

ADDENDUM 3
To
OFM 19-400
State of Washington
Office of Financial Management
One Washington
ERP Expert Advisor Services

Issued May 21, 2019

Pre-PROPOSAL QUESTIONS AND ANSWERS

The following questions were received on May 15, 2019 during the Pre-Proposal Conference for this competitive procurement:

1. Question: With respect to Amendment 1 Question and Answer response to Question 16. If we interpret this correctly, we are submitting one copy of SOW 1 in response to section 4.2.6 without pricing. A second copy of SOW 1, including pricing, should be submitted in response to section 4.3.1. Is that accurate?

Answer: Yes.

2. Question: In RFP section 2.1.2 would FedEx be an acceptable form of delivery for the Letter of Submittal and other hard copy required materials?

Answer: Yes.

3. Question: Do you anticipate a lag between this procurement's start date and your other vendors (OCM, procurement, support)?

Answer: While all of these procurements are important to us, there will be some lag due to recent change in procurement schedules. Other process related matters, such as contract negotiations, may also impact when activities under any of the awarded contracts will start.

4. Question: Can you talk about how you anticipate the ERP advisory vendor and the ERP procurement vendor working together?

Answer: This ERP Expert Advisor is intended to be a longer-term advisory role throughout the life of the Program, likely beyond the procurement assistance contract. The ERP Procurement Assistance contractor is intended to be specific to writing and facilitating the procurement and supporting contract negotiations with the ERP Solution provider.

5. Question: When do you anticipate this firm's start date?

Answer: As published in the CP, we anticipate the start of the contract to be August 15, 2019.

6. Question: (Online question) "Apologies - we are coming in at the last minute - so to be clear there are 3 RFPs out, one for OCM, one for procurement and one for Advisory. I understand any individual consulting firm is prohibited from *winning* more than one but are we prohibited from *applying* to more than one?"

Answer: To confirm: there are three active procurements for One Washington at this time. The following is the status of each:

- a) Organizational Change Management (OCM): Deloitte Consulting has been named the Apparently Successful Bidder (ASB)
- b) ERP Procurement Assistance: this Competitive Procurement is in Phase 3 of a four phase process. The ASB is expected to be named in June.
- c) ERP Expert Advisor: This procurement. Bids are due June 6, 2019.

To clarify the number of contracts that can be awarded: You may be awarded any number of contracts for which you are qualified and are named the ASB.

To clarify the number of bids you may respond to: There is no limit on the number of procurements to which you may respond.

Caveat: On some procurements, we limit a bidder’s ability to respond to future procurements where it would be an unfair advantage for them to respond. This ERP Expert Advisor procurement is on example. Since the ERP Expert Advisor’s role will be to advise One Washington on all aspects of choosing an ERP Solution, including influencing how the procurement for that solution treats requirements and other key items, it would be unfair for that vendor to also respond to the procurement for the ERP Solution.

END OF QUESTIONS

Pre-Proposal Attendee List

Name	Title	Firm
In Person Attendees:		
Nathan Frey	Partner	ISG
Amanda Hindin	Account Executive	Gartner
Mitch Johnson	Senior Director	Gartner
Heide Cassidy	Partner	Gartner
Dana McLean	PCG Director	PCG
Note: For online attendees we were unable to discern which attendees were from which companies.		
Online Attendees:		
Darlene Somberger	Unknown	
Laura Flourence	Unknown	