

**RFP-329771 Engineering, Design and
Development Asset Map and Research Study
Q & A**

1. How many regions or states is MEDC interested in comparing Michigan's strengths and opportunities to (Objective #2)?

The specific regions or states will be determined at the time of the project kick-off, but a preliminary estimate is no more than five (in addition to the state of Michigan). We welcome feedback from the bidder on specific regions or states that should be considered.

2. MEDC indicated that it has extensive research already conducted. For the purpose of identifying the research the consultant is expected to complete, could MEDC provide more information about this research? What is the vintage of these studies, and do they cover assets such as (organizations, institutions, businesses, talent networks, other agencies? Would this research include other states we might compare Michigan to?

The prior research completed in 2019 does not extensively cover assets (organizations, institutions, businesses, talent networks, other agencies) for Michigan or other states, but provides high-level economic data such as location quotients and growth projections for the EDD cluster as defined in the document attached. Those findings were a precursor to our goal to dive deeper in this sector, thus the purpose of this RFP. While we can share the research upon selection of a consultant, we don't anticipate that it's needed for responses to this RFP.

3. Would MEDC provide assistance with the stakeholder engagement tasks (interviews, surveys, and focus groups). In particular, would MEDC assist with identifying stakeholders? Would MEDC help coordinate any potential focus groups and interviews with stakeholders across the state? Would MEDC assist the consultant in drafting questions for a stakeholder survey, and help with its distribution to stakeholders?

While MEDC will mainly advise the consultant on the direction of work, we can assist in a limited capacity, including:

1. Helping to identify stakeholders where possible;
2. Giving introductions where there is an existing relationship for coordination of tasks;
3. Reviewing and providing feedback on questionnaires (we will provide guidance on the desired goals of such interviews and/or surveys before questions are drafted by the vendor); and
4. Providing contact information wherever possible.

4. Would MEDC expect to make the report public, or to share it with stakeholders across the state?

Yes, we will make the report available to the public by posting it on the MEDC website. It will also be available to stakeholders.

5. Would MEDC expect the report to be fully designed for public consumption?

Yes.

6. Could you share with us the budget amount allocated for this study?

Prior studies and proposals we've received for a similar scope of work have ranged from \$65k-\$100k, with the variance depending on the level of engagement and final deliverables provided.

7. What is the expected timeline for reviewing proposals and selecting a consultant?

We will review proposals upon the submission deadline and expect to have interviews arranged and scheduled for early- to mid-August.

8. How many work samples would MEDC prefer with proposals?

Up to three, if they are relevant for comparison to the work described in this RFP.

9. Does MEDC have a preferred electronic map format (Deliverable #3)?

No, as long as it is user-friendly, does not require any special/paid licensing, and can be accessed by our team after the study concludes.

10. Could you explain the meaning of the "Financial Stability" category in the Step II Criteria on page 8?

The Bidder must demonstrate that it has the resources necessary to complete the project.

11. The sample contract in the RFP includes a timeline of August 2 – December 31, 2021. Is this the correct timeline for the project?

These are preliminary dates; we will adjust the timeline as necessary once we select a vendor.

12. When does the final report need to be completed?

We do not have a specific deadline to meet, but we would prefer a completed study by end of January 2022 at the latest.

13. Does MEDC have a preferred platform for the electronic map or is at the discretion of the consultant based on their knowledge of what is most user-friendly for ongoing update?

It is at the discretion of the consultant. Also see the answer to question #9.

14. What is the source of funding for the project? What is the estimated budget?

- a) MEDC corporate funds.
- b) Prior studies and proposals we've received for a similar scope of work have ranged from \$65k-\$100k, with the variance depending on the level of engagement and final deliverables provided.

15. Can you indicate what firms or institutions have conducted previous research on the EDD cluster?

The prior research completed in 2019 does not extensively cover assets (organizations, institutions, businesses, talent networks, other agencies) for Michigan or other states, but provides high-level economic data such as location quotients and growth projections for the EDD cluster as defined in the document attached. Those findings were a precursor to our goal to dive deeper in this sector, thus the purpose of this RFP. While we can share the research upon selection of a consultant, we don't anticipate that it's needed for responses to this RFP.

16. The RFP mentions a definition of the EDD cluster comprised of business activities in research and development, engineering, and specialized design services. It does not appear to be in the RFP. Can this be provided for review?

Yes. This list of NAICS codes is on the following page.

NAICS Codes

NAICS	MEDC Cluster	Description	Tradability	MEDC Sub Cluster
541380	Engineering, design, and development	Testing Laboratories	Local	Engineering services
541330	Engineering, design, and development	Engineering Services	Traded	Engineering services
541410	Engineering, design, and development	Interior Design Services	Traded	Specialized design services
541420	Engineering, design, and development	Industrial Design Services	Traded	Specialized design services
541430	Engineering, design, and development	Graphic Design Services	Traded	Specialized design services
541490	Engineering, design, and development	Other Specialized Design Services	Traded	Specialized design services
541713	Engineering, design, and development	Research and Development in Nanotechnology	Traded	R&D
541715	Engineering, design, and development	Research and Development in the Physical, Engineering, and Life Sciences (except Nanotechnology and Biotechnology)	Traded	R&D
541720	Engineering, design, and development	Research and Development in the Social Sciences and Humanities	Traded	R&D