

## Questions and Answers for RFP/2015/105

### Second Batch

The following questions were today raised during the previously announced onsite meeting. That session was a chance to see our premises, for those companies expressing interest for such an opportunity. Please find the notes of RFP related questions and answers given.

**1. Is there any holiday calendar during the delivery of the proposals?**

Response: The deadline for proposals is 30<sup>th</sup> September. While GCF will have no working days on 28<sup>th</sup> and 29<sup>th</sup> September, the G-Tower building receptionist area will be open and would accept package deliverables on behalf of GCF, should you chose to bring them along during those two days. Our GCF offices are open again on 30<sup>th</sup> September. As stated in the cover letter to the RFP, and considering the national holiday period, it is strongly recommended that you deliver the sealed tender envelopes in person.

**2. Should the costs of the example projects described in Lot B and C be described by using only your provided subject matter experts/role table?**

Response: The purpose of the SME table is to be a guidance for describing the manpower and the profile of experts to deliver the project. It is possible to add other roles and to add different kinds of cost factors for making the proposal more comprehensive.

**3. During the analysis for the solution and services needed, we found some opportunities to integrate some projects together (within and beyond lots B and C). In that way we think that it might be more cost effective to combine some efforts. Is it possible to present different project scenarios in one package or would it be problematic for an "apple to apple" comparison of prices?**

Response: Please keep at least those solutions that span across lots separately costed. You can then still describe in how far synergy effects can be achieved by doing several of them jointly.

**4. For lot C, is it only required to show an architecture and a development solution? It is possible to provide other levels?**

Response: All the narrow or wider example cases for lot B and C will ultimately end up as same or similar end-to-end solution initiatives of GCF. Tenderers are therefore in that sense encouraged to expand their concept, without losing the focus of the specific tasking. No real world project is architecture/engineering only or pure play software development only. Tenderer should also keep in mind that GCF's own ICT workforce will be rather small in the

early years, necessitating it that most project proposals must also cover integrator and coordinator duties for own and third party contributions.

**5. Is it possible that GCF separate the lot B and C for different companies?**

Response: Yes. While we need to watch out against fragmenting our service and solution provider portfolio too much (considering our small workforce), we could very well end up with three different winners for the three lots. GCF will in any case not guarantee exclusivity of all outsourced projects work within 3 years for the winner(s) of lot B and C. We are aware of your company's commercial risks and related concerns. We will for that reason work with you, making good use of Gartner advisory, for establishing best practice modern contract terms that contain compelling metrics and incentives for a successful sourcing relationship.

**6. Should the costing of solutions for lot B and C also include COTS software, hardware and already predictable service acquisition needs from third parties?**

Response: Tenderers are indeed encouraged to provide estimates for the fuller costs that such projects would entail. GCF is aware of the time pressure and workload for the Tenderers and will therefore accept ballpark estimations for those third party aspects that are of for example of a more novelty nature and therefore difficult to research and explore in time.

**7. Is there any content or structure that GCF will recommend for the presentation by each vendor during the evaluation period?**

Response: Tenderers are free to provide any structure and content for their presentation. It will not have to be scripted following assigned tasks by GCF. The presentation shall be remotely, making use of voice, video and screen sharing. It is expected to last about 60 minutes, from which 45 minutes should be used by the Tenderer for upfront demonstrations and explanations and the rest for Q&As (with a tolerated overrun of another 15 minutes). The sessions will be scheduled during a time while GCF's RFP Evaluation Panel still busy with scoring of proposals. Please expect therefore also questions in relation to the written material.