

## **Townhall Q&A 6-24-22**

***Q. Curious whether we're going into this with any preference for mature products vs. new, "custom developed" providers....***

A. The Solution Architect on this project understands how to modify existing systems to make them exactly what we want. We are open to both options (mature vs. new). The decision will be based on assessment of the bidder and their ability to understand the nature of work we need them to do, as well as their ability to adapt their solution in Washington state's unique situation, including data migration from an existing system with less-than-ideal data, labor exchange considerations, and PIRL reporting.

***Q. Now that the RFP is posted publicly, what should staff do if they are contacted by a vendor who wants to ask questions about the project?***

A. Please do not speak w/ vendors about anything having to do with this project. Your best is to refer them to the point of contact on the procurement which is the ESD Procurement Team.

***Q. Are you looking at software used by non-medical organizations?***

A. Yes

***Q. I was curious if there is anywhere that notes and decisions are documented that came out of the RFP groups.***

A. The RFP. ESD posts procurement opportunities where there is not a state contract on [Washington's Electronic Business Solution \(WEBS\)](#).

***Q. Aren't you also still finalizing and gathering some of the specific business requirements because those negotiations come later in the process?***

A. Yes, that will be ongoing over the coming months.

***Q. What if a key requirement is somehow overlooked during the pre-award and requirements gathering sessions?***

A. It's almost a guarantee that something will get missed. The purpose of an agile procurement is to ensure that we surface this risk early and that we have a flexible procurement and flexible relationship with the vendor. There will be details that aren't in the RFP, but what is in the RFP is the procurement and the cost structure that will allow us to pivot.

***Q. Who is on the Advisory OCM (Organizational Change Management) Team?***

A. North Sound = Chris Abplanalp

Southwest Coastal = Cam McClary

Central Sound = Greg Chilson

Central = David Gutierrez

East Region = Rebecca Woody

Olympic WDA 1 = Luci Bench

North Central WDA 8 = Emily Anderson & Aaron Parrott

Southwest WDA 7 - Amy Gimlin

WDA 11 – Benton – Franklin - David Chavey-Reynaud

Eastern Washington Partnership WDC - Eric Blackburn