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**State of Florida**  
**Agency for Workforce Innovation**

## **UC Modernization Project - Phase 2b**

**#10-ITN-001-SS - UC Modernization Project - Phase  
2b (UCCBIS) System – Design, Development and  
Implementation**

**Agency Response to Vendor Questions Regarding Deloitte Interim  
Revised Proposal Instructions #2**

# 1 QUESTIONS AND ANSWERS

ID	Vendor Question	Agency Response
1	<p>Your IRP 2 instructions do not provide any further information regarding AWI resources' specific roles during the project. Therefore we cannot provide costs associated with the hardware/software needed for them during design/development/implementation and post-implementation phase. Is this acceptable? If this is not acceptable, please provide the AWI project staff that will be performing the various roles in the project. Example: Number of Business analysts (who will be using Rational toolset, etc), Number of Developers (who will be using development software such as Visual Studio, etc) and other type of staff. While we won't have adequate time to obtain revised quotes including the additional licenses from the vendors to obtain better pricing, we could provide estimated cost based on the unit license price of the various software and hardware tools.</p>	<p>The Agency provided a list of resources in the first IRP instruction as follows:</p> <p><i>"The Agency has dedicated the following staff to the UC Project:</i></p> <p><i># Role</i></p> <p>-----</p> <p><i>(1) Project Director</i></p> <p><i>(4) Project Management Office - Project Management Monitoring &amp; Controlling, Communications, Budget, etc.</i></p> <p><i>(3) Business Analysts - Business Process Continuity, BPR, Organizational Change Management, Benefits Realization</i></p> <p><i>(17) Subject Matter Experts</i></p> <ul style="list-style-type: none"> <li><i>- (2) Managers</i></li> <li><i>- (5) Claims/Wage Determination</i></li> <li><i>- (2) BPC</i></li> <li><i>- (2) Special Payments &amp; Special Programs</i></li> <li><i>- (3) Adjudication</i></li> <li><i>- (2) Appeals/Federal Audit</i></li> <li><i>- (1) Workforce</i></li> </ul> <p><i>(5) Technology Transition - Systems Architect, DBA, Sr. Developer, Legacy Integration"</i></p> <p>The Agency asks the vendor to provide the appropriate licenses to support the staff listed.</p>
2	<p>Our previous submission of Attachment B Part 1 tab listed the hardware, software and maintenance costs in the various phases (Planning through Operations/maintenance) based on what the hardware/software is planned to be used for during the project. For example, Oracle database software is expected to be purchased in May 2011 (all regions). Currently, the price for this software is included</p>	<p>Tab 1 in Attachment B is meant to reflect cash flow. Costs should be listed in the year in which they will be incurred by the Agency.</p>

	<p>in the implementation phase within FY2011 since a significant portion of the Oracle price is associated with the production licenses. Is this approach acceptable for showing hardware and software costs in attachment B (excluding maintenance costs)? Another approach to this could be to place the hardware/software costs in the phase of the project during which these expenses will be incurred. Which approach do you prefer?</p>	
3	<p>Are we correct in interpreting your instructions as requiring us to list all hardware and software Pre-implementation maintenance cost in Phase 8 of the Part 1 tab?</p>	Yes
4	<p>Based on the project plan, the purchase of the second year of maintenance for most of the software and some hardware will cover about six months of post-implementation phase due to the overlap in the phases. In completing the information for Part 1 tab, are we to include:</p> <p>a) The total maintenance cost incurred during the DDI months regardless of the fact a portion of this cost pertains to the post-implementation phase months, or b) the total maintenance cost that pertains only to the DDI months (not the actual expected cash flow during DDI months).</p> <p>If your answer is (a), the hardware/software maintenance costs incurred in the last option year is expected to cover about 6 additional months after the last option year concludes. Do you want us to include the entire cost even though it will cover a period beyond the conclusion of last option year, or do you want us to include only the portion of this cost that will cover the months that are in the last option year?</p>	Attachment B is meant to reflect cash flow. Costs should be listed in the year in which they will be incurred by the Agency.
5	<p>Our previous submission of Attachment B Part 1 tab did not separate out Deloitte services costs associated with maintaining the development, test and production regions (during DDI phase) in Phase 8 of the Part 1 tab.</p>	All maintenance service costs incurred during the DDI phases should be reflected in Phase 8 of the Part 1 tab of Attachment B.

	Is this approach acceptable or should these services be accounted for in Phase 8 of the spreadsheet?	
6	<p>We would like to reiterate that all the assumptions stated in Attachment S of our original proposal are still in effect with the exception of those that are addressed through your instructions and our response to them in the Interim Revised Proposal rounds 1 and 2. Several of these items were discussed with AWI during our previous round of negotiations. Therefore we will not be providing costs associated with solution components such as (but not limited to) the following as long as they are covered by our assumptions:</p> <ul style="list-style-type: none"> <li>● Uninterrupted power supply</li> <li>● HVAC</li> <li>● Floor space</li> <li>● Network infrastructure such as routers, firewalls, cabling and switches</li> <li>● Bandwidth and connectivity to internet</li> <li>● Hardware/software sales tax and shipping charges</li> <li>● High-speed printing facility</li> <li>● Fax lines</li> <li>● Email servers</li> </ul>	Shipping costs for software and hardware should be included.
7	Is the item #4 Production Pilot from our response to IRP #1 not accepted by AWI? In our IRP conversations, we discussed the fact that the production pilot requirement was no longer needed due to the adjustment to the single phase implementation.	Yes, AWI accepts the alternative #4 removing the requirement for a Production Pilot. Please make the appropriate changes in your response.