

MEDICAL MARIJUANA RFQ 6100040415
 DRAFT QUESTIONS

Question #	QUESTION	ANSWER
1	<p>We are interested in the above referenced solicitation and wanted to reach out for clarification. We have a collaborative SaaS platform on which such applications can be configured without coding and provided on SaaS basis. We do not have a ready-made "medical marijuana Seed to Sale tracking software solution" which is stated as a requirement on page 16. Is the agency open to a proposal that will provide this functionality by configuring the application on a currently available SaaS platform with collaboration features?</p>	
2	<p>What are the minimum function points and requirements for the bridge system? Please correlate with Appendix L.</p>	
3	<p>Our company has an unlimited, unrestricted license to operate and deploy a commercial seed to sale tracking system. Will this be acceptable to the Commonwealth?</p>	
4	<p>Given the nature of the industry and the varying state requirements that ensure that no two systems are alike we request that the state government requirement be waived if the Vendor can adequately demonstrate that its system uses proven components that are built to industry standards and are in use at more than three commercial locations for more than 12 months. If so, our company fits these requirements.</p>	
5	<p>How is the weight of the soil to be handled in this measurement system?</p>	
6	<p>Is the State requiring the industry to use this system for Point of Sale transactions as well?</p>	
7	<p>What are the specific requirements for these notices? i.e. Mail, email, text, etc.</p>	
8	<p>What, if any, is the requirement for this line item?</p>	
9	<p>Would the Commonwealth consider revising the certification (Appendix A) to include the verbiage in red: to be successfully implementing, configuring, customizing, operating and supporting a medical marijuana Seed to Sale tracking system and/or Registry system for a state government client that has been in production for a minimum of six (6) months?</p>	

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10	RFQ states in #1 – 3, Medical Marijuana Seed to Sale tracking solution. Would the Commonwealth consider revising the Section H. in the RFQ to include the verbiage in red: Medical Marijuana Seed to Sale tracking system and/or Registry Solution?	
11	Section II-5 Prior Experience requests experience in medical marijuana Seed to Sale. Would it be acceptable to include prior experience in medical marijuana but not necessary the entire Seed to Sale process but more of the Registry solution?	
12	As it relates to a closed Seed to Sale system model, will the scoring criterion include costs related to the provisioning of the solution to end-user medical marijuana organizations? Or is the scoring criterion solely based on the module(s) utilized by DOH to fulfill its regulatory Seed to Sale tracking?	
13	As it relates to a closed Seed to Sale system model is it required for a contractor to provide cost/pricing information for end-user medical marijuana organizations?	
14	The Medical Marijuana Detailed Requirements at BR0049-60 address the functionality to provide tracking and reporting of patient, physician and caregiver certification. Is the ability to process, monitor and report on the licensing of medical marijuana growers, processors, dispensaries and laboratories a core business requirement?	

15	<p>Can this requirement be modified to read? <i>"Certify the Contractor owns or partners with a medical marijuana Seed to Sale tracking software solution provider and has the ability to operate it as a hosted, Software as a Service (SaaS)."</i></p> <p>We request the Commonwealth modify this requirement to allow more Seed to Sale software solution providers to respond to Medical Marijuana RFQ 6100040415. Medical Marijuana Seed to Sale software solutions are specialized to meet the specific requirements of Medical Marijuana Track and Trace programs. These software companies are usually not on statewide procurement vehicles like the Commonwealth's Master Information Technology (IT) Services Invitation to Qualify (ITQ). The Commonwealth allowing Seed to Sale software solution providers to partner with proven ITQ vendors provides the opportunity for the Commonwealth to receive more responses from qualified Track and Trace SaaS solution providers and increases the competitive landscape.</p> <p>In addition, we respectfully request the Commonwealth to provide a response to this request as early as possible so Track and Trace solution providers not on ITQ 4400004480 are able to partner with proven providers and respond timely to the RFQ.</p>	
16	<p>This section uses the same language as referend above in our question # 15. Our question #15 applies to this section as well.</p>	
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18	<p>What is the anticipated time period between the Project Start (20 days after the contractor is selected) and the July 1st deadline for the Temporary Bridge Solution plus the Registry for Practitioners and Medical Providers to both be in production?</p>	
19	<p>As part of the general requirements for the proposal submissions, is there a current page limit for the Technical Submittal?</p>	
20	<p>The milestone calendar lists Oct 15, 2017 as the date for the Seed-to-Sale system to be in production. What is the State's ideal release date to the public?</p>	
21	<p>In the statement "this solicitation includes two supporting systems", is the State referring to "Bridge Functionality" and "Registry Solution" as the supporting systems?</p>	
22	<p>Does the State have a "temporary bridge solution" it would like Pennsylvania to model?</p>	
23	<p>Where are the requirements listed throughout sections IV-3 through IV-6 to go within the main response format as mentioned on page 16, section II-1 - General Requirements?</p>	
24	<p>What are the types and estimated number of Commonwealth users, for example law enforcement, administrative, and other Gov stakeholders?</p>	
25	<p>What medical systems, databases, etc. will this system need to integrate with, if any? Is the desire that Practitioners and medical providers can log directly into the Seed to Sale system?</p>	
26	<p>Please identify and describe the Law Enforcement IT systems that must be integrated with.</p>	
27	<p>Will municipalities need access to the system? What functions will they be performing and responsible for?</p>	
28	<p>Does the Commonwealth have an estimate for total estimated data-volume for example Plants?</p>	
29	<p>Does the STS system need to block, in real-time, if a dispensary is attempting to sell something that is not the form/quantity recommended by a practitioner?</p>	
30	<p>Who writes and maintains the Safety Insert for a given product? Should the STS system provide an interface for that?</p>	

