

QUESTIONS AND ANSWERS

(as of August 23, 2018)

RFP #911183

1. Are you interested in a 'commercial-off-the-shelf' COTS product or more custom software solution? (We ask bc with the many customizations listed, our custom solution will likely prove to be ½ the cost. Plus the county will own the IP in toto.)

Response: Our preference is for a customizable/user configurable off the shelf solution that provides regular/standard updates to the solution. However we are willing to consider the advantages and details that a customized solution might include.

2. Is there an approved budget for this RFP?

Response: N/A

3. If so, how much is the budget?

Response: N/A

4. We are a U.S based company with offices worldwide (8 offices-US, 5 Int'l). With that said, do you accept offshore development services for this project?

Response: Your firm shall be authorized to transact business in the Commonwealth of Virginia. Data in the solution must be fully hosted in the United States, however some offsite development could be completed offshore.

5. Will onsite visits be required during development?

Response: Onsite visits will be required at multiple times during the project, but other tasks can be performed offsite.

6. Is there an incumbent competing? Is there an internal team currently working on the development, or are you outsourcing current development?

Response: No

7. How long after the submission due date will you issue an award?

Response: Between 30 to 60 days, depending on interviews/demonstrations, contract negotiations, and Board of Supervisor approval.

8. When are you expecting to engage with the vendor after the award has been given?

Response: As soon as possible.

9. What is the expected/needed "go-live" date of the project?

Response: Dependent on contract negotiations. If possible - prior to January 1, 2019.

10. Is the project scope listed in the RFP finalized?

Response: Yes, to the extent that each proposal should address the project scope as described. The selection committee (during RFP review) and the project team (after contract award) will take into consideration insights and best practices from the vendor that may alter the scope slightly.

11. To the best of your knowledge, are there any circumstances that will cause you to:

a. Cancel the RFP?

Response: Not anticipated.

b. Not move forward with the winning bidder?

Response: Not anticipated.

c. Lower the budget for the project?

Response: Not anticipated.

d. Prolong the evaluation process or reissue the RFP?

Response: Only if a satisfactory solution is not available.

12. Will these questions be answered to vendors via email or will you release all asked questions via an addendum?

Response: All questions are answered through a published Q&A on the Stafford County Purchasing website and eVA (Virginia Purchasing website).

13. Is it possible to release answers, 'first come, first serve' so we can address the RFP more timely?

Response: Responses will be posted in a timely manner.

14. Does this solution demand the vendor host it?

Response: No but we have a preference toward cloud-based solutions.

15. Are you accepting a best in breed solution, or does it have to be an all-in-one solution?

Response: The County is seeking an all-in-one solution for the primary three components referenced in the RFP specifications.