



15 COMPUTER DRIVE WEST; ALBANY, NY 12205
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11/23/20

The following (Q&A) will serve as Amendment #1 to NYSIF's Request for Quotes (RFQ) for Tricentis Licenses and Training, bid number 2020-104-IT. Material in this Amendment supersedes any contradictory material in the RFP.

Please note that the due date for the submission of bids remains the same.

All bids are due 12/2/20, by 2:00 p.m.(eastern).

Sincerely,

A handwritten signature in black ink, appearing to read "V. Ginardi", is written over a faint, light blue circular watermark.

Vincent Ginardi
Contract Management Specialist 2

Trcientis
RFQ #2020-104-IT
Amendment 1

Question #	RFQ Page #	RFQ Section and Sub-Section Reference #/Heading	Question	NYSIF Response
1		Appendix Z	Rhetorical question! How do you control random pricing by manufacturer? Do not need specifics but Is there a range that the manufacturer had provided you, say 300 to 400K or 400 to 450K?	NYSIF has an estimated cost for this purchase. Per the RFQ, the purchase cannot exceed \$500,000.
2		Section 2 - Contract Terms & 2 Appendix A	Besides licenses, all of the services will be directly provided by Tricentis as subcontractor. Assume this is OK	Yes.
3		Section 2 - Contract Terms & 2 Appendix A	If yes to above, what all documents would you have them fill-in/adhere to as subcontractor	Any subcontractor must also complete the vendor responsibility forms.
4		Section 2 - Contract Terms & 2 Appendix A	Would you consider license resale value as part of subcontract value or only the services part? We ask this because (for example) vendor responsibility questionnaire is required from subcontractor should the value exceed 100K	No.
5		2 Section 2 - Contract Terms	Do you have a separate master contract with the manufacturer (Tricentis) complying to all your contract/subcontract requirements?	No. It would be part of one agreement.
6		General	Would you require or foresee onsite presence for any of the services (covid and beyond covid)?	Services will be remote.

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7		General	Are you ok if some of the tasks related to this contract are performed by our off-shore resources (say for example project management)	There is not a prohibition on companies headquartered or based outside of the US, however a foreign country must: (1) Be able to provide evidence of responsibility and legal authority to do business with NY State and, (2) Not be a debarred business entity by NY State, (3) Vendors must consent to service of process, legal jurisdiction and choice of applicable laws in the State of New York, USA, and finally, (4) Security requirements may restrict storage and use of NYSIF data (in any form) to the United States.
8		General	Are there system access restrictions to onsite, offsite and offshore resources?	See question 7
9		General	Can notarization, where required, be addressed post award?	All appendices must be completed with bid submissions.
10		4 Section 7 - Minority goals	The goals (30%) in this section conflict with goals specified in page 1 (100%)	This RFQ is limited to NYS Certified MWBE and SDVOB vendors. There is not a conflict in the goals as an SDVOB vendor can subcontract to MWBE vendors, if applicable.
11		4 Section 7 - Minority goals	Assume the goals would be satisfied if the contract is won by an MWBE	Correct
12		5 Section 10- Mandatory requirements	Our bid doc will carry the price sheet and all the forms requested, what do you mean by "Each proposal response should cite the particular RFQ section and paragraph number being addressed"	If your proposal contains additional information outside of the required appendices ,it needs to cite the particular section that is being addressed.
13		58 Section 20	Would you encourage invoice assignment should there be a need? If yes, what would be the procedure?	NYSIF typically receives invoices from the primary contractor. A contract assignment can be discussed in post-award negotiations but is not guaranteed
14	N/A	N/A	Can you please confirm are you asking for the renewals or looking for new licences mentioned on the bid document	This purchase is not a renewal, it is for new licenses and services.

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