

Request for Proposal No. 2021-08

Addendum 02 – Q&A

This document is posted to capture the questions received, and agency answers provided, during the question and answer period of RFP No. 2021-08, issued October 15, 2020.

All amendments, addenda, and notifications related to this procurement will be posted on the [OSPI website](#) (if this was an open procurement) and on the Washington Electronic Business Solution ([WEBS](#)) website. Additional questions concerning this procurement must be submitted to contracts@K12.wa.us. Communication directed to other parties will be considered unofficial and non-binding on OSPI, and may result in disqualification of the Consultant.

- Question:** Under section A.5 Bidder Qualifications - Minimum qualifications, #10 specifies that a bidder must provide "Letters of recommendation from at least three WA accredited educator preparation programs in the United States."
Would letters of recommendation from three State Departments of Education in the US be acceptable? Or from Subject Matter Expert or Partner Organizations on their experience working and coordinating with our company? Or from teacher training/prep-programs in the US, but not in WA?

Answer: Letters of recommendation from at least three WA accredited educator preparation programs in the United States are required, as they will be the main contacts and partners within this project. Not having their support would be detrimental to the work activities and outcomes.
Potential contractors should reach out to WA educator preparation programs to discuss their ideas and request support.
- Question:** As a full service consulting firm, [Consultant] uses and would bid using competitive, market based, commercial rates. PCG's market based rates are fully loaded including, without limitation, salary, fringe, overhead and profit. Would rates such as these be acceptable for this proposal?

Answer: To the extent practicable, Washington State agencies are required to enter into performance-based contracts that identify expected deliverables and performance measures or outcomes, and are contingent on the contractor providing such deliverables or achieving performance outcomes.
Bidders are encouraged to structure Technical and Cost proposals in a performance-based manner that identify payment(s) tied to deliverables. However, proposals that identify itemized costs such as salary, fringe, and overhead, will be accepted and reviewed.

