Amendment #1

OMES – ISD Subscription Based IT Staffing RFI # 031523

1. Q. Is it mandatory to submit a response to this RFI to submit to future RFPs that are released in continuation to the RFI?

A. No it is not mandatory.

1. Q. What is the subscription fee being discussed about?

A. OMES would like to know how a subscription model where the supplier provides a number of points required to be paid for an upfront purchase by the state for IT staffing would look.

1. Q. Does it mean that for each RFP released, there will be a decided fee that will be published and only those Vendors who subscribe or pay the fees will be allowed to respond to those RFPs soliciting any/all of the 10 skill sets?

A. Suppliers never pay a fee to be allowed to respond to an RFP in Oklahoma.

1. Q. If this RFI greenlights a solicitation, what is the estimated timeframe for procurement?

A. July 2023

1. Q. What is the anticipated contract value?

A. This is dependent on adoption and is unknown at this time.

1. Q. Is there a current vendor providing these services? If so, how may I obtain copies of any contract documents?
2. There is not a current vendor providing services in this fashion.
3. Q. How will the pre-buy work? Will this be an issued PO for 24 months with a certain dollar amount to the vendor? I am not sure what “points” means.

A. We would consider purchasing a set number of points that could include a blend of skill-sets for a staffing event that could be short or long term depending on the agency need. Points could be your equivalent number assigned to a dollar amount for that skill-set.

1. Q. Will the vendor be required to have the 10 skill sets of staff on hand at all times, or would we be able to source this skill at the time the need arises? (meaning do we need to provide resumes of candidates that are available at that time to choose from?
2. The supplier would not be required to have the 10 skill sets on hand at all times, but it is anticipated that these skill sets would be activated often. They would be required to set an SLA to acquire and deploy skills for which they respond to.
3. Q. If we are on 1025 and do not win this solution if it is selected to move forward as the solution, will be not be doing as much business with the state? Meaning, if this is the solution moving forward and we are not accepted for this RFI, will our current business partnerships go away or is the 1025 still planning to be active moving forward?
4. SW1025 will still be active moving forward.
5. Q. I have not done an RFI for you all before just putting together the 1025 RFP. Some of the information you have requested will be similar. Will the format I used for 1025 updated to fit these needs be acceptable?
6. The format for this RFI response is specified in the RFI document and is not hinged on the 1025 format.
7. Q. Also would like to ask if the resources in the 10 skillsets would need to be located in Oklahoma? Some of the requested skills are hard to find locally.
8. No
9. Q. Are you looking for help with website hosting, email marketing management, or other website plugin subscriptions? We help our website design clients handle these. We’re a branding, web design and web support agency in OKC.
10. We are interested in suppliers that are able to provide technical resources based on a subscription model.
11. Q. We help our clients manage their marketing emails via FloDesk and MailChimp (both subscription products) and we help our clients handle their web hosting (which are usually subscriptions for 1-2 years to WP Engine, Pantheon or SiteGround.) Just wanted to clarity what this “subscription” RFI was about.
12. We are interested in suppliers that are able to provide technical resources based on a subscription model for each of the 10 provided skill sets.
13. Q. Is the Subscription Based IT Staffing solicitation different than the SW1025 or is it the same?
14. It is similar to the SW1025 however the skill sets are narrowed down and the pricing structure is a pre-buy as opposed to invoicing and payment.
15. Q. If you release an RFP in future, is it mandatory to submit an RFI response in order to participate in the RFP process?
16. No, it is not mandatory.
17. Q. Skill Sets Please clarify what Level II and Level III means - for comparison what are the other levels? does this relate to years’ experience, seniority? etc.
18. For the purposes of this RFI only level II & level III are being considered. Level II being 4-7 years of experience and level III being 8 or more years.
19. Q. Skill Sets If there are skills we do not provide - do we just note that for each skill?
20. Yes
21. Q. Support - Does this section request our general business approach to these items? the reason for the question is that many of these can be different depending on the type of project
22. Yes, this is a general question in regard to your overall business model.
23. Q. Pricing - Does this mean that for each skill type and level in section 1, we should price a 40-hour block (ie. Project Manager Level II = $XXX/40hrs, Project Manager Level III $XXX/40hrs.).
24. We would like one blended rate for a level I and level II for each skill set provided in points instead of dollars.
25. Q. Pricing - Can we provide pricing for each skill by location (ie: onshore, nearshore, offshore)?
26. Yes
27. Q. Pricing - Can you clarify what is meant by point values?
28. An example could be a 40/hour block for a Data Integration Developer would be 5000 points. Point value to dollar conversion would be realized at the release level. This is only an example. The state is interested in your experiences with alternative cost structures for staffing solutions.
29. Q. Pricing Special Security Access – Can you clarify what this is?
30. For contractors that hold special security clearances that are able to work in more sensitive areas of an agency.
31. Q. Blended Rates by Points Based System - Can you clarify what is meant by points-based system and how this will help to generate a blended rate?
32. A blended rate is the rate in points you are willing to provide for assignments where level II & level III can be comingled in a given 40-hour block.
33. Q. Similar Services - please explain similar services (ie the skills) or the commercial services
34. This question relates to if your company has ever transacted in a subscription-based IT staffing model previously.
35. Q. General - Would the State be open to an alternative cost approach to provide "teams" or "pods" - instead of by skill roles. Or other "point based models"
36. Yes, the state is interested in all approaches to a subscription-based model.
37. Q. Typical Agency Staffing Request - Estimated point values and staffing timelines for a typical agency staffing request may vary considerably by the type of request. Are there specific request types which are standard to which we should respond? different respondents might assume differently making it harder to compare, might the state provide more details on what this may be?

