responses to this RFP?D Evaluation

Answer 23. State of Oklahoma:

There is not a schedule at this time.

Question 24. D.2. Proposal Clarification Questions

The State reserves the right, at its sole discretion, to request clarifications of technical proposals or to conduct discussions for the purpose of clarification with any or all contractors. The purpose of any such discussions shall be to ensure full understanding of the proposal. If clarifications are made because of such discussion, the contractor(s) shall put such clarifications in writing. The clarification shall not alter or supplement the proposal.

Is there a set timing to complete this clarification?

Answer 24. State of Oklahoma:

At this point, there is no date set. If clarification is required, a time will be set as soon as possible to provide the vendor and the State ample time to meet a required deadline.

Question 25. Respondents should provide the following items:

- Corporate resumes describing prior similar engagement and their deliverables



- Customer references from at least three prior engagements in similar environments.
- Detailed explanation of how engagements will be structured

Personal interviews with proposed staff may be required prior to initiating any engagement resulting from this contract or a follow on purchase order.

This shall be a non-mandatory statewide competitive contract(s) that is available to all State agencies. Other government entities may avail themselves of this contract.

The initial contract period shall begin on the effective date and shall extend through

Please provide additional work clarification for the types of work, Transition, Maintenance, Enhancement, Application Development, Functional Analysis and Project Governance in the following work categories:

Answer 25. State of Oklahoma:

OMES is unable to provide an answer for this question. Per section E.8.3, this question is not clear and concise.

Question 26. B.2. Contract Term, Renewal and Extension Option

B.2.1.

This shall be a non-mandatory statewide competitive contract(s) that is available to all State agencies. Other government entities

may avail themselves of this contract.

What is the scope for usage of this RFP? State/Local/Education? Oklahoma Only? Other States?

Answer 26. State of Oklahoma:

Redundant question. Refer to Q&A #22

Question 27. C Solicitation Specifications

C.2. Qualifications

Respondents should provide the following items:

- Corporate resumes describing prior similar engagement and their deliverables
- Customer references from at least three prior engagements in similar environments.
- Detailed explanation of how engagements will be structured

Personal interviews with proposed staff may be required prior to initiating any engagement resulting from this contract or a follow on purchase order.

D Evaluation

Answer 27. State of Oklahoma:

Redundant question. Refer to Q&A #25

Question 28. D.2. Proposal Clarification Questions

The State reserves the right, at its sole discretion, to request clarifications of technical proposals or to conduct discussions for the purpose of clarification with any or all contractors. The purpose of any such discussions shall be to ensure full understanding of the proposal. If clarifications are made because of such discussion, the contractor(s) shall put such clarifications in writing. The clarification shall not alter or supplement the proposal.

Is there a set timing to complete this clarification?



Please provide additional work clarification for the types of work, Transition, Maintenance, Enhancement, Application Development, Functional Analysis and Project Governance in the following work categories:

Unable to render content due to system error: Hibernate operation: could not insert:
[com.atlassian.confluence.pages.Comment#39191382]; SQL []; Duplicate entry '39191382' for key 1; nested exception is com.mysql.jdbc.exceptions.jdbc4.MySQLIntegrityConstraintViolationException: Duplicate entry '39191382' for key 1

Answer 28. State of Oklahoma:

Redundant question. Refer to Q&A #23 &24

Page comment added by Jan Powell

Question 29.

For the Pricing Sheet section F, we understand that some of the work is considered contract labor and will be an hourly rate. However, how do you want us to provide statement of work based pricing at an hourly rate? example: Cable pull - Do you want a cost to pull 1- 100' cable run? or do you want the cost of a person who can pull cable hourly? There are multiple examples within your pricing sheet, another example is "Access control methodologies" that don't fit an hourly rate approach.

Answer 29. State of Oklahoma:

The hourly approach as stated in section F.1.1 of the solicitation.

Page comment added by Dan Aleto

Question 30: Would you please post a Word version of the RFQ? thank you

Answer 30. State of Oklahoma:

Word version has been uploaded.

Question 31: Please provide additional work clarification for the types of work, Transition, Maintenance, Enhancement, Application Development, Functional Analysis and Project Governance in the following work categories:

Administrative Services

IT Project Management

IT Governance

Service Level Agreement

Business Analysts

Technical Writer

IT End-User Trainer

Security Maintenance and Support

Development Software Maintenance

System and System Component Administration Services

Database Analysis Service

Software Coding Service

Mainframe Administration Service

Security Design and Support

Business Continuity/Disaster Recovery Planning



Access Control Methodologies

Code Review

Answer 31. State of Oklahoma:

See Attachment B labeled skill set descriptions.

