



pennsylvania

DEPARTMENT OF HUMAN SERVICES

SOLICITATION ADDENDUM

Date: **August 11, 2020**
Subject: **Resource and Referral Tool**
Solicitation Number: **RFEI 03-20**
Due Date/Time: **August 14,2020 at 12:00 PM**
Addendum Number: **4**

To All Suppliers:

The Commonwealth of Pennsylvania defines a solicitation “Addendum” as an addition to or amendment of the original terms, conditions, specifications, or instructions of a procurement solicitation (e.g., Invitation for Bids or Request for Proposals).

List any and all changes:

- The Department is providing a revised Appendix I – Cost Submittal.
- Responses are being provided to additional questions submitted regarding Appendix I – Cost Submittal, see below.
 - Question: Understanding that there could be change orders after implementation, could you provide clarification as to the comment of *becoming exclusively for the Commonwealth and not part of the Contractors commercial product?*

Answer: The intent of the statement is that the Commonwealth will not pay for enhancements that are included in the contractor’s commercial product. The blended rate is intended for changes that the Contractor does not incorporate into the product and that are done specifically for the Commonwealth. The developed works are considered to be owned by the Commonwealth.

- Question: As a SaaS company, many of our enhancements become available for other clients. Is the intent for the Commonwealth to own the IP for the additional work if needed and not allow the contractor to provide that enhancement to other clients?

Answer: No. The Commonwealth does not intend to own enhancements made to the commercial product (nor do we intend to pay for them). We do intend to own IP for additional work done exclusively for the commonwealth (and for which we will pay the blended rate).

- Question: Lastly, noticing the Blended Rate is included in the Summary, the additional estimated cost is incorporated in the evaluation scoring correct?

Answer: Correct.

- Question: Does the Commonwealth want the pricing in the "Additional Field" tab to all be single, one-time fees? Or is the formula on the "Summary" tab not correctly calculating the total cost?

Answer: Refer to the revised Appendix I – Cost Submittal posted with this Addendum 4.



pennsylvania
DEPARTMENT OF HUMAN SERVICES

Type of Solicitation: Hard Copy (Paper) Bid - If you have already submitted a response to the original solicitation, you may either submit a new response, or return this Addendum with a statement that your original response remains firm, by the due date.

Except as clarified and amended by this Addendum, the terms, conditions, specifications, and instructions of the solicitation and any previous solicitation addenda, remain as originally written.

Respectfully,

Name: Michelle Herring
Title: Issuing Officer
Phone: 717-787-9200
Email: RA-pwrfpquestions@pa.gov