

Treasurer of State – RFP for TMS and Implementation Services – Questions & Answers
(10/6/2014)

Q. We understand that the State of Ohio has approximately 3,500 active investment positions?

A. The State of Ohio has approximately 3,900 active investment positions.

Q. Can you please identify the number of positions that are long-term and require GASB reporting?

A. The Treasurer of State's office has 2,100 long term positions. However, we report on all positions for GASB.

Q. Can you please identify the number of positions that are short-term, cash, and equivalent?

A. 375

Q. How many years of portfolio history should be brought into the new system?

A. Likely seven years.

Q. Page 13 states that 90 users across the organization should be used as a pricing assumption, but Appendix 5 (Page 41) shows 200 split between 50 full-access users and 150 read-only users. Can you clarify the assumption on Page 13 or should this be updated to match Appendix 5?

A. The correct number of user licenses requested is 200, divided between 50 full-time licenses (concurrent users) and 150 read only licenses.

Q. How many projected users would require access to the investments/portfolio management solution?

A. Approximately seven Investment Department and Trust Department staff along with seven Accounting Department staff should have the ability to view activity and run reports, for a total of approximately 14 staff.

Q. How many projected users would require access to a bank account management solution?

A. Approximately 21 staff in Revenue Management, Accounting and Administration.

Q. The RFP does not provide clear indication on those areas which require response.

A. All questions and requirements set out in the RFP should be completed to the best of your ability with information available to you at the time of response submission.

Q. We do not agree with a number of the Terms and Conditions included with the RFP. Also, all agreements between [our company] and clients or prospective clients are done so on [our company] paper.

A. The Treasurer's office anticipates that the selected vendor likely will have a standard agreement for the purchased product and services. The Treasurer's office is willing to use such an agreement as the beginning of contractual negotiations. With respect to the standard terms and conditions communicated in the RFP, the Treasurer's office has varying degrees of ability to negotiate those provisions. Some items, such as affirmative action plans, are required by Ohio law. Additionally, Ohio law may limit the Treasurer's office from agreeing to certain provisions, such as indemnification. These terms and conditions will be fully negotiated at the appropriate time.

Q. It is our objective to provide an estimated cost for license and services, which is based on the initial requirements and RFP. However, this cannot be finalized until we've gone through an implementation analysis to deep dive into the details of the requirements listed.

A. The Treasurer's office understands that providing a complete and accurate cost is challenging without performing a detailed assessment. For purposes of responding to the RFP, the Treasurer's office expects a good faith estimate based on all knowledge the respondent has at the time of proposal. Costs should be broken down by any phases of the project the respondent anticipates. Reasonable adjustments to the projected cost may be made during the contract negotiation process.

Q. As we are not proposing an ASP solution, we cannot provide this information as pricing is subject to the relationships you may have with those respective providers.

A. The RFP response should only include technology that is necessary for your proposed solution. The Treasurer's office is seeking an on-premise solution.

Q. 50 Full time users, will all these users require access 100% of their workday?

A. The correct number of user licenses is 200, divided between 50 full-time licenses (concurrent users) and 150 read only licenses.