

RFP-CASE-376972 South Korean Foreign Direct Investment Services Q&A:

Q1: Are RFP applicants required to be a Michigan based entity at the time of application or can this be accomplished upon award? It is our intention to create a MI based entity, but we have not yet established one.

A1: Preference will be given to organization(s) with a Michigan location and/or a location in South Korea. However, this will not be a disqualifying factor. If an organization has plans to open a formal office in Michigan and/or South Korea, they may note this in their business development plans within their response.

Q2: Do Direct Investment Service Providers typically utilize full time headcount in the target market country? Can you provide examples of how other providers have used full time vs part time resources to address the scale of work that is outlined in the RFP.

A2: All of our current providers have full-time staff dedicated to the work done for Michigan in their respective markets. We do have knowledge from time to time of other employees being utilized for special projects, such as translation services outside of the scope of work in the agreement.

Q3: Do service providers operate as independent entities from the MEDC? Are providers expected to use MEDC credentials such as email addresses, business cards, logos, etc. or do they simply reference being a contractor with the MEDC when communicating with entities?

A3: Service providers operate as independent entities from the MEDC. Providers will be able to reference their connection to the MEDC when communicating with entities. The MEDC does not provide email addresses for contractors but will authorize and provide business cards to show the contractors role within the MEDC and State of Michigan. All logo usage is run through our Marketing & Communications division and authorized as necessary for the contractor while representing the MEDC in market at events.

Q4: Are service providers restricted from entering similar contractual relationships with entities similar to MEDC? This does not seem to be specifically addressed in the Conflict of Interest section of the RFP so we want to be clear on this point.

A4: Preference will be given to organizations that will be able to document and/or address how their services will be kept between the MEDC and the organization. If an organization has a current contract with another entity and/or organization for the purpose of business attraction, it will be important to address how the services will be kept between those entities.

Q5: How much knowledge of the target industries is being asked to demonstrate? Would it be ok to focus on a certain target industry, especially for the Target Metrics?

A5: We expect a fundamental knowledge of the MEDC's targeted industries and what South Korean firms fit into those industries to build out a robust ecosystem in Michigan. We understand that not all target industries will be presented within all markets.

Q6: Will the awarded Contractor be given any guidance or some directions for the given work scope or will the contractor need start from scratch?

A6: Yes, there will be a process to assist the contractor with learning more about the organization, teams, processes and resources available.

Q7: What is the criteria for the creation of a New Proactive Business Development Lead (simply an interest?) and the creation of a New Project Opportunity (what if not all factors included)? Are the target performance metrics the most important factor when renewing the term to extend an additional four years?

A7: Criteria for a New Proactive Business Development Lead is an organization that has expressed an interest in expanding into the North American market and is interested in considering Michigan as a location option. Creation of a New Project Opportunity is an organization that has defined investment plans and is ready to pursue Michigan for the investment opportunity. Targeted performance metrics are a key component when considering renewing and/or extending the contractor.

Q8: If MEDC decides to end the contract at the end of 2024, how much notice will be given?

A8: The final notice and termination provisions will be incorporated into the agreement with the contractor.

Q9: How will the work be divided between the MEDC's Contract Manager and the awarded Contractor's Project Manager?

A9: The Contractor's Project Manager will be responsible for the results outlined in the scope of work. The MEDC's Contract Manager will be overseeing the reporting of the contractor's activities and available to provide feedback on the defined metrics within the scope of work.