



**Questions & Answers Document No. 2
Request for Proposals (RFP)
Medical Cannabis Seed-To-Sale Tracking System
Solicitation No: 060B6400047
July 19, 2016**

Ladies/Gentlemen:

This list of questions and responses is being issued to clarify certain information contained in the above referenced RFP. Nothing in the State's response to these questions is to be construed as agreement to or acceptance by the State of any statement or interpretation on the part of the vendor.

1. Will the Contractor be required to attend meetings in Maryland?

Response: The Contractor shall have the discretion to attend meetings in-person or not.

2. As per section 4.51 - Proposal delivery, "Offerors may submit proposals electronically by hand, or by mail as described below to the address provided in the Key Information Summary Sheet." This would seem to indicate that we can submit electronically, please confirm if we are able to submit electronically, or if printed responses are the only acceptable form.

Response: Proposal submission is required via mail or hand delivery only. See Amendment #3 to the RFP.

3. Please provide further explanation of the self-funded business model. Who is responsible for the "System Set-Up/Implementation" expense identified in the Price Sheet (Attachment F)?

Response: The Contractor shall responsible for all system set-up and implementation expenses.

4. What specific IT certifications are required for this RFP (e.g. MCSE, MCSA, CCNA)?

Response: There are no specific certifications required for this RFP.

5. What back up protocol is required for this RFP?

- a. Are both a local and/or cloud solution required?
- b. Does the state of Maryland have a preferred cloud provider?

Response: No to both a. and b. above.

6. Shall the Contractor provide server, OS and all other materials for implementation and deployment for this RFP?



Response: Yes.

7. Shall all upgrades costs be incurred by licensed and established dispensaries and are network upgrades required to be approved by DOIT and/or the State prior to installation?

Response: RFP Section 3.3.6.1 “The Contractor is responsible for the acquisition and operation of all hardware, software and network support related to the services being provided, and shall keep all software current.” DoIT does not require pre-approval for Contractor upgrades or infrastructure. RFP Section 3.7 describes the SLA provisions.

8. Can Secured WiFi be an installed network component?

Response: Yes.

9. Would software reports generated by the POS system and network satisfy the requirements of Section 3.3.8.3 (A-E)?

Response: The content of the report, regardless of its origin is what is required.

10. Does the State anticipate a mandatory number of hours of training and continued training for either State personnel operating and monitoring the system or dispensary operators?

Response: No.

11. Shall any training be outsourced or “in house only”?

Response: Please refer to RFP Section 3.3.9.

12. What number of State personnel certified in a manner compliant with Section 3.3.2 of this RFP will operate and or manage the system after implementation and handoff to the State?

Response: Should State personnel, certified in a particular field, be required or recommended, Offerors should identify such requirement or recommendation in their proposal.

13. Is Attachment F a confirmation of the “no cost” to the state worksheet?

Response: Yes

14. Is Attachment F a place to identify the costs that the 3rd parties (licensees of the industry) will be required to pay, not the State of Maryland?

Response: Yes



15. If Attachment F is an aggregate of the costs for both the state (none, or \$0) and the 3rd parties, industry licensee businesses (tags and service charges) – then why does Attachment F, B state “all unit prices must be the actual price per unit the State will pay?”

Response: Please see Amendment #3 to the RFP amending the Price Proposal Instructions.

16. In the final summary page Attachment F, it is calculating the price to the state if any numbers are included in the worksheet... based on this a “no cost” solution appears to us as charging the state and may be confused using this calculation? We are not supposed to change the Price Proposal but can we add notes on the sheet so we can clarify our intent?

Response: The purpose of RFP Attachment F – Price Proposal is to establish pre-defined fixed unit pricing for the items listed in RFP Attachment F; especially with respect to the items the Licensees will need to procure through the Contract such as tags and user licenses. If necessary, Offerors may add assumptions to their response.