

**ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT**

REQUEST FOR PROPOSALS NO. 23-DTS-RFP-201

ADDENDUM NO. 1

Arlington County's Request for Proposals No. 23-DTS-RFP-201 for System Integration Services for Oracle Cloud Enterprise Resource Planning (ERP) is amended as follows:

1. **Reference Proposal Due Date:** Change to:

ELECTRONIC SEALED PROPOSALS WILL BE RECEIVED BY ARLINGTON COUNTY VIA [VENDOR REGISTRY](#), UNTIL 2 P.M. ON THE 31ST DAY OF AUGUST 2022. IN ORDER TO SUBMIT A RESPONSE TO THIS REQUEST FOR PROPOSAL, VENDORS ARE REQUIRED TO REGISTER ON VENDOR REGISTRY. NO RESPONSES WILL BE ACCEPTED AFTER THE PROPOSAL DUE DATE AND TIME.

2. **Reference page 1. Notice for authority to transact business section** is hereby deleted and replaced in its entirety with:

NOTICE: ANY OFFEROR ORGANIZED AS A STOCK OR NONSTOCK CORPORATION, LIMITED LIABILITY COMPANY, BUSINESS TRUST OR LIMITED PARTNERSHIP, OR REGISTERED AS A LIMITED LIABILITY PARTNERSHIP, MUST BE AUTHORIZED TO TRANSACT BUSINESS IN THE COMMONWEALTH OF VIRGINIA PRIOR TO CONTRACT AWARD (REFER TO <u>AUTHORITY TO TRANSACT BUSINESS</u> SECTION OF THE SOLICITATION FOR FURTHER INFORMATION).
--

3. **Reference V. Proposal Requirements, Section 7. Proposal Submittal Elements, Item C.3. Firm Industry and Oracle ERP Cloud Experience and References (Response Section 1)**, is hereby replaced in its entirety with:

C.3. Provide two ERP projects for a state or local government US entity within the past five (5) years for which your firm was the prime contractor. A minimum of one of these projects shall be Oracle Cloud ERP projects. The second project could be any ERP implementation project (not exclusively Oracle Cloud i.e., it can be an on-premises or cloud ERP project but in a state or local government entity), with the project scope including the planning, design, build, testing, training, deployment, and go-live and stabilization support of Finance and HCM requirements similar in scale to those listed in **Attachment A.**

If the second project is not an Oracle Cloud ERP, provide the third project with an Oracle Cloud ERP implementation for the project scope listed above for any entity. The third project does not have to be state or local government if the third project is needed.

The following clarifications are made as a result of vendor inquiries:

1. We read that the County has requested for proof of authority to transact business in the state of VA in the proposals/prior to submitting the proposals. We respectfully request the County to consider if we can provide this requirement during shortlisting stage instead of the proposal submission stage.

Answer: Please see revisions above in this Addendum No. 1.

2. As part of Proposal, the Offeror shall include "...three ERP projects for a state or local government entity within the past five years for which your firm was the prime contractor" (page 20).
 - a. Can we provide references to projects where we were the sole technical vendor (but not the project "prime")? **Answer: No, the firm providing references to projects must be the prime contractor.**
 - b. Can these projects include implementation of an "on premise" solution (rather than Cloud)? **Answer: Please see revisions above in this Addendum No. 1.**
3. Would the County consider a separate proposal response for Change Management Services given the importance of Change Management for this project?
Answer: No, the County will not consider a separate proposal response for Change Management Services. The Offeror shall provide a response to Change Management Services in their response to this RFP.
4. Will Arlington County consider granting a two-week extension of the proposal due date?
Answer: Please see above in this Addendum No. 1. New Proposal Due date is August 31, 2022, at 2:00 PM.
5. Will the county consider an extension to the proposal submission deadline?
Answer: Please see above in this Addendum No. 1. New Proposal Due date is August 31, 2022, at 2:00 PM.
6. Considering that we only have another 15 more days before the submission, i want to request Arlington County to extend the RFP by at least 1 or 2 weeks.
Answer: Please see above in this Addendum No. 1. New Proposal Due date is August 31, 2022, at 2:00 PM.
7. Who is the current vendor that is providing Managed Service Support for the existing Oracle environment?
Answer: Mythics Inc. is the current vendor providing Managed Service Support for the existing Oracle environment.
8. Will the current Managed Service Support vendor be involved in supporting the selected implementation vendor on behalf of the County side?
Answer: No, the County team will be supporting implementor.
9. Is the current managed service vendor able to submit a response to this RFP?
Answer: Yes, the current managed service vendor does not pose a conflict to any response from Offerors as the work is not in line with the scope of this RFP.
10. Was a migration assessment conducted? If so, will the County provide the assessment to vendors? Will the Firm who conducted the assessment be allowed to respond to this bid?
Answer: No, a migration assessment was not conducted. Please reference Attachment B - Applications, Integrations, Customization, Data Conversions and Reports
11. Please let us know if all the activities are to be completed on-site at the County offices, or can some activities be completed at off-site or off-shore locations.
Answer: The Contractor shall provide the work remotely from any location provided they work

during the County' business hours. Please reference Section IV Scope of Services, Services Location and Work Schedule (page 16).

12. a. What licenses are included in the Oracle Cloud Environment, apart from Oracle SaaS ERP, HCM and EPM?

