

**Q&A's #2 to  
Request for Proposals (RFP)  
Statewide Personnel System SaaS Human Capital Management Solution RFP  
#060B3490012  
June 6, 2013**

Ladies/Gentlemen:

This list of questions and responses is being issued to clarify certain information contained in the above referenced RFP. The statements and interpretations contained in the following responses to a question by potential Offerors are not binding on the State, unless an addendum expressly amends the RFP.

2. General Question: With regard to previously issued RFP for Project No. 060B2490018:

- Was there a vendor selected? If so, please identify the vendor.
- What explicitly prevented the State from entering into a contract with that vendor?
- Were the barriers that prevented contracting with that vendor removed in this RFP?

**Answer: There was no vendor selected for award for RFP #060B2490018 and this RFP was cancelled.**

3. Section 3.3.9 Subscription and/or License Agreement:

“Offer shall show a copy of its subscription and/or license agreement (excluding any cost information) for its SAAS solution.”

For clarification, please describe a situation where there would be a license agreement or please specify the State’s definition of SAAS.

**Answer: The State does not expect to have a License Agreement for the SPS SaaS solution but, if such an agreement exists between the Offeror and any third party product required for the complete SPS SaaS solution, the State expects full disclosure of that agreement.**

4. Section 3.3.9 Subscription Services:

“Offeror’s proposed approach to transitioning responsibility for services to the State or another provider at the end of the contract period”

Is the State suggesting the that solution offered should have a migration path to bring the solution on premise, or is this transition intended to refer to the process that occurs if and when the SaaS agreement is ended?

**Answer: The "approach to transitioning responsibility" refers to the process that occurs if and when the SaaS agreement is ended.**

5. "Regarding the subject RFP, would it be acceptable to the State for a Reseller to submit a proposal, which met all the required Terms and Conditions. Would such a proposal be awardable?"

**Answer: A proposal which meets all the required Terms and Conditions of the State's Contract and the Minimum Qualifications per Section 2.7 will be considered for evaluation.**

6. Would the State of Maryland be open to vendors responding to components of the RFP (such as Benefits or Time and Labor), as opposed to responding to cover the entire solution?

**Answer: The State is looking for Offerors to propose a complete solution that meets all of the requirements of the RFP.**