RFP-CASE-462833 — Small and Medium Manufacturers

Question Number	Question	Answer
1	The RFP states that MEDC may award all or any part of the RFP. May a bidder propose a discrete functional portion of the scope, such as procurement and supply-chain competitiveness technical assistance, rather than proposing to deliver the full statewide service model?	Yes. MEDC may select one or more Bidders and may award all or any part of the RFP (Section I-A). Bidders must still demonstrate capacity to serve manufacturers across all 83 counties, including underserved and rural areas (Section I-C).
2	May the requirement to demonstrate capacity to serve manufacturers across all 83 counties be satisfied through a network of named subcontractors and strategic delivery partners included in the proposal?	Yes. Bidders may use their capacity, affiliations, accreditations, and strategic partnerships to serve all 83 counties (Sections I-D.4 and II-A.5(d)). Subcontractors must be listed in the proposal (Section II-A.8), and subcontracting requires MEDC's prior written consent (Section IV-A.10).
3	In addition to the example outcome measures listed in the RFP, will MEDC consider procurement and supply-chain outcomes such as supplier diversification, Michigan or U.S. supplier localization, material-cost reductions or cost avoidance, working-capital improvement, sole-source risk reduction, and production-continuity improvements?	Yes. The outcome measures in Section I-D.6 are examples. Bidders propose their own outcome measures and data collection methodology (Section II-A.5(f)).
4	For a newer bidding organization, may the directly relevant prior experience of its principals and named subcontractors be used to demonstrate organizational experience, technical capacity, and track record under the evaluation criteria?	Yes. Bidders may present the relevant prior experience of their principals and named subcontractors, provided each engagement is attributed to the individual or firm that performed it and that person's or firm's role in the proposed work is stated (Sections II-A.6 through II-A.8).
5	Section II-A.5(g) asks bidders to describe cost per manufacturer, while Section II-A.7 states that no financials for the contemplated work should appear in the Technical Proposal. Should cost per manufacturer be provided only in the separately submitted Price Proposal?	Yes. The cost per manufacturer belongs only in the separate Price Proposal (Section II-B). Do not include financial information in the Technical Proposal (Section II-A.7).
6	Is there a page limit for the Technical Proposal or for attachments such as resumes and subcontractor profiles?	There is no page limit. MEDC can accept a maximum of 30 MB per email, and PDF format is preferred. Larger submissions may be sent in multiple emails, with each subject line identifying the sequence (e.g., "message 1 of 3") (Section II-C). Proposals should be prepared simply and economically, with attachments limited to those required by the RFP or essential to understanding the proposal (Sections II and III-C). The Technical and Price Proposals may be submitted in a single email, provided they are separate, clearly labeled
7	Is there a required form for the "Attestation of Good Standing with the Federal Government," or will an active SAM.gov registration printout accompanied by a signed attestation suffice?	There is no prescribed form. A signed attestation from an authorized representative confirming the organization is not suspended, debarred, or otherwise excluded from federal awards or contracts is acceptable; a copy of the active SAM.gov registration may be included as support (Section II-A.1).
8	Does MEDC expect services to be provided at no cost to participating companies, or may programs include a participant cost share?	MEDC expects services to be provided at no cost to participating manufacturers. Bidders may propose a cost share or fee for portions of an engagement if they disclose the fee structure and the services it applies to in the Technical Proposal, show participant contributions separately from the cost to MEDC in the Price Proposal, and explain how the fee will not limit participation. Any proposed cost share will be considered as part of the proposal's evaluation under the criteria in Section III-D.
9	May one bidder be awarded contracts under more than one of these RFPs, and should proposals describe how staff capacity would be allocated if so?	An organization may submit proposals under more than one of these RFPs, but only one proposal per RFP. Each proposal is evaluated separately under that RFP's criteria (Section III-D). Proposed staffing and dedicated management time must be accurate in each proposal (Section II-A.7).
10	Section II-A requests a certificate of good standing from Michigan LARA. May an out-of-state LLC submit with its home-state good standing and Michigan foreign registration, or is a Michigan-issued certificate required at proposal submission?	A Michigan LARA certificate of good standing dated within 90 days of submission is required at submission; a home-state certificate is not accepted. An out-of-state LLC may obtain the Michigan certificate by registering with LARA as a foreign entity (Sections II-A.1 and III-D).
