

**RFP 2018-13 – Strategic Planning
Questions and Answers**

QUESTION	ANSWER
<p>1. Has a contractor developed Covered California's strategic plans in the past? If yes:</p> <p style="margin-left: 20px;">a. Could you please share the contractor's name?</p> <p style="margin-left: 20px;">b. Are they precluded from bidding on this RFO?</p>	<p>Yes, Covered California has engaged consultants to assist in the development of Strategic plans</p> <p>Covered California does not share this type of information on past contractors.</p> <p>Each RFO is an independent request in an open bid process and all qualified company's bids would be accepted.</p>
<p>2. Are work samples (noted on page 5 of the RFO) to be provided from projects the company completed or projects the proposed resource(s) completed?</p>	<p>Please refer to Corporate Qualifications page 5 paragraph (b) of this Request for Offer</p>
<p>3. Will services be invoiced on a deliverable/tasks based or time and materials? If invoices will be on a deliverables basis:</p> <p style="margin-left: 20px;">a. Will Covered California accept monthly progress payments?</p>	<p>Contractor can provide a monthly detailed invoice which includes task and hours expended</p>
<p>4. Is this RFO part of the Non-IT CMAS or IT CMAS?</p>	<p>Non-IT Request</p>
<p>5. To verify the wording. The RFO states ..."Only active [California Multiple Award Schedules (CMAS) contractors may participate in this solicitation". We assume this means the prime contractor. If a CMAS prime contractor choses to propose a subcontractor, the subcontractor can be non-CMAS. Is this a good assumption?</p>	<p>Please refer to page 5 paragraph 7 of the Request for Offer</p>
<p>6. How often does Covered California conduct strategic planning as requested here?</p>	<p>Not applicable to this Request for Offer</p>
<p>7. When was the last Strategic Planning effort (months and year)?</p>	<p>Not applicable to this Request for Offer</p>

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<p>8. What has been the typical duration of past strategic plan development efforts (e.g. 3 months, 6 months?)</p> <p>a. How does this timeframe compare to 2. Key Dates, which states ...”It must be understood that time is always of the essence, both for the RFO submittal and contract completion”. This would indicate Covered California intends to have a shorter duration strategic planning process.</p> <p>b. Is this a correct assumption? If not a correct assumption, why not? (“Time is of the essence” is a speed to delivery performance expectation for both our organizations)</p>	<p>Not applicable to this Request for Offer</p> <p>Proposed time, resources and duration of the strategic planning and implementation would be provided by the bidder in their Understanding and Approach</p> <p>Proposed time, resources and duration of the strategic planning and implementation would be provided by the bidder in their Understanding and Approach</p>
<p>9. This statement ...”At the direction of Executive staff, the contractor may also perform organizational/program evaluations and/or needs assessment and make training recommendations to executive leadership” is broad and lacks a statement of work. Are we expected to include this work as part of the dollar limitation stated?</p>	<p>Please see page 4, paragraph 3 Contract Amount</p>
<p>10. Does Covered California foresee any need to travel beyond Sacramento for this effort?</p>	<p>All work performed under this contract will take place within the Sacramento area</p>
<p>11. As Freed is a developer of training, does Covered California expect the contractor to develop training? Section B states such. “ Contractor Tasks and Responsibilities: Work with the organization, divisions or programs to assess and develop customized training in coordination with Covered California University”.</p>	<p>For purposes of this Request for Offer develop training means to develop training.</p>