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31	Does the STS system need to integrate with surveillance and security systems to track and store this data? Will there be Commonwealth pre-approved surveillance and security systems?	
32	Does the Commonwealth require GPS-based Route Randomization for transporters?	
33	Has a training platform been selected that the STS must integrate with? Should the STS include training functionality?	
34	Should the STS integrate with any EMR (Electronic Medical Record) systems for Practitioners?	
35	Would the commonwealth want the STS to issue notifications of Recalls directly to patients, or is that a function of the Dispensaries or direct, would this be done via email?	
36	Will the STS have call-center functionality? Or an integration with an existing state call center?	
37	If a decentralized model is used, will the Commonwealth mandate the specific, approved commercially available software modules? Will it be limited to specific 3rd party vendors or will there be a "free market" of 3rd party applications as long as they meet the requirements of IV-2-A-3 (data exchange)	
38	Does the 250,000 person user base include patients?	
39	Based on our understanding, the Commonwealth wants to require that Approved Organizations use specific applications and hardware for their Operational/Inventory/POS functionality. Is that accurate?	
40	If yes to the previous question (#39), should we be including the costs of the Operational/Inventory/POS applications for Approved Organizations in our Response?	
41	If yes to question #39, will the Approved Organizations, or Commonwealth, be responsible for paying for the software + hardware used by Approved Organizations?	
42	If our solution can integrate with any of the current 3rd party applications and hardware for this market, does that satisfy the requirements for a "Decentralized" system? Can businesses select any 3rd party software that properly integrates with the STS system?	

43	<p>RFQ states: "If it is within its capabilities, Contractors are permitted to include proposals for both closed and decentralized Seed to Sale models in response to this solicitation." Does the Department prefer that a bidder capable of providing both closed loop and decentralized models submit two separate proposals, or should the bidder provide one proposal with both models included?</p>	
44	<p>RFQ states: "If it is within its capabilities, Contractors are permitted to include proposals for both closed and decentralized Seed to Sale models in response to this solicitation." If the Department prefers that the bidder provide one proposal with both models included, how does the Department wish to receive the cost proposal for each model? Should the bidder submit two separately sealed cost proposals, or one sealed cost proposal with two sub-sections, one for each model?</p>	
45	<p>The Cost Matrix does not include the option for the winning bidder to directly charge industry participants (growers/processors, laboratories, dispensaries, etc.) for plant/inventory tags (whether barcode or RFID) or to directly charge the industry participants any other fees. Please confirm whether or not the winning bidder is allowed to directly charge industry participants for anything, or whether all financial costs of the system--whether direct or indirect--are limited to what is specified within the Cost Matrix.</p>	
46	<p>Page 24, Part B requires that a temporary "Bridge" tracking solution for growers/processors to be deployed first, followed by the final Seed to Sale solution. Part C requires an integrated Saas Registry, and does not specify that a temporary "Bridge" registry system be deployed first, or that the Registry be deployed in stages. However, the timeline on Page 22 specifies that both the Temporary Bridge tracking solution and the Registry for practitioners and providers be deployed on July 1, 2017; then the Registry for Patients and Caregivers on August 15, 2017; then finally the Seed to Sale Solution deployed on Oct 15, 2017. Is it the Departments expectation that the Saas Registry deployment be broken into stages similar to the Seed to Sale deployment (first "Bridge" then full system)?</p>	