11	May an operations-led prime use documented, named independent specialists' comparable manufacturer-assistance work and references in its technical proposal, with their roles and commitments disclosed, or must the bidding entity itself have performed comparable contracts?	No, the Bidder need not have performed comparable contracts in its own name. Bidders may present the experience and references of named independent specialists, provided each is identified as project personnel (Section II-A.7) or a subcontractor (Section II-A.8), each engagement is attributed to the individual or firm that performed it with the client references required by Section II-A.6, and each specialist's role and committed time are stated.
12	As the RFP permits awards of all or part of the scope, may a bidder propose a narrower implementation workstream focused on distribution/supply-chain productivity and operational improvements, or must every bidder demonstrate service capacity across all 83 counties and the full range of manufacturing technologies?	MEDC may award all or any part of the RFP (Section I-A). However, every Bidder must demonstrate capacity to serve manufacturers across all 83 counties (Section I-C), which is evaluated under the Statewide Reach criterion (Section III-D).
13	May a bidder propose a focused industrial AI/technology-adoption workstream with a qualified partner supplying the broader advisory services and statewide delivery capacity? How will the 83-county capacity requirement be assessed for such a team?	Yes. MEDC may award all or any part of the RFP (Section I-A). Statewide capacity may be demonstrated through the Bidder's capacity, affiliations, accreditations, and strategic partnerships (Sections I-D.4 and II-A.5(d)), and is evaluated under the Statewide Reach criterion (Section III-D). Partners delivering work must be listed as subcontractors (Section II-A.8).
14	May an out-of-state company participate as a named specialist subcontractor? Does the Michigan good-standing certificate requirement apply to every subcontractor or only the prime bidder? Please identify the required evidence and timing for subcontractor approval.	Yes. The Section II-A.1 documents, including the Michigan certificate of good standing, are required of the Bidder only. For each subcontractor, provide the information required by Section II-A.8. Subcontracting requires MEDC's prior written consent (Section IV-A.10); the RFP does not specify when that consent is given.
15	For Section II-A, which entity-level documentation must a named subcontractor supply with the proposal, including UEI, federal good-standing attestation and organizational financial-reporting, grant-management and fraud-prevention policies?	None of the Section II-A.1 documents are required of subcontractors; they apply to the Bidder. For each subcontractor, provide the firm name, address, contact person, description of the subcontracted work, and information on its organization and abilities (Section II-A.8).
16	Please confirm the timezone for the October 14 question deadline and November 6 proposal deadline, both stated as 3 PM.	All deadlines are Eastern Time: questions were due by 3:00 p.m. ET on October 14, 2026, and proposals are due by 3:00 p.m. ET on November 6, 2026 (Sections III-A and III-B).
17	Regarding the requirement to “maintain, and make available to MEDC upon request, the organizational policies governing financial reporting, grant management, and fraud prevention described in the Bidder’s proposal,” should these policies be submitted with the proposal, or only maintained and provided to MEDC upon request?	The policies must be in place at submission and described in the Technical Proposal (Section II-A.1); the policy documents themselves need not be attached. The selected Bidder must maintain them and provide them to MEDC on request (Section I-D.7).

Question Number	Question	Answer
18	Is there a page limit for the RFP response? If so, which sections or attachments are included in or excluded from that limit?	There is no page limit. MEDC can accept a maximum of 30 MB per email, and PDF format is preferred. Larger submissions may be sent in multiple emails, with each subject line identifying the sequence (e.g., "message 1 of 3") (Section II-C). Attachments should be limited to those required by the RFP or essential to understanding the proposal (Sections II and III-C). The Technical and Price Proposals may be submitted in a single email, provided they are separate, clearly labeled documents, using the subject line "RFP-CASE-462833
19	Should the proposed budget be included as part of the price proposal, or the main RFP response?	Include the budget in the separate Price Proposal. Do not include financial information in the Technical Proposal (Sections II-A.7 and II-B). The Technical and Price Proposals may be submitted in a single email, provided they are separate, clearly labeled documents, using the subject line "RFP-CASE-462833 Technical and Price Proposals" plus the company name (Section II-C).
20	What file type(s) are accepted or required for submission?	PDF format is preferred; Word documents are also acceptable, and Excel files may be used for the Price Proposal. MEDC can accept a maximum of 30 MB per email (Section II-C). The Technical and Price Proposals may be submitted in a single email, provided they are separate, clearly labeled documents, using the subject line "RFP-CASE-462833 Technical and Price Proposals" plus the company name
21	Is there a maximum file size for the submission?	MEDC can accept a maximum of 30 MB per email, and PDF format is preferred. Larger submissions may be sent in multiple emails, with each subject line identifying the sequence (e.g., "message 1 of 3") (Section II-C). The Technical and Price Proposals may be submitted in a single email, provided they are separate, clearly labeled documents, using the subject line "RFP-CASE-462833 Technical and Price Proposals" plus the company name (Section II-C).
