RFP88681KB – Training Development Software

Questions and Answers

1) Do you prefer a custom-made solution (made from scratch) or an "off-the-shelf" / "out-of-the-box" platform? UMB desires to purchase an existing platform.

2) Does this solution require/demand the vendor to host it or can the University host the solution? Please refer to Appendix C, Technical, page 41.

3) Is there an approved budget for this project? We can't provide a budget for this project.

4) If yes to the above, what is the amount of the approved budget? See Above

5) We are a U.S based company with office across the globe. With that said, will you accept offshore development services for this project? Please refer to Appendix C, Implementation Services, page 43. UMB is not requesting development services for developing training/reference materials.

6) If you are seeking development, will onsite visits be required during development? UMB is not seeking development of training/reference materials. Onsite training is desired for UMB administrators and UMB training developers. Please refer to Appendix C, Implementation Services, page 43.

7) Is there an incumbent competing? Is there an internal team currently working on the development, or are you outsourcing current development? Please refer to Section III, Page 10 regarding current state. UMB will develop training/reference materials.

8) When is the anticipated award date? Once vendor is chosen.

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

10) When is the expected/needed "go-live" date of the project? Please refer to Section III, Scope of Project, page 10.

11) To the best of your knowledge, are there any circumstances that will cause you to: We're not able to project any of these situations.
    a. Cancel the RFP?
    b. Not move forward with the winning bidder?
    c. Lower the budget for the project?
    d. Prolong the evaluation process or reissue the RFP?

12) I have a question regarding the bidding procedure as it relates to multiple vendors. As a software manufacturer, we partner with several firms that offer services for our software. These services included but are not limited to installation, configuration, enablement, best practices, etc...I'm aware that our software will be included in several proposals. My question is more of a confirmation of this scenario being ok. We intend to bid on the proposal and have a partner offer the services listed in the scope of work. Can you confirm that other firms may place a bid as the primary vendor and list our technology as the sub-contractor and that this scenario doesn't violate section II J regarding multiple proposals. To answer your question regarding, section II: J. Vendors may not submit more than one proposal, means vendors who are responding to this RFP can only submit one bid.
You, as the software manufacturer partnering with a sub-contractor, can submit a bid. And each subcontracting firm, who may be using the Epilogue Software may submit bids. This doesn't violate the above-mentioned section.