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555 Lakeshore Blvd. Painesville Twp., OH 44077

Date: August 3, 2022

RFP Comprehensive IT Strategic Plan

Questions:

Q1. Whether companies from Outside USA can apply for this? (like, from India or Canada)

A1. Yes, any responsive and responsible contractor is permitted to submit a proposal. Laketrans is not permitted to use geographic preferences on this contract.

Q2. Whether we need to come over there for meetings?

A2. Yes. Vendors will be expected to be onsite for a portion of the project and to make presentations to Laketrans's Board of Trustees.

Q3. Can we perform the tasks (related to RFP) outside USA? (like, from India or Canada)

A3. Yes, some tasks can be performed remotely.

Q4. Can we submit the proposals via email?

A4. Hard copy is required in addition to email.

Q5. Section 3.8 Evaluation Criteria – Qualifications of Staff. Regarding the interview evaluation, 20 points are for the following “working relationship between Firm, proposed staff, and Laketrans staff.”

Does this mean that if a proposing Firm has no previous experience working with Laketrans staff that they cannot score points for this evaluation item? If so, would Laketrans please consider relaxing this requirement to allow for more competition from new firms with the requisite experience required to perform the scope of the RFP?

A5. Working relationship is not determined from previous experience working with Laketrans. Working relationship will be determined from the interview process such as presentation delivery, communication style, communication plan, respectful interaction, and collaborative attitude. Laketrans has never performed an IT Strategic Plan previously and therefore it is very likely that we will end up working with a new vendor.

Q6. Considering the impact of the question above, would Laketrans please provide a response prior to August 17 to allow maximum time to reply to the RFP?

A6. Answered.