22	Section II-A-5(g) asks bidders to describe the projected number of manufacturers served and the "cost per manufacturer," while Section II-A-7 states that bidders must not include financial information in the Technical Proposal. Should the "cost per manufacturer" figure be included in the Technical Proposal response to Question 5(g), or presented exclusively in the separate Price Proposal?	Present the cost per manufacturer only in the separate Price Proposal (Section II-B). Do not include financial information in the Technical Proposal, including in the response to Section II-A.5(g) (Section II-A.7).
23	What is the maximum allowable or required MEDC indirect cost rate for budget calculations under this application?	Indirect costs are limited to 15% of modified total direct costs (MTDC), consistent with the federal de minimis rate (2 CFR 200.414(f)). Because these are not federal funds, federally negotiated or previously approved rates do not apply. Show indirect costs in the Price Proposal (Section II-B).
24	Exhibit A and Section II-B state that quoted rates must remain firm for the duration of the contract. Will MEDC permit line-item budget adjustments prior to final contract execution to reflect the final allocated award amount?	Yes. Line-item budget adjustments to reflect the final award amount may be made prior to contract execution. Once the Contract is executed, quoted rates are firm for its duration (Sections II-B and III-L).
25	Please provide additional context regarding the previous Industry 4.0 initiative, including the number of manufacturers served, types of assessments and interventions performed, outcomes achieved, key lessons learned, and any program elements MEDC wishes to preserve, expand, or avoid in this next phase. Additionally, would performance data and participant information from the prior program be available to the selected vendor?	MEDC will not provide program data or participant information beyond what is publicly available on michiganbusiness.org. Bidders may build on, expand, or improve upon the prior initiative, consistent with Sections I-B and II-A.5(g).
26	Beyond the evaluation criteria outlined in the RFP, what outcomes would MEDC consider indicative of a highly successful program both after Year 1 and at contract completion? Which measures will receive the greatest attention from MEDC leadership and stakeholders?	Proposals are evaluated only on the criteria in Section III-D. The Contractor is accountable for the deliverables in Section I-D, including the outcome measures in Section I-D.6, and for serving manufacturers across all 83 counties, with priority for Michigan-owned firms with 250 or fewer employees (Section I-C).
27	Can MEDC provide additional detail regarding the target manufacturer population, including revenue ranges, industry subsectors, geographic distribution, technology maturity levels, typical operational challenges, and growth-stage characteristics? Are there priority sectors, supply chains, or regional manufacturing clusters that MEDC is particularly interested in supporting?	Eligible manufacturers are Michigan-based small and medium-sized manufacturers in all 83 counties, with priority for Michigan-owned firms with 250 or fewer employees, generally operating at least five years (Section I-C). MEDC does not designate priority sectors; Bidders identify their own target markets and capabilities (Section II-A.5(c)).
28	How many manufacturers does MEDC anticipate serving during the contract period? Is there a target number of assessments or engagements, and are there annual participation goals or expectations regarding the timing and cadence of engagement?	The RFP does not establish a target number or cadence. Bidders propose the projected number of manufacturers served (Section II-A.5(g)) and the estimated number of companies served per program in the Price Proposal (Section II-B).
29	Can MEDC provide additional guidance regarding the anticipated allocation of the approximately $4M program budget? Specifically, what portion is intended for program administration and delivery versus direct manufacturer support, grants, or incentives? Is MEDC anticipating a single award or multiple awards, and is there an expected funding range for individual awardees?	MEDC may select one or more Bidders and may award all or any part of the RFP (Section I-A). The RFP does not allocate the up-to-$4,000,000 budget by category or establish a funding range for individual awards (Section I-B).
30	What level of engagement is MEDC envisioning with participating manufacturers? Is the expectation focused on assessments, strategic roadmaps, implementation planning, ongoing advisory support, ecosystem referrals, or a combination of these activities? What balance does MEDC expect between strategic advisory services and implementation-oriented support?	The Bidder proposes the level and balance of engagement. The Contractor must assess each manufacturer's competitiveness constraints and growth opportunities, connect firms to resources, expertise, industry intelligence, and capital, and deliver technical assistance or advisory services as proposed (Sections I-D.1 and I-D.2).
