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Secretary

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QUESTIONS AND RESPONSES #4
PROJECT NO. 050B2400001
Statewide Language Interpretation Services
April 30, 2012

Ladies/Gentlemen:

This List of Questions and Responses #4, questions #88 through #91, is being issued to clarify certain information contained in the above named RFP. The statements and interpretations of Contract requirements which are stated in the following questions of potential Offerors, are not binding on the State, unless the State expressly amends the RFP. Nothing in the State's responses 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 asking the question as to what the contract does or does not require. However, if from a particular vendor question(s) it seems as if the vendor has misinterpreted RFP wording referenced in a question, the State's response typically will point out the misinterpretation as part of the answer to the question.

88.) *Does your agency pay Net 15 for small businesses or Net 30?*

RESPONSE: The State pays Net 30 for all businesses. Please see Attachment A- Contract Section 4.2.

“The Contractor(s) shall invoice each individual requesting agency or non-State of Maryland government entity for receipt of payment. Payments from State of Maryland agencies to the Contractor shall be made no later than thirty (30) days after the requesting State agency of a proper invoice for services provided by the Contractor, acceptance by the requesting agency of services provided by the Contractor, and pursuant to the conditions outlined in Section 4 of this Contract.”

89.) *How can an Offeror show a good faith effort in meeting the MBE goal, if in its current business model it does not utilize MBE subcontractors? Please be specific in how an Offeror can be granted a waiver.*

RESPONSE: In order to meet the MBE goal of this RFP, Offerors are encouraged to subcontract with MBE-certified vendors for services that are directly attributable to the State Contract (see RFP §1.10). Even if an Offeror does not currently employ MBE-certified subcontractors in its business model, an Offeror must still attempt to subcontract

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with MBE-certified vendors as stated above in order to make a good faith effort in meeting the MBE goal. Only upon the Offeror showing (including documentation) a good faith effort in attempting to meet the MBE goal will the State consider granting a full or partial waiver of the MBE requirements.

90.) *On eMaryland, the State has two Statewide Language Interpretations Services posted, solicitation MDF1031003119 and MDF1031001230. Are these solicitations identical?*

RESPONSE: Solicitation numbers MDF1031002119 and MDF1031001230 are for the same procurement/RFP. The first solicitation number, MDF1031001230, was entered under a specific NAICS code (North American Industry Classification System code for classifying types of businesses). MDF1031002119 was created to add additional NAICS codes for the solicitation. The State wanted to ensure that more potential offeror relevant business types were provided with notice of the solicitation.

91.) *Are you requesting a flat rate per word for all core and non-core language translations? Or do you want a separate Attachment E worksheet for each individual language to be translated?*

RESPONSE: Please see Question and Answer #1, question #7 and Attachment E price form instructions. The State is requesting a flat rate per word for all core languages and a separate flat rate per word for all non-core languages. Individual core or non-core language pricing is not permitted.

Date Issued: 04/30/2012

By:
Erin Oliver
Procurement Officer