**Instructions**

Please supply requested information in the blue-shaded areas and indicate any attachments that have been included. Where appropriate, supporting documentation may be referenced by specific page and/or paragraph number(s).

**If any of this response contains confidential information, as defined by IC 5-14-3, provide a separate redacted (for public release) version of this document. Specify which statutory exception of APRA applies and provide a description explaining the manner in which the statutory exception to the APRA applies.**

**Respondent Name: SHI**

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| **Attachment & RFP Section** | **Clarification Question** | **Respondent Response** |
| Attachment A – MBE RFP Subcontractor Form | Respondent’s submitted Attachment A, MBE RFP Subcontractor Form does not include a detailed description of the valuable scope contribution to be provided by ST Logics. The commitment letter signed by ST Logics also lacks a detailed description of the valuable scope contribution to be provided by ST Logics. Please update and resubmit Attachment A and a letter of commitment from ST Logics with the details of ST Logics’ valuable scope contribution.  Additionally, please submit a copy of ST Logics’ certification letter issued by the Indiana Department of Administration Division of Supplier Diversity. | SHI is pleased to partner with ST Logistics as our strategic MBE partner. Our partners have been selected based on their expertise in Cyber Security, Cloud Migrations, and IT Staff Augmentation. Each partner’s specific value scope contribution has been identified within their attached Attachment A and commitment letters.  SHI is confident that our partners have identified areas of opportunity that will help the State of Indiana achieve their goals. |
| Attachment A – WBE RFP Subcontractor Form | Respondent’s submitted Attachment A, WBE RFP Subcontractor Form does not include a detailed description of the valuable scope contribution to be provided by Lucidia IT. The commitment letter signed by Lucidia IT also lacks a detailed description of the valuable scope contribution to be provided by Lucidia IT. Please update and resubmit Attachment A and a letter of commitment from Lucidia IT with the details of Lucidia IT’s valuable scope contribution.  There is a discrepancy with the commitment percentages stated on Attachment A and the commitment letter. Attachment A has an 8% commitment but the commitment letter has an 11% commitment. Please resubmit both the form and the commitment letter and ensure the commitment percentages on both documents match exactly.  Additionally, please submit a copy of Lucidia IT’s certification letter issued by the Indiana Department of Administration Division of Supplier Diversity. | SHI is pleased to partner with Lucidia as our strategic WBE partner. Our partners have been selected based on their expertise in Cyber Security, Cloud Migrations, and IT Staff Augmentation. Each partner’s specific value scope contribution has been identified within their attached Attachment A and commitment letters. SHI has rectified all discrepancies in regard to commitment percentages for Lucidia.  SHI is confident that our partners have identified areas of opportunity that will help the State of Indiana achieve their goals. |
| Attachment A1 – IVOSB RFP Subcontractor Form | Respondent’s submitted Attachment A1, IVOSB RFP Subcontractor Form does not include a detailed description of the valuable scope contribution to be provided by Vespa Group. The commitment letter signed by Vespa Group also lacks a detailed description of the valuable scope contribution to be provided by Vespa Group. Please update and resubmit Attachment A1 and a letter of commitment from Vespa Group with the details of Vespa Group’s valuable scope contribution.  Additionally, please submit a copy of Vespa Group’s certification letter issued by the Indiana Department of Administration. | SHI is pleased to partner with Vespa Group as our strategic IVOSB partner. Our partners have been selected based on their expertise in Cyber Security, Cloud Migrations, and IT Staff Augmentation. Each partner’s specific value scope contribution has been identified within their attached Attachment A and commitment letters.  SHI is confident that our partners have identified areas of opportunity that will help the State of Indiana achieve their goals. |
| RFP Section 1.4.17 | RFP Section 1.4.17 states “For this RFP, subcontractor commitments shall be limited to the Contractor’s Scope of Work responsibilities and limited consulting services **that are NOT related to the provision of software**”. Please confirm the submitted subcontractor commitment plans and percentage commitments are based on the value of the contract **minus software costs.**  *Note: Within the commitment letter from Vespa Group, it states the commitment is 3% which equates to $6M of the base contract. This statement and calculation is not in line with RFP Section 1.4.17.* | SHI confirms that the submitted subcontractor commitment plans and percentage commitments are based on the value of the contract minus software costs. |
| Attachment D – Cost Proposal | The State is giving an opportunity for the Respondent to improve their pricing proposal. The Respondent’s BAFO will be used in calculating their final cost scores according to the evaluation criteria and formula set forth in the RFP.  The Respondent is required to use the updated Cost Proposal Template to submit their BAFO. A Respondent’s BAFO must include all discounts and costs for the most recently clarified proposals that was submitted on June 2, 2022. Discount improvements and pricing reductions should be based on reduced costs, not reduced services.  Respondents may only update the following tabs and columns within the Cost Proposal Template:   * Software Products Pricing Tab, Discount Percentage Offered (%) Columns * Limited Consulting Services for Software Tab, Rate ($ / hr) Column * Discounts and Administrative Fees Tab, Additional Monthly Discount (%) and Administrative Fee % (% of Total Spend) Columns | SHI is pleased to provide the state with its BAFO Cost Proposal. Given the breadth of manufacturers and products that SHI offers, opportunities for SHI to secure additional discounts for eligible contract users are plentiful. We work to provide your contract users with the most advantageous pricing available, and we go above and beyond the minimum discounts offered, whenever possible and as often as possible. |