47	Will implementation of the software solution include vendor licensing and re-licensing (grower/processors, dispensaries, etc) along with enrollment of patients and/or physicians and on what timeline?	
48	Will PA DOH manually conduct licensee enrollment (grower/processors, dispensaries, ect) and provide the selected software provider with licensee data for a one-time, simultaneous implementation of all licensees into the registry database?	
49	Will PA DOH manually conduct and periodically provide the selected software provider with licensee data for multiple batch implementations of licensee into the registry database?	
50	Whether PA DOH conducts manual licensee enrollment or authorizes automated enrollment through the selected software provider, can implementation steps be initiated immediately upon enrollment of each individual licensee or is it expected all licensees will be enrolled simultaneously?	
51	The requirement that states " Include experience in medical marijuana Seed to Sale tracking for state government agency. The contractor should provide a minimum of three (3) client references applicable to projects that are similar in size and scope pertaining to these requirements contained within the RFQ."	
	Will the requirement of the seed to sale tracking system having to be done for a state agency be removed?	

52	<p>Under the Mandatory Responsive Requirement III-1 C, it says the Contractor owns a medical marijuana Seed to Sale software, but the contract all states Offerors, either directly or through their subcontractors.... So when assessing the Contractor, does this take into account the subcontractors that have contracted with the primary applicant? I own a hosted SaaS registry system in Pennsylvania and we are partnering with a Seed to Sale/Track & Trace company to submit an application on your RFQ. Can the SaaS registry system be the primary or does the Seed to Sale have to be the primary, or can we apply jointly after getting approved individually on the supplier website?</p>	
53	<p>Are additional points awarded if a sub-contractor small diverse business is based in PA?</p>	
54	<p>Are businesses (e.g. G/P expected to pay for elements 525 platform? If yes, which parts, and how will the costs to businesses be dictated? Please clarify or confirm that you are not asking responders to comment on all 137 policies, but to identify any policies that we do not comply with.</p>	
55	<p>Will there be any way we can add comments or explanations around the cost worksheet? The structure does not appear to allow for flexibility in the costing.</p>	
56	<p>In section I-23" contractor should include no costing in technical" - However in example on costing worksheet shows a cost for change in customization and should we show a cost or not?</p>	
57	<p>FedRamp -- What kind of proof if any is required for FedRamp?</p>	
58	<p>In the technical, are you looking for any detail in the explanation if the answer is OOB or is that only for customization, confirmation or contractor?</p>	
59	<p>Is there a proposed project calendar, for example what are the deployment dates/schedules?</p>	
60	<p>Does the vendor have the flexibility to phase out module deliveries? If so, are there must have modules that are required in first phase? Other details can be worked out in the project plan after award.</p>	
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62	<p>The document indicates there will be a user base of approximately 250,000 with up to 33 growers/processors, 198 dispensaries, and 30 laboratories. It does not indicate what is the estimated total number of users for each of these types of entities. Can you also provide an estimate of users for the above types of entities, for DOH and for other types (e.g. patients, caregivers, medical providers)? Can you also provide an estimate of the level of usage of the system by these users, i.e. the level of activity and frequency with which they will interact with the portal/system in query or update mode (for each user type)?</p>	
63	<p>What does it mean to have the ability to override purge process for specific record types? Are there any desired, mandatory or legal requirement for purging and archiving data? For example: What is the proposed frequency at which the specified data should be purged? Does purged data have to be archived? After how much time can the archived data be discarded? Are there any other requirements for this retention, archival, discarding functionality?</p>	
64	<p>How will the STS system integrate with onsite physical security & surveillance systems? Can this integration be provided in later stages? Can these systems (that need to be integrated) enumerated and their integration APIs specified in order for us to provide a quote?</p>	
65	<p>Do we have to only provide dispensaries with an ability to print and file receipts electronically with DOH? Or do we also have to provide some way to track the paper receipts at a physical storage location?</p>	
66	<p>Who will produce the "safety insert" provided with packages, and what information will be contained in it?</p>	
67	<p>Will there be any business rules to determine minimum number and types of medical marijuana produced and dispensed by grower/processor or dispensary?</p>	
68	<p>Are there specified guidelines to determine which plants are included in a lot and batch or subject to the discretion of the grower/processor?</p>	
69	<p>Is there a list of standard reports that should be available in addition to the ability to create ad hoc query based reports? Also what is meant by the ability to edit as needed and post it on the department's publicly accessible Internet website. How will this be done?</p>	

