

Request For Proposal (RFP)
Software Compliance and Software Professional Services
GTA98000-0000002958
Questions and Answers

1	Reference	Questions	Answers
August 24, 2018			
1	Section 1.0	Can a PSP qualify for more than one service?	Yes.
2	Section 1.0	Does GTA or any other state agencies have any currently identified needs for these services?	No immediate needs have been identified. This contract is intended as a convenience contract for future needs, based on the State's experience previously needing these types of services.
3	Section 1.1	Can other agencies purchase from this contract vehicle?	Yes, per Section 1.0 Purpose of Procurement of the original RFP.
4	Section 3.2	Can the project narratives be reused for multiple services?	Yes, but please include a clear description of which services apply to each narrative and a description of how they apply.
5		Other than a website, is a marketing plan for utilization of services required?	No, but GTA hopes that bidders have internal plans for marketing their services.
6		What is GTA's approximate annual spend for the following: a. Licensing b. Maintenance c. SaaS subscriptions.	The State's approximate annual spend is \$10M for the top 5 software vendors listed in Section 3.3 Breadth and Depth of Software Brand Knowledge. State agencies use many products in and GTA does not always have visibility into all of the details of the expenditures.
7		Can you provide a list of current software publishers by spend?	The State's approximate annual spend is \$10M for the top 5 software vendors listed in Section 3.3 Breadth and Depth of Software Brand Knowledge. State agencies use many products in and GTA does not always have visibility into all of the details of the expenditures.
8		Can you provide any background on prior software audits involving GTA?	This information is not available.
9		Are there any specific concerns about upcoming audits?	No. This contract is intended as a convenience contract for future needs, based on the State's experience previously needing these types of services.
10		How would you describe your current SAM capabilities?	Each potential purchasing entity has different capabilities. This RFP is meant to make assistance available where needed.
11		What SAM/license management tools are used?	Each potential purchasing entity has different capabilities. This RFP is meant to make assistance available where needed.

Request For Proposal (RFP)
Software Compliance and Software Professional Services
GTA98000-000002958
Questions and Answers

12	3.4 Pricing Requirements	We will provide a rate card. It is difficult to provide a fixed deliverable-based price based solely on the information in the RFP. Can the state provide detailed pricing scenarios (description of the desired deliverable(s), size of the entity requesting service, engagement duration? Etc.) or a sample statement of work that the respondents can use to guide the deliverable response? If the state provides this information, it will facilitate an apples-to-apples price comparison.	GTA is asking providers to propose benchmark or reference pricing for reasonably standard types of projects or services. Providers should include their own definitions of what distinguishes different packages of service based on the elements that most drive price differences (e.g., Small, Medium, Large). GTA understands there will be custom price elements in many projects, but a rate card alone will not be sufficient. Because GTA intends to award to multiple providers, and because of the likely differences in pricing approach, GTA does not intend to score pricing in its award determination.
13		Can the state provide a pricing template?	See Appendix H- Pricing (Rate Card) Response Worksheet
14	Section 3 & Appendices G1 and G2	Can bidders provide anonymous references for the engagement reference narratives that we can disclose in later stages of evaluation should we progress to them? Our goal is to provide comparable projects but due to NDAs we might not be able to disclose specific names.	Yes, but each anonymous reference should be uniquely identified from the others.
15	Section 3 & Appendices G1 and G2	If applicable, can bidders list the different aspects or deliverables of the same project or program for multiple categories?	Yes, but please include a clear description of which services apply to each deliverable and a description of how they apply.
16	Section 3.1.2 (Description of Services) and Appendix F	Who will have access to the catalog website to be provided and maintained by the PSP? Is it intended for GTA internal use as a “punch-out” from the Team Georgia Marketplace or does this information need to be publicly accessible?	GTA intends to link from its own public website to the vendor catalog websites. GTA will not be using Team Georgia Marketplace. GTA intends for the information to be easily accessible to all State of Georgia employees and entities.
17	Appendix H (Baseline Pricing)	Can GTA describe its definition of Small, Medium and Large projects engagements or projects?	GTA is asking providers to propose benchmark or reference pricing for reasonably standard types of projects or services. Providers should include their own definitions of what distinguishes different packages of service based on the elements that most drive price differences (e.g., Small, Medium, Large). GTA understands there will be custom price elements in many projects, but a rate card alone will not be sufficient. Because GTA intends to award to multiple providers, and because of the likely differences in pricing approach, GTA does not intend to score pricing in its award determination.

Request For Proposal (RFP)
Software Compliance and Software Professional Services
GTA98000-000002958
Questions and Answers

18	General	Can the awarded PSP and contracting agency, in the establishment of a SOW, determine the deliverables once the specific projects under each category are defined?	Yes, as long as the deliverables are defined in the SOW prior to the customer signing.
19	General	Can GTA post all Appendices in MS Word format? This will facilitate the description of services / projects if additional space is needed.	No.
20	General	Can GTA describe the overall footprint for the following: <ul style="list-style-type: none"> • Oracle <ul style="list-style-type: none"> ○ General description of app categories in use (Apps, Middleware, Database) ○ Approximate number of Oracle Database Instances • HPE <ul style="list-style-type: none"> ○ General description of applications and technologies in use 	Different State agencies use these products in different ways and GTA does not have visibility into all of them.
21	General	How are software contracts and license entitlements currently managed? Is there a central repository for this data?	Different State agencies use these products in different ways and GTA does not have visibility into all of them.
22	Section 2.11	How will GTA secure access to Contractor's website of offerings and contract documents for only customers to browse?	GTA intends for the information to be easily accessible to all State of Georgia employees and entities.
23	Section 5.6	Is it GTA's intention to apply the current GETS Ready MSA for this new contract?	No, it is not our intention to use the GETS Ready MSA or CPA for this procurement. Please use the attached Appendix I -MSA and Appendix J -CPA.
24	Section 5.7	Is it GTA's intention to apply the current GETS Ready CPA for this new contract?	No, it is not our intention to use the GETS Ready MSA or CPA for this procurement. Please use the attached Appendix I- MSA and Appendix J -CPA.
25		Can you please confirm that subcontractor past performance projects are acceptable as part of the Technical Proposal? And I assume that we can use the same project for multiple service areas if the scope applies?	Yes, subcontractor past performance projects are acceptable as part of the Technical Proposal, as long as the work was performed by your organization. Yes, you can use the same project for multiple service areas but please include a clear description of which services apply to each deliverable and a description of how they apply.