

RFP 15-13

Questions and Answers:

1. In the Cost proposal not to exceed rate, are you looking for a deliverables based fixed price? If so, it is your intent for the vendor to invoice based on approved deliverables.
 - **The not-to-exceed amount is based on the deliverables called for in the RFP.**
 - **The Vendor, in its proposal will provide an hourly rate for each deliverable, along with the number of hours it reasonably believes such deliverable will require. The vendor's not-to-exceed amount for each lot will be based on its rates multiplied by its projected hours for that lot.**
 - **Should the eventual contract not require as much time as it projected to completed the deliverables for any given lot, its charges and compensation for that lot will, of course, be less than the not-to-exceed amount. Should, however, more time be required than projected in the proposal the contractor will not be permitted to charge for such additional time,**

2. Our team internally is composed of several SME resources with the 15 years' plus experience and externally over 20 years via joint venture in clinical, revenue and financial system yet our company has not been in business for 10 years. Does this exclude us from acting as the prime on for this bid? In other words, is it an absolute requirement by prime or can the team's credentials apply?
 - **The vendor must have ten years of successful healthcare information technology consulting in mixed clinical, revenue cycle and financial system environments. This requirement is satisfied as long as each individual team member the vendor intends to assign to Downstate for the project has the requisite years of experience.**

3. Is there a valuation or points assigned to a vendor that is an MWBE with the qualifications and financial capability to support this entire bid?
 - **Yes, points will be allocated.**