Question 32: Please provide additional work clarification for the types of work, Transition, Maintenance, Enhancement, Application Development, Functional Analysis and Project Governance in the following work categories: Administrative Services

Security Maintenance and Support

System and System Component Administration Services

Security Design and Support

Business Continuity/Disaster Recovery Planning

Access Control Methodologies

Code Review

Database Analysis Service

Software Coding Service

Mainframe Administration Service

Development Software Maintenance

Management Information Systems MS

Application Development and Support

Creston

Banner

Mainframe Production Control

SDLC Performance Management

SDLC – Business Plans

Mainframe Systems Support

App Worx

BPEL/SOA

Luminis Portal

Metrics Consulting

Knowledge Management

Performance and Monitoring

CMS Consulting and Contract Development

Programming for CLIST

Consulting Programming for [PowerBuilders]

Graphic Designers



Database Design
IT Project Management
IT Governance
Service Level Agreement
Business Analysts
Technical Writer
IT End-User Trainer

Answer 32. State of Oklahoma:

See Attachment B labeled skill set descriptions.

Page comment added by Jan Powell

Question 33: Can the due date of the RFO response be extended for 3 weeks until May 15?

Answer 33. State of Oklahoma:

Amendment One extended the due date to 3:00 PM CST May 14. No other extensions will be given.

In regard to the pricing sheet:

Question 34. In quoting hourly labor, we would need to know the level of expertise needed for task to be performed?

Answer 34. State of Oklahoma:

Quote all levels of expertise that your company provides, in attachment A. Add level of expertise in column "c"; use column "d" Labor Category, as many times as needed to capture each level.

Example:

More lines can be added to the spreadsheet if needed.

Question 35. Would you suggest that responders provide pricing for up to four skill levels of expertise per skill set?

Answer 35. State of Oklahoma:

See previous answer

Question 36: To clarify, should responders quote beginner level of expertise?

Answer 36. State of Oklahoma:

See answer #34

Question 37: Should responder pick one level of skill set for response?

Answer 37. State of Oklahoma:

See answer #34

Question 38: In quoting hourly labor, is it acceptable to quote travel outside of the hourly rate? Depending on the specific skill set and description needed for a job, responder will not know if travel is needed or cost of the travel until actual engagement. If travel is involved how should it be addressed?

Answer 38. State of Oklahoma:

In this particular solicitation the offsite rates does not apply. If your company is awarded a contract and later competes in a RFP, see section E.12 Rules of Engagement, section A.10.3 of this solicitation will apply.



Question 39: Based on the issue regarding level of expertise with contract labor versus project based work, how will the State use the extended pricing total on the pricing sheet?

Answer 39. State of Oklahoma:

Per the RFP, section F.1 Pricing Template, each project will be completed at an hourly rate

Page comment added by Mohit Goyal

Question 40: When do we expect answers to our queries?

Answer 40. State of Oklahoma:

Page comment added by Dianne Bauer

Regarding the Pricing Sheet:

Question 41: Within each labor category – Can the state provide job descriptions and a list of qualifications for each of the positions?

Answer 41. State of Oklahoma:

See answer 31

Question 42: In quoting hourly labor, would you suggest that responders provide pricing for differing levels of expertise for each position?

Answer 42. State of Oklahoma:

See answer 34

Question 43: Should responder provide a job description by role and by level of expertise for each role we are proposing as an attachment to the pricing spreadsheet?

Answer 43. State of Oklahoma:

Your company may choose to provide this information.

Regarding Pricing:

A.10.3. In accordance with 74 O.S. §85.40, ALL travel expenses to be incurred by the contractor in performance of the contract shall be included in the total bid price/contract amount.

Question 44: When quoting hourly labor, is it acceptable to quote both an onsite rate and an offsite rate?

Answer 44. State of Oklahoma:

In this particular solicitation the offsite rates does not apply. If your company is awarded a contract and later competes in a RFP, see section E.12 Rules of Engagement, section A.10.3 of this solicitation will apply.

Question 45: For travel expenses, should those be included or excluded from the rate (if travel is required)?

Answer 45. State of Oklahoma:

In this particular solicitation the offsite rates does not apply. If your company is awarded a contract and later competes in a RFP, see section E.12 Rules of Engagement, section A.10.3 of this solicitation will apply.

Regarding the disclosure of company financials:



Question 46: As a privately held company, we do not release financial statements or tax returns as a matter of corporate policy. What other information would be acceptable in lieu of the financial reports?

