



DEFENSE INDUSTRY CONTRACT THROUGH MANUFACTURING 21 AND ORGANIZATION FOR
ECONOMIC INITIATIVES RFP
QUESTIONS AND ANSWERS

December 1, 2009

Q1: If a training provider is working with two companies (minimum consortium) to deliver training to both, do both companies need to submit a separate cover page? As the training provider do I submit the cover page for the consortium?

Answer: No, it is unnecessary to submit separate cover pages. The lead applicant is the entity that submits the cover page. For the purpose of this RFP, the lead applicant can be any member of the consortium and is the entity that will enter into the contract with Worksystems.

November 30, 2009

Q1: Can a company and one of their subcontractors represent a consortium?

Answer: Yes. However, both companies must make and sell a product or component of a product whose end user is the US Military.

November 19, 2009

Q1: Please define consortia. Does this mean that both of the companies are workforce training recipients or can one be a training vendor and the other a manufacturing company?

Answer: As stated in the RFP, at least two companies are required to represent a consortium. Companies for the purpose of this RFP produce goods or services for the defense logistics supply chain therefore a training vendor would not be considered a *company*.

Q2: Is it acceptable to follow the format from the RFP application that was used in the first round of funding?

Answer: No, proposals are expected to answer the questions outlined in current the RFP.

Q3: Are matching funds required to be eligible for the funds?

Answer: No, they are not required.

Q4: Is there an evaluation criterion that gives points to match or leveraged funds? If so is one more valued than the other?



Answer: Yes, in question 3 it lists a request for information on leveraged or matching resources. Although it is not specifically discussed in the evaluation criteria leverage or matching funds in a proposal will add weight to the overall scoring for the question.

Q5: Will it reduce a company's chance of funding if they participate in multiple consortium proposals?

Answer: No, companies can participate in multiple proposal efforts without negative points being awarded to those proposals.

November 10, 2009

Q1: Are there required qualifications for training providers?

Answer: Yes, in order to enter into a contract with Worksystems, Inc. training provider applicants must prove that they are a legal entity (for example, certificate of incorporation, 501(c)(3) letter, etc.) and able to enter into a legal agreement with Worksystems, Inc. Individual organizations proposing training projects for their workforce may require additional standards for training providers they use such as specific industry expertise.

Q2: What are the learning outcomes for these trainings?

Answer: As stated in the RFP, learning outcomes will be any outcome that streamlines processes or enhances a company's ability to produce a product in the defense logistics supply chain.