Answer: Please reference Attachment A - Functional and Technical Requirements to understand the functionalities covered in the implementation scope.

- b. Does it include Oracle PaaS and OIC (Oracle Integration Cloud Enterprise Edition) and staging Database also?

Answer: Please reference Attachment A - Functional and Technical Requirements to understand the functionalities covered in the implementation scope.

- c. Can the county confirm that all of these licenses will be directly procured by them and not to be included in vendor costing?

Answer: The County will procure the licenses independently; licenses shouldn't be included in the Offeror's proposed cost unless the Offeror is proposing to use any additional tools. (See Attachment D, TAB "Tool")

13. Clarification request for PAST PERFORMANCE: "State or Local government entity" As part of the Proposal, the Offeror shall include "...three ERP projects for a state or local government entity within the past five years for which your firm was the prime contractor" (page 20). Can we provide references to projects where we were the prime contractor for projects that were completed in North America (including Canada) for the equivalent of a Canadian State or Local government entity?

Answer: No, the prime contractor project references must U.S State or Local government. The County will not accept projects of North America (including Canada). Please see # 3 above.

The balance of the solicitation remains unchanged.

Arlington County, Virginia

Dr. Sharon T. Lewis, LL.M, CPPB, MPS, VCO
Purchasing Agent
slewis1@arlingtonva.us

RETURN THIS PAGE, FULLY COMPLETED AND SIGNED, WITH YOUR PROPOSAL:
OFFEROR ACKNOWLEDGES RECEIPT OF ADDENDUM NUMBER 1.

FIRM NAME: _____

AUTHORIZED SIGNATURE: _____ **DATE:** _____

*For the Pre-proposal minutes and sign-in please see page 4.

Preproposal Conference held July 26, 2022, at 10:00 AM.

**Non- Mandatory Preproposal Conference
for
RFP 23-DTS-RFP-201, System Integration Services for Oracle Cloud Enterprise Resource Planning (ERP
via Microsoft Teams**

- Started @ 9:53 am.
- Forty-six (46) vendors and six (6) Arlington County Government employees were in attendance.
- Introduction of Arlington County Employees
- Dr. Sharon T. Lewis, Purchasing Agent, reviewed RFP 23-DTS-RFP-201 with emphasis on requirements, contract terms, insurance and submission deadlines.
 - All questions must be entered into Vendor Registry and Purchasing will respond to the questions via Vendor Registry.
 - SCC registration is required to enter into an agreement but not to submit a response.
 - Return proposal submission in the prescribed format stated in the RFP
 - Ensure firm will be in compliance with the Insurance Requirements
 - Attachments A and D must be completed and returned with Proposal Submissions
- Sharon turned over the meeting to the Project Officer for overview of the Scope of Work. Project Officer explained the project and highlighted the work to be done.
- Once the Project Officer completed the overview, Sharon asked for questions. All questions asked in the preproposal conference must be entered into Vendor Registry by the Offeror for a formal response to the County.
- Meeting was adjourned.

Vendors in attendance are listed below.

Vendors in Attendance – RFP No. 23-DTS-RFP-201 Preproposal Conference:

1. **Advance Digital Systems Inc**
Prasad Nagaraj
Ash Kuper – akapur@advancedigitalsys.com
2. **Alithya Inc**
Brian McCune
3. **AST, LLC**
Ajit Sathaye
Daryl Cockerham
4. **Avaap**
Kate Klaus
5. **Baker Tilly US, LLP**
Yannik Johnson – yannik.johnson@bakertilly.com
6. **CherryRoad Technologies**
Keven Teder – proposals@cherryroad.com
7. **Creoal Consulting**
Kelley Fitzpatrick – Kelley.fitzpatrick@creoal.com
8. **Datavail**
Susan Brosh – bidscanada@datavail.com
9. **Drivestream**
Alex Brandt – alex.brandt@drivestream.com
Ajay Jain
Brian Davenport – brian.davenport@drivestream.com
10. **Epitome Technology Inc**
Vishal Vanshi
11. **Evolutionary Systems Corporation (dba evosys)**
David Sharron – David.sharron@evosysglobal.com
12. **Highstreet IT Solutions**
John Kazmin
13. **HTC Global Services**
Jeff Davis
14. **iKW Solutions**
Paul McNulty
15. **Infosys Public Services, Inc.**
Kalappa Ittira Appchu – kalappa_ia@infosys.com
Nirmal Lalwani

16. Insight Software

Bill Kadlec

17. Mythics

John Chapman

Kim Ruff

18. New Gen Archetects

Diana

19. Oracle America, Inc.

Jim Kallio

Michael Dogan – Michael.dogan@oracle.com

John Karol – John.Karol@oracle.com

Todd Peskin

Elaine Scoumins

Nicole Dunavant

Karen Harper

20. Powersolv Inc.

Vipul Dadheech

Aditya Vaid

Simmy Goswami

Kavitha Mattikalli

Manu Bhardwaj

21. Triniti Corporation

Paul McNulty

Prabhu Venkatesh – prabhu.venkates@trinit.com

KLV

22. Vigilant Technologies

Thomas Nicke – tnicke@vigilant-inc.com

23. Wipro

Ashish Kumar

James Thompson

24. Zillion Technologies

Kimberlee Sours

Kevin Chang

Sruthi Vejju

Prasanna Devarul