



# UNIVERSITY OF SOUTH CAROLINA

AMENDMENT NO. 2 TO SOLICITATION

TO: ALL VENDORS

FROM: Charles Johnson, Procurement Manager

SUBJECT: SOLICITATION NUMBER: USC-FPB-3087-CJ

DESCRIPTION: Provide Professional Services to Assist the University Technology Services (UTS) in the Next Phase of its Oracle Identity Management Project

DATE: February 28, 2017

---

This Amendment No. 2 modifies the Fixed Price Bid only in the manner and to the extent as stated herein.

Vendor Questions and Answers

**Deadline for Receipt of Bids / Bid Opening has been changed from 3:00 PM on February 28, 2017 to March 3, 2017 at 3:00 PM.**

**Award Posting Date has been changed from March 6, 2017 to March 8, 2017.**

---

BIDDER SHALL ACKNOWLEDGE RECEIPT OF AMENDMENT NO. 2 IN THE SPACE PROVIDED BELOW AND RETURN IT WITH THEIR BID RESPONSE. FAILURE TO DO SO MAY SUBJECT BID TO REJECTION.

---

Authorized Signature

---

Name of Offeror

---

Date

**DEADLINE FOR RECEIPT OF BIDS / BID OPENING HAS BEEN CHANGED FROM 3:00 PM ON FEBRUARY 28, 2017 TO 3:00 PM ON MARCH 3, 2017.**

**AWARD POSTING DATE HAS BEEN CHANGED FROM MARCH 6, 2017 TO MARCH 8, 2017.**

**THE FOLLOWING QUESTIONS WERE RECEIVED FROM VENDOR A:**

**Question # 1:** Page 4, bottom 25% of the page, AMMENDMENTS TO SOLICITATION, item (b). There are 4 ways to acknowledge amendments. Is it correct that any one is sufficient or are you looking for some combination of responses?

**ANSWER:** Any one of the four methods to acknowledge receipt of any amendment to this solicitation in part b of the AMENDMENTS TO SOLICITATION clause in Section II-A of the solicitation is sufficient. No, we are not looking for some combination of responses.

**Question # 2:** Page 11, TAX CREDIT FOR SUBCONTRACTING WITH DISADVANTAGED SMALL BUSINESSES. Several questions: 1) What socio-economic groups do you consider disadvantaged? (We presume they must all be small businesses and that a large business, no matter what “disadvantaged” sub group, would not qualify. 2) Where do we find SC certified groups that are small businesses? Do these also need to be businesses domiciled in SC?\* 3) Where can we locate these by some kind of grouping like NAICS or NIGP code? (We have found some sites that only identify sources as minority but mix every possible type of business together, truck drivers to carpenters to consultant – and there are many, many types of sub industries of “consultants.”) 4) Is it correct that the credit applies individual subcontractors, not necessarily at the company level but, again, at the individual person level 5) Is it correct that any one consultant then would be eligible for a tax credit of up to \$50,000 annually? 6) Is it correct that this credit is against a tax liability which would be a corporate tax liability, normally of 5% in SC and this is not related to Sales taxation? 7) Do we need to pay corporate tax as the RFP seems to say that the state will pay this tax? 8) Will we still get any part of this tax credit if there is not tax liability to credit against? (Page 8 says, for example, that there will be no sales tax) 9) Last question: Is it correct that there is no penalty for not using Disadvantaged Small Businesses consultants if we cannot find them other than forgoing the tax credit? Thank you.

\* We have done much research in this respect. Once we get direction on which the sub groups, we would like to ask which ones of following (or other sites) might you consider acceptable sources? <http://purchasing.sc.edu/smallminority.php>, <http://osmba.sc.gov/applications.html>, <http://www.sfaa.sc.gov/>, <http://cma.sc.gov/about-us/cma-staff/>, <https://procurement.sc.gov/search/node/minority>, <https://procurement.sc.gov/general/scbo/online>. We have spent several hours on the web and calling people, digging to find a source but have not even found one featuring high level Oracle IdM senior experienced people. These are not a commodity skills like truck drivers might be. Maybe we just have not found the right source yet. Please help.

**ANSWER:** Questions regarding the TAX CREDIT FOR SUBCONTRACTING WITH DISADVANTAGED SMALL BUSINESS clause in Section II-A of the solicitation (i.e. questions regarding the tax credit and how to file) are to be referred to:

SC Department of Revenue  
Research and Review  
Phone: (803) 898-5786  
Fax: (803) 898-5888

**Questions regarding the TAX CREDIT FOR SUBCONTRACTING WITH DISADVANTAGED SMALL BUSINESS clause in Section II-A of the solicitation (i.e. questions regarding subcontractor certification) are to be referred to:**

**Governor's Office of Small and Minority Business Assistance  
Phone: (803) 734-0657  
Fax: (803) 734-2498**

**Question # 3:** Page 12, ELECTRONIC COPIES, states that our "...business and technical proposals must be on separate media." Question: Is it correct that the requirement on page one asking for "ONE (1) Electronic Copy will therefore result in two media submissions?