Answer 46. State of Oklahoma:

The financial reporting is a mandatory requirement. Please see amendment addressing this as a mandatory requirement.

Page comment added by Marcus Ryle

Question 47: The Solicitation outlines that respondents are to submit one original plus one electronic copy. Is the State looking for additional hard copies besides the one original? If so, how many hard copies should we provide?

Answer 47. State of Oklahoma:

Only one hard copy is required.

Question 48: If a vendor responds to multiple Services or Labor Categories, is it possible the State will award the vendor only on a subset of those categories responded to?

Answer 48. State of Oklahoma:

Please refer to the following section of the RFP section A.15 Award of Contract, A.15.1.

On the pricing worksheet under Application Development and Support, Labor Category Oracle/[PeopleSoft]:

Question 49: Is it acceptable for the respondent to include multiple role descriptions and rates under this labor category?

Answer 49. State of Oklahoma:

Please refer to "Attachment A" (excel spreadsheet. All roles have been identified offerors must submit pricing as instructed per the RFP section F.1 Pricing § F.1.1.

F.1. Pricing Template

F.1.1. The attached excel pricing template is to be used to provide your hourly cost per labor category under each group. No other pricing format will be accepted.

Question 50: For the Qty field in the pricing worksheet, is the State looking for a quantity of hours total or is it ok to populate with the number "1" or "per hour" since the intent is only to estimate a rate per hour?

Answer 50. State of Oklahoma:

The quantity is not required at this time.

Per section E.8 General Solicitation Questions, E.8.3 When posing questions, every effort should be made to: a) be concise, b) include section references, when possible, c) do not use tables or special formatting, use simple lists. The following two questions have been taken out of the table and listed below.

Page comment added by Contract Administration

E.10. Deliverables

Note: Deliverables are to be in both hard copy and in a single machine-readable format, preferably in Microsoft Word format, on either CD or DVD.

Question 51: The State has provided solicitation documents as "PDF" files and an "XLS" file. Some of the forms required for proposal submission are in PDF format. For consistency, may offerors provide our machine-readable written proposals in "PDF" format? (Note: it is understood that the Excel Pricing Template will be used for Pricing and not converted to any other format.)



**State of Oklahoma
Office of State Finance
Information Services Division**

Solicitation

Answer 51. State of Oklahoma:

Yes it is acceptable for your company to submit form 076, Responding Bidder Information and form 004, Certification of Competitive Bid and Contract in PDF.

Question 52: Columns B and C do not have drop down boxes, what does the Government expect to see in these columns?

Answer 52. State of Oklahoma:

The State does not expect to see any information in those boxes.

RFP Section Number Questions

1. E.10. Deliverables

Note: Deliverables are to be in both hard copy and in a single machine-readable format, preferably in Microsoft Word format, on either CD or DVD. The State has provided solicitation documents as "PDF" files and an "XLS" file. Some of the forms required for proposal submission are in PDF format. For consistency, may offerors provide our machine-readable written proposals in "PDF" format? (Note: it is understood that the Excel Pricing Template will be used for Pricing and not converted to any other format.)

2. Solicitation 0900000081 Attachment A Columns B and C do not have drop down boxes, what does the Government expect to see in these columns?

Solicitation0900000081AttachmentA.xls

it has few drop down entries which are empty. e.g. Under System and System Component Administration Services: first row under this IT Professional services Local Area network LAN Maintenance or Support labor category. when going to next row, it gives empty or non-relevant labor category.

Question 53. Please confirm if this is by mistake and providing revised xls file.

Answer 53. State of Oklahoma:

Please see Attachment A Pricing Template IT Staffing, Amendment 1.

Question 54. We assume that we can bid on few IT Professional Service, and can provide hourly rates for selective labor categories under that IT Professional category.

Answer 54. State of Oklahoma:

Yes, offerors may respond to all or some of the labor categories.

OMES/ISD PROCUREMENT – FORM 076ISD,

Question 55 Point 4: Oklahoma Sales Tax Permit:

Answer 55. State of Oklahoma:

No, it is not mandatory to have an Oklahoma Sales Tax Permit prior to proposal submission. The offeror should contact the State of Oklahoma Tax Commission.

Question 56: Point 5: Registration with the Oklahoma Secretary of State

Answer 56. State of Oklahoma:

No, it is not mandatory to be registered with the State of Oklahoma prior to proposal submission. See amendment two.

Is it mandatory to have both of the above prior to bid submission? We assume that these will be required after award of contract with State of OK. Please confirm if our assumption is true.