

Questions 1/21/2025

1. Could you please clarify whether our services are delivered onsite or remote? Additionally, if we are able to provide services on a remote basis, will there be any onsite visits required?

The RFI does not explicitly mandate whether services must be onsite or remote. However, the focus on cost-effective and scalable solutions is highly encouraged. Initial stakeholder engagement, system implementation, or training workshops may be provided remotely.

2. Are you open to a hybrid delivery model with a mix of offshore and onshore resources?

The RFI + RFI Addendum emphasizes scalability and cost-efficiency, which aligns with the benefits of a hybrid delivery model. While not explicitly stated, proposing a hybrid model with clear delineation of responsibilities and compliance with any data security requirements should be detailed in your response.

3. What is the existing architecture and technologies used?

The current systems among anchor institutions include a mix of complex ERP solutions and Local, Small Minority Owned Business management systems which are outlined in *Exhibit - 4 Data Management Details Survey Results* of the RFI + RFI Addendum. API integrations were also successfully implemented during Phase 1 with external platforms also outlined in *Exhibit - 4 Data Management Details Survey Results of the RFI + RFI Addendum*.

4. How do you categorize and track Local, Small, Minority, and Women-owned businesses within your current systems?

Data on these businesses is tracked variably across anchors. Some anchors use centralized systems, while others rely on separate tracking systems for certified vendors. Please review *Exhibit - 4 Data Management Details Survey Results* of the RFI + RFI Addendum for details on the different systems on how these businesses are tracked.

5. What challenges have you faced in engaging vendors in the marketplace?

During the two years of this program, SFAA members and vendors shared detailed feedback on their needs. Summaries of this feedback will be made available to the selected technology vendor. Please provide a response on how your organization plans to partner with the SFAA Regional Marketplace anchor members to ensure local vendor participation *under Section 4.1 Original RFI Questionnaire question 4* of the RFI.

6. What is your current process for posting procurement opportunities and matching them with vendors?

Procurement opportunities are currently shared through a mix of API connections and manual .csv uploads from various anchor systems. The system matches opportunities to vendors based on vendor profiles in the system. Please provide a response on how you would provide timely

matches to RFP opportunities for vendors under *Section 4.2 Supplemental Questionnaire as Part of the RFI Addendum Question 2 bullet 2.*

7. Section 4.2.2:

- a. For bullet point 3, what type of bid information are you looking for the system to manage?

During its first phase, SFAA's Regional Marketplace didn't include the integration of bid or contract award data. Providing some ability to automatically ingest and/or monitor Bidder data is part of RFI Goal 3 (**Automate** the full cycle from vendor uploads, procurement uploads and bid and award data uploads.).

As all bidding and award activity was taking place independently of the Phase 1 technology platform (a situation that will continue for all SFAA members), please provide how you propose to work with Anchors to collect Bid information. You can refer to *Exhibit - 4 Data Management Details Survey Results* for background on current anchor data collection capabilities.

- b. For bullet point 4, are there specific things you're looking to analyze regarding contract / award data?

it is highly desired that the selected technology vendor be able to track whether vendors matched in the system have bid for procurement opportunities they were matched with and whether they were awarded a contract.

8. Section 4.2.12

- a. Regarding the diligence process and timeline, does this refer to the diligence the selected proposer will conduct on the existing system, or the diligence South Florida Anchor Alliance will perform on the selected proposer?

Please provide a response to any anticipated due diligence your organization would need to do to fulfill the outlined scope of work within the RFI + RFI Addendum such as evaluating current data management processes, integrations, and the architecture of anchor systems.

- b. If the diligence refers to what the selected proposer will be conducting, will we be permitted to assess the data provided by the various anchors and evaluate the systems they are using?

Yes. There have been several phases of user research and information-gathering through the pilot stage of the project. During the two years of this program, SFAA members and vendors shared detailed feedback on their needs. Summaries of this feedback will be made available to the selected vendor. Additionally, the selected Regional Marketplace vendor will have access to relevant data and systems for assessment from the participating Anchors.