Frequently Asked Questions

Posted June 17, 2024

Question: Please confirm the deliverable deadlines given the September 30th note on Item 3.

Answer: The report noted in Item 3 is due September 30th. The deliverables for Items 1, 2, and 4 (optional) are due by the end of the calendar year (December 31).

Question: Is the December 2024 deliverable deadline tied to any specific initiative or activity being considered by Team PA or the Commonwealth?

Answer: The deliverables from this engagement are an essential starting point for Team PA and the Commonwealth's focus on improving site readiness in the state. Should increased funding be approved by the Legislature to support site readiness, the partners want to be in a position to advance thoughtful site readiness programs quickly that maximize business expansion and attraction opportunities while ensuring the highest return on investment for any public dollars deployed.

Question: Will excluding Item 4, listed as optional in the Scope of Work, impact scoring?

Answer: No. Item four is optional. Not including it as part of a submission will not affect the scoring of your proposal.

Question: What is the project budget?

Answer: We are not disclosing a budget target or range. As the RFP outlines, we ask you to price each component of the scope. We ask respondents to be specific in any assumptions regarding what data or information, if any, is required to execute your proposal. We also ask for your expertise to enhance efficiencies in executing this scope. Certainly, all of these factors

will impact the pricing of your proposals. Our interest is in having the strongest end products. We seek your best price proposal for the June 21st proposal deadline.

Question: Are there any other third parties, such as utilities or other state-related interests such as permitting authorities, that Team PA and the public sector will be working with? And, how do you envision their role?

Answer: The project team will be happy to facilitate contacts with key stakeholders, including utilities and other state agencies, as needed, to ensure the successful completion of the work. If you believe any of these connections are needed to complete the scope, please outline those expectations and connections in your proposals. Once a firm is selected, we will map out a plan of engagement together.

Question: Who is involved in the discussions about funding tools? Who will the contractors interact with?

Answer: The primary contacts will be with representatives from DCED and Team PA. Importantly, we also hope respondents will bring their expertise on other funding tools, funding approaches or other best practices that will result in Pennsylvania being able to accelerate site readiness.

Question: Are there any existing software contracts, GIS tools such as ArcGIS or software platforms that Team PA or the state are using and expect the contractor to use?

Answer: While there are existing tools that both partners currently use, Team PA and DCED are seeking the consultant's expertise and guidance on the best web-based, GIS, or other tools to ensure a successful product. The consultant is permitted to use any GIS software or process that works best for this type of work. Upon selection, the project team will facilitate information about existing systems to the consultant but there is no expectation or requirement existing platforms need to be used.

Question: Should ZoomProspector be the initial dataset for consultants to use?

Answer: Team PA, in collaboration with DCED, will make the existing Zoom Prospector database available as a starting point; however, the current

state and validity of each site would need to be independently verified as some of the data located in this database is outdated. We highly encourage each firm to utilize its real estate expertise and submit proposals that outline how to best develop a complete and robust inventory. We are not requiring any specific tool or dataset be used.

Question: Is the expectation that the GIS web app will be built and hosted by the Commonwealth?

Answer: Yes.

Question: Are sites held by private brokers and commercial development firms eligible for this project or just publicly-owned sites?

Answer: The site inventory is intended to be as inclusive of any/all sites and should not be limited to publicly owned sites.

Question: Is there an expected percentage of sites by region for Item 2?

Answer: No. Team PA and DCED will work collaboratively with the consultant to understand the total inventory and then approach the work in Item 2 to balance the prioritization of sites based on a number of factors, including ensuring all parts of the Commonwealth are being considered.

Question: For the "industry/sub-sector specialization alignment to site requirements" in Item 1c, should proposed sites be in alignment with the Prioritized Industry Sectors in the 10-Year Economic Strategy?

Answer: In general, yes, however, we also will value the expertise of the selected consultant if other types of uses are known that may be opportunities broadly for the Commonwealth, or more specifically for any site, locality, or region.

Question: For Item 2d, should the consultant formally partner with an engineering firm?

Answer: There is no expectation to partner with an engineering firm. We are seeking preliminary cost estimates that should provide the project team with an order of magnitude to prepare a site to be shovel-ready.

Question: Will the report from Item 3 be available to the public?

Answer: No, the report will not be made public. Insights from the report are expected to be incorporated in a DCED site certification program.

Question: Who is evaluating the proposals?

Answer: Members of Team PA's staff and representatives from the Commonwealth will evaluate the proposals.

Question: For the optional Task 4, will you require a cost estimate at this time?

Answer: Yes.

Question: Is there a weighted point system/rubric for evaluation?

Answer: The scoring criteria can be found here.

Question: How are key stakeholders being defined?

Answer: Any external or internal individuals or organizations you believe will be important in completing the scope successfully are considered key stakeholders. For example, the RFP specifically requests consultants provide their best advice on how to engage key regional and local economic development entities. DCED and Team PA will assist with introductions with entities of interest.

Correction to RFP:

In Item 4, the first sentence should read, "Design and populate a user-friendly web-based map to display sites as detailed in 2d."