

Vendor Questions to RFI #AFDO-21-01

1. On the COST ESTIMATION VENDOR RESPONSE FORM Excel document, would you provide definitions meanings to the column headers:

a. Core System – Fixed Cost

Whichever architecture Mi-Corporation is proposing to serve as the SAFHER Platform’s foundation, it needs to support the ability to deliver and maintain a core system that will be available to be used by all state users. In addition, because approximately 18% of SAFHER’s business and hosting requirements vary from state-to-state, a master contract needs to be available that states may opt into to provide for state specific development, hosting, licensing, and support.

The estimated core system fixed costs are non-recurring, one-time development and implementation costs that the Mi-Corporation proposed architecture would require be budgeted to deliver the highest quality, sustainable SAFHER solution. The fixed costs may include one-time licensing costs or capital expenditures

b. Core System Annualized Recurring Cost

The Core System’s Recurring Costs are operating costs that will be charged on a predictable, budgetable manner that may include items like ongoing maintenance, upgrade, support, recurring licensing fees and others. Once again, these costs are variable upon the proposed architecture and solution delivery requirements.

2. How the definition then impacts the State Profiles A, B, and C as maintenance is listed separately on a separate row.

The costs estimates requested for state profiles A, B, and C are intended to parallel the core system cost estimate requests but for fixed and recurring costs that may be directly attributed each state’s unique business and/or hosting requirements (hosting variations may include hybrid cloud or on-prem). The three state profiles provide a glimpse into the varied, but typical profiles that define the requirements a state may bring to their unique application of the SAPHER platform. As shared earlier, approximately 18% of SAFHER’s business so these estimates reflect the agility and configurability of the proposed solution.

3. Is AFDO looking for a fixed price for a perpetual model in column B where there are no annual subscription fees?

Not necessarily. Depending upon the proposed SAFHER architecture, annual subscription fees or a perpetual fee structure may be appropriate. Getting vendors perspective on the fee structures will provide AFDO guidance on potential fee structuring models.

4. Also, can we assume the new date to receive FTP instructions to upload the response is September 4 (five days prior to due date)?

Correct. September 4th is now the last day to ask and receive FTP instructions to submit a response for this RFI.