



State of New Jersey

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August 1, 2016

To: All Interested Bidders

**Re: Request for Quotation (RFQ) for Government Relation Services
for the Department of Military & Veterans Affairs (DMAVA)**

Revised Quotation Submission Due Date: August 8, 2016 (2:00 p.m. ET)

Amendment #2

The following constitutes Amendment #1 to the above referenced Request for Quotation (RFQ). This Amendment is divided into the following parts:

Part 1: Answers to questions; and

Part 2: Additions, deletions, clarifications and modifications to the RFP.

It is the sole responsibility of the Bidder to be knowledgeable of all of the additions, deletions, clarifications, and modifications to the RFQ and/or the New Jersey Standard Terms and Conditions relative to this RFQ as set forth in all Amendments.

All other instructions, terms, and conditions of the RFQ shall remain the same.

PART 1
**Request For Quotation (RFQ) for Government Relation Services
for the Department of Military & Veterans Affairs (DMAVA)**

Answers to Questions

Note: Some of the questions have been paraphrased in the interest of readability and clarity. Each question is referenced by the appropriate RFQ page number(s) and section where applicable.

#	Page #	RFP Section Reference	Question	Answer
1	-	General	I currently hold a Secret security clearance. Will the government be providing any data that would be considered For Official Use Only (FOUO) and/or classified to sufficiently complete the analysis? Will all team members also have to be cleared?	It is not expected that any classified or FOUO information will be provided by New Jersey. It is not required that Contractor's employees have a security clearance. Bidders should reference RFQ Section 5.8 – Security and Confidentiality for additional information.
2	-	General	Is the scope of the RFQ from the perspective of the DMAVA - as they see fit - and/or to communicate findings at a higher and holistic New Jersey Department of Treasury perspective? This is especially with regard to cost analysis?	This question did not provide enough information to provide a response.
3	-	General	I do have exposure to Department of Defense, Department of Homeland Security (DOD, DHS) requirements at the Federal Level. But will DMAVA be sharing "derived requirements" unique to the State of New Jersey that are current and/or potentially being adjudicated?	All requirements are provided in the RFQ. DMAVA will not provide additional "derived requirements."
4	-	General	Will bidders have to show compliance to the Procurement Bureau schema for metrics? For example, will metrics be reported using Earned Value Management (EVM)?	This question did not provide enough information to provide a response.
5	-	General	The data provided by the New Jersey Military bases will have to be accumulated and weighted to determine the percentage contribution to National Defense. The guidance makes clear that our future is dependent also on growing new business. Is there a good balance expected from the analysis, to suggest (hypothetically) that 80 percent of the	The Contractors allocation of time and resources will be informed by the facts and circumstances revealed by their own research and information gathering. The awarded Contractor is responsible for performing all

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			analysis should be defending current work and maybe 20 percent devoted to new business? Or would 60/40 be more the objective – albeit at a higher risk?	requirements specified in the RFQ.
6	-	General	The Asbury Park Press, Sunday July 10th 2016, references last year's study by Cassidy & Associates, a lobbying firm from Washington DC which I'm in the process of obtaining. But are there other firm studies that are also available that can be shared? That is to say, is there a URL at DMAVA, elsewhere, that would list other competitor firms and associated studies?	The Final Report from the previous project can be found at this web address: http://www.nj.gov/military/publications/ . Additional information may be available at DMAVA's public webpage: www.nj.gov/military/ .
7	-	General	Is Academia included in the bidding process?	This question did not provide enough information to provide a response.
8	-	General	a. Is Federal Government included in the bidding process? b. For example, there are already economic development relationships with the military bases and local economic development associations. Would a bid from an existing economic development entity be considered a Conflict of Interest (COI)?	a. This question did not provide enough information to provide a response. b. All Vendors may submit a Quotation. Acceptance of such Quotation will be subject to applicable procurement and ethics rules.
9	5	1.3.1	There is a Note: Questions regarding the State of New Jersey Waivered Services Contracts Standard Terms and Conditions and exceptions to mandatory requirements must be posed during this Question and Answer period and should contain the Bidder's suggested changes." Is it my understanding that this Note applies - in the event of a Conflict of Interest (COI) - with current business relationships with the any of the military bases supporting other contracts?	This question did not provide enough information to provide a response.

PART 2
**Request For Quotation (RFQ) for Government Relation Services
for the Department of Military & Veterans Affairs (DMAVA)**

Additions, Deletions, Clarifications and Modifications to the RFQ

#	Page #	RFP Section Reference	Additions, Deletions, Clarifications and Modifications
-	-	-	There are no RFQ additions, deletions, clarifications, or modifications.