

# Request For Qualifications – Consulting Services Consultant/Vendor List

## Question and Answer

- 1. Please confirm that the application deadline is April 28, 2023 (the directions in the submission instructions section state “5:00pm EST April 7, 2023”)**

April 28 is the application deadline for all respondents. The RFQ posting on our website has been updated to reflect this. Other notifications and deadlines are as follows:

- RFP Release Date: March 15, 2023
- Questions Due: March 29, 2023
- Answers to Questions Posted: April 7, 2023
- Responses Due: April 28, 2023
- Evaluation of Responses: May 12, 2023
- Notification of Consultant on Approved Expert List: May 24-31, 2023

- 2. Is the 4-page limit for the Respondent’s Qualifications section per strategy team area? I.e., if we are responding to 4 strategy team areas, is the page limit 16 pages?**

We are asking that applicants respond to this section, even if responding to more than one strategy area, with no more than 4 pages total.

- 3. Can CSW share approximate budgets or ranges for consulting services? This will inform the scale at which we might be able to engage and the services and expertise we can highlight.**

We are looking for hourly or daily rates, or fixed fee rates by type of service you provide (i.e., if you conduct a three series training, you charge \$x amount).

- 4. When it comes to advising on career pathway development, does CSW’s work only/mostly focus on career pathways at a larger scale (i.e., for entire industries, trades, and occupations)? Does CSW advise on career pathways at a smaller scale (i.e. organization or small sector level)?**

Historically, CSW has worked on larger scale career pathway development with various industry sectors. We are currently working on smaller scale pathway projects with higher education institutions and other workforce organizations. We are open to hearing from organizations that can work at either scale.

- 5. It appears that CSW's Competency & Credential work focuses primarily on occupational and industry credentials. Is CSW pursuing competency development for "soft skills" like interpersonal and workplace effectiveness?**

CSW defines credentials as an umbrella term that includes degrees, diplomas, licenses, certificates, badges, and professional and industry certifications. (Connecting Credentials – Glossary of Credentialing Terminology, June 2016). We are interested in competency development of "soft" or "essential" skills as they are integrated into the broader competency development process.

- 6. Since we already have a partnership together and investigating another, does it make sense for us to submit? The sense is that the goal of this is to develop - for lack of a better term - a preferred vendor list. Is there a difference between organizations and individuals on this?**

Even though there is a current relationship, we are asking for, and recommending, that all organizations or individuals complete the application and submit. It is to ensure we have an approved list with a standardized procurement process as recommended by some state or federal funding sources. The application is open to individuals and organizations. Responses *may* be able to be abbreviated if you have already been vetted in other ways or are doing work we are currently associated with together.

- 7. I am not sure if we are already seen as part of your pool since we have been partnering for many years on a variety of projects? Any insights you can provide would be helpful, or if you could connect us to the right person?**

We certainly consider existing consultants and vendors as partners and hope to continue to collaborate in the future. At this particular juncture, our goal is to develop a list of preferred vendors. This is important to us as we recognize the need for us to articulate a concrete process that we engage to solidify partnerships, create opportunities for a more diverse vendor list, and execute contractual relationships. We think this will be important with future projects that come from public funding sources.

- 8. Will there be additional future opportunities to respond to your RFQ?**

Yes, we plan to release this kind of RFQ a few additional times throughout the year.