A. The response to this RFI should be based on your ability to address the specific components as requested. There are no known specific standardized request types for this RFI.

1. Q. Major components - Can you elaborate more on what is meant by "major components" (for example does that include adding more roles for Section 1? what other areas would this apply to?)
2. If your company is aware of or done business in the fashion requested in this RFI we are requesting to know what components of such a system you see that are missing.
3. Q. Is this a new initiative? If not, please provide the names of the current vendor(s) providing the services.
4. This is a new initiative.
5. Q. Can you please let us know the previous spending of this contract?
6. FY22 spend for IT Staffing = $26,496,816. This represents all IT temporary staffing spend and does not reflect only the specific skills requested in the RFI so the total dollar value is likely to be less.
7. Q. Please confirm if we can get the proposals or pricing of the incumbent(s).
8. Since this is a new pricing methodology the state does not have this information.
9. Q. Are there any pain points or issues with the current vendor(s)?
10. There is not a current vendor, so no.
11. Q. Please confirm the anticipated number of awards.
12. We will award to all qualified candidates
13. Q. We understand that there is no pricing sheet included, are there any qualifications or expectations around the pricing sheet we submit? If there is any preferred format, Can the OMES provide a sample of the price sheet that is required as part of the response?
14. See #3 Pricing components. There is no required response structure for pricing outside of what is provided for in #3.
15. Q. Do you need on-site or off-site pricing, or both?
16. Both
17. Q. Will these positions be remote or on-site?
18. Both
19. Q. Do a consultant’s employees need to have any special certifications or status, such as a security clearance or U.S. citizenship, in order to perform work under this contract?
20. The access and criteria is dependent on the type of work requested under a specific SOW and the data classifications.
21. Q. Does this opportunity fall under OMES Deliverable Based IT Services? If not, how is it different from that?
22. No, this is for IT staffing, not a turnkey or deliverables-based project model.
23. Q. Is there any subcontracting goal?
24. NO
25. Q. Do we need to provide sample resumes of the candidates based on the provided skill sets and roles?
26. No, this is a request for information not a solicitation for candidates.
27. Q. How many years of experience do we need for Level II and Level III?
28. For the purposes of this RFI only level II & level III are being considered. Level II being 4-7 years of experience and level III being 8 or more years.
29. Q. Is there any timeline to provide a resource?
30. WE expect SLA for each skill type to acquire and onboard resources
31. Q. Can we use offshore resources as well?
32. Yes
33. Q. Is this a re-compete RFP? If yes, could you please share the name of Current Suppliers (who are currently providing services to Agency)?
34. This is not an RFP. This is a Request for Information.
35. Q. Could you please share current Supplier’s pricing and Proposals?
36. The state does not have this information.
37. Q. When the existing contract was started, and what is the annual monetary spent value of the current contract since inception?

A. There is not a current contract with this model.

1. Q. How many resources are currently engaged in the current contract?
2. The state does not have this information.
3. Q. Can you please share the no. of positions served in previous years under this contract?
4. The state does not have this information.
5. Q. Can you please share the amount of business each vendor did under this contract in previous years?
6. The state does not have information to provide based on this contracting model.
7. Q. Is there any local preference for this contract?
8. There is no preference regarding local respondents.
9. Q. What will be the estimated annual budget for this project?
10. Since this is not a project the state is unable to provide this information.
11. Q. Do we need to provide any references with our response?
12. No, we do not need references.
13. Q. What scorecard criteria will be utilized to evaluate bidders?
14. Since this is a request for information only there will not be a formal evaluation or award.
15. Will these resources be required onsite, ability to work in a remote fashion, or potentially a hybrid of the two? And/or does this apply to a specific resource or skillset (s)?
16. There are no specified requirements at this point. Any combination of the stated resources is possible.
17. Can you explain in detail how the subscription-based model works?
18. This is a request for our supplier community to provide information on how such a system could work.
19. How does the point-based system work in conjunction with the subscription model?
20. We are asking our supplier community to provide information on subscription models that they have used or have knowledge of.
21. Is there a specific project(s) approaching that you will leverage these resources, or is this RFI request of ongoing staffing needs?
22. Ongoing staffing needs.
23. Can you explain what you mean by pre-buy of points of 40-hour blocks?
24. Oklahoma would make an upfront purchase for a certain number of points to obtain a blend of resources in 40-hour blocks at a time depending on resource needs.