**ANSWER: Yes, the requirement on Page 1 (Cover Page) of the solicitation asking for one (1) electronic copy to be submitted will result in result in two media. Your Technical Proposal will be on one media and your Business Proposal will be on the other media.**

**Question # 4:** Page 12, PREFERENCES: Question: Roughly, what will be the number of hours required for each skill level, at least at some gross level? We all need this to determine how preferences apply with the \$50,000 rule. It would seem that, with SC rates between \$135 and \$225 per hour that assignments must last between 6 and 9 weeks to qualify for a preference regardless of the 20% or 40% rules. Please provide guidance on the number of hours, even at a very rough level.

**ANSWER: The number of hours at each skill level have not yet been determined. Please refer to the verbiage Section III. Scope of Work / Specifications. Page 16 – "Contractor shall provide personnel to perform duties and responsibilities based upon an established statement of work unique to the specified project." Estimated hours, skill and level of work required will be unique to the scope defined when needed. After the bid opening, we (the university) will determine if service preferences apply to a bid. You don't need to be concerned with that. Just request the preferences to be applied to your bid after reviewing the Preference clauses in Section II-B of the solicitation and we will take care of the rest.**

**Question # 5:** Page 18, Resume Section Structure: How many people might you expect us to supply per position in the first year? Future years?

**ANSWER - Please refer to the verbiage in Section III. Scope of Work / Specifications of the solicitation. Page 16 – "Contractor shall provide personnel to perform duties and responsibilities based upon an established statement of work unique to the specified project." The number of positions and skill level required will be unique to the scope defined when needed.**

**Question # 6:** Page 19, MINORITY PARTICIPATION, Questions: 1) Where do you want us to place these answers? 2) Do you wish us to type in the full questions along with each answer right into our proposal? 3) The fourth question asks for a percentage of contract will be performed by a SC certified minority. The answer however asks for a Yes or No. Should the question be different or should the answer options be different? 4) If you do want a percentage, please provide the total value of the needs will be so we can calculate our best minority percentage to you. 5) To what extent will our bid be impacted if we do not provide any minority or other socio-economic categories of people?

**ANSWER:** Place your answers beside the questions of the **MINORITY PARTICIPATION** clause on page 19 of the solicitation and then include Page 19 with your bid. You can type in the answers or you can hand write them. You do not need to type in full questions along with each answer right into your bid. Either just make your best guess on the percentage of the total value of the contract will be performed by a SC certified minority or choose a Yes or No answer to indicate a percentage of the work will be performed by SC certified Minority Business. The evaluation of your bid by the university will not be impacted at all by you not providing any minority or other socio-economic categories of people.

**Question # 7:** Page 19, MINORITY PARTICIPATION, the 5<sup>th</sup> question states: “Will any of the work under this contract be performed by a minority business certified by another governmental entity as a subcontractor?” Questions: 1) We do not know how many you need? If you need one in each category and we submit all SC people immediately in that first time around we will answer this one way. If we need 10 people in each category we will answer it differently. Please provide, even if you do not know exactly, some number that all potential vendors can use to give you their best answer so we are all working with the same assumptions. This will allow you to best compare answers. This will also help us to answer the next question asking us to calculate a percentage. 2) How do you want us to respond if we have a high percentage of minorities we will supply but they are not from organizations certified as minorities owned? How do you could Disabled Veterans as they are not minorities?

**ANSWER:** You do not have to use any minority business certified by another governmental entity as a subcontractor. However, if you do plan to use a minority business certified by another governmental entity as a subcontractor, tell us the number of minority business certified by another governmental entity as a subcontractor, put your best guess percentage for the amount of work they will perform. Just make your best guess on the categories for which the minority businesses participating in this contract. The evaluation of your bid by the university will not be impacted at all by your answers to the questions in the Minority Participation clause. The answers are for informational purposes only.

**Question # 8:** Page 19 MINORITY PARTICIPATION, Categories: 1) Please define “Traditional Minority”, 2)What is a “DOT Referral?” 3) What is a temporary certification? 4) What is an SBA 8 (a) certification referral? (We think we know what SBA 8 (a) is but our emphasis is on what is the “referral” part of this and how does it happen? How would you like non-minority information included such as Veterans owned and disabled veteran owned, etc.? If we answer this for now, will we be not be adding more people later in the contract?

**ANSWER:** Unfortunately, I don’t know what a traditional minority is. I don’t know what a Department of Transportation referral is. I don’t know what a temporary certification is. I don’t know what a Small Business Administration 8 (a) certification referral is. I would suggest you contact:

**Governor’s Office of Small and Minority Business Assistance**  
**Phone: (803) 734-0657**  
**Fax: (803) 734-2498**

and ask them the questions you have posed to me regarding Minority certifications and categories. I think they are in a good position to answer your question. Just make your best guess on the categories for which the minority businesses participating in this contract are certified. Don’t worry about the answers changing during the term of the contract; we expect that may happen. The evaluation of your bid by the university will not be impacted at all by your answers to the questions in the Minority Participation clause. The answers are for informational purposes only.