31	How does MEDC envision the selected partner coordinating with existing manufacturing support organizations, including MMTC, universities, economic development organizations, industry associations, workforce development entities, and other ecosystem partners? Would ecosystem coordination and partner orchestration capabilities be viewed as a differentiator?	Bidders propose how they will coordinate with ecosystem partners (Sections I-D.2 and I-D.4). The Contractor must refer manufacturers to better-suited providers and avoid duplicating services. Partnerships relied on must be named in the proposal with each partner's role and commitment. Coordination is not a separate scored criterion; proposals are evaluated on the criteria in Section III-D. MEDC does not broker partnerships for the Contractor.
32	The RFP references AI, automation, and Industry 4.0 capabilities. Can MEDC clarify the current level of AI and digital maturity among target manufacturers, the desired technology adoption outcomes, and the relative importance of AI strategy, use-case development, implementation planning, technology adoption, and cybersecurity readiness?	MEDC will not publish a digital-maturity baseline or rank technology areas. The Contractor must deliver the outcomes in Section I-D.1, and Bidders propose the technologies they will address (Section II-A.5(c)). The only weighting is the evaluation criteria in Section III-D.
33	What reporting requirements does MEDC anticipate for the selected vendor? Specifically, what are the expected KPIs, reporting frequency, outcome attribution requirements, data collection responsibilities, and reporting platform expectations?	Bidders propose outcome measures and a data collection methodology (Section II-A.5(f)); examples are listed in Section I-D.6. MEDC will provide report templates; reports are uploaded to the MEDC Salesforce portal, with email as a backup. The Contractor submits quarterly written progress reports (Section IV-D) and participates in check-ins, site visits, and reporting as reasonably requested (Section I-D.8).
34	Does MEDC have any expectations regarding the use of Michigan-based resources, local presence, industry-specific manufacturing expertise, certifications, or the balance of local and national subject matter experts?	No. The RFP does not require Michigan-based staff or a local presence. Bidders must state where the team will be located, describe relevant expertise and accreditations (Section II-A.7), and demonstrate capacity to serve all 83 counties (Section I-C).

Question Number	Question	Answer
35	The RFP places notable emphasis on succession planning. Can MEDC provide additional context regarding the business challenges driving this focus, the desired outcomes, expectations of the vendor's role, and whether specialized succession planning capabilities or partnerships are expected?	The Contractor must support ownership transitions and succession planning so that IP, jobs, revenue, and decision-making authority remain in Michigan (Sections I-D.5 and II-A.5(e)). Bidders propose their approach, including any specialized partners (Section II-A.8).
36	Beyond the published evaluation criteria, what characteristics distinguish an exceptional proposal from one that simply meets the requirements? Are there any common shortcomings, gaps, or lessons learned from prior programs or procurements that bidders should consider.	There are no criteria beyond those in Section III-D. Proposals should answer each Section II-A.5 question directly, support claims with verifiable evidence and client references, and keep the Technical and Price Proposals consistent.
37	Does MEDC or the selected bidder determine which manufacturers can participate?	MEDC sets eligibility (Section I-C); the Contractor selects, screens, and enrolls eligible manufacturers and documents each participant's eligibility in its records and reporting to MEDC. Cannabis-related businesses, gambling activities, adult-oriented businesses, and activities prohibited by federal or state law are ineligible for MEDC support.
38	Do all selected manufacturers participate receive all services and advisory described in the RFP? Or, does selected vendor delivered services based on the maturity and needs of said manufacturer?	No. Services are based on each manufacturer's assessed constraints and opportunities (Section I-D.2); not every manufacturer must receive every service.
39	Vendor Neutrality & Evaluation Weight: Will MEDC give priority or higher evaluation score weight to contractors that are 100% vendor-neutral and independent from software/hardware sales or implementation commissions?	No. Vendor neutrality is not an evaluation criterion; proposals are evaluated on the criteria in Section III-D.
40	Pre-Existing Intellectual Property Rights: Will contractors retain full ownership of their pre-existing proprietary tools, benchmarking databases, and research IP used during the engagement, provided MEDC receives all customized manufacturer deliverables and final report data?	Yes. The Contractor retains ownership of its pre-existing proprietary tools, databases, and IP; MEDC must receive all customized manufacturer deliverables and final report data. Any work product developed by Contractor in performance of this Agreement shall be the sole property of the MEDC and the MEDC shall have the right to copyright or otherwise protect its rights in, and ownership of, the work product.
41	Virtual Delivery for Statewide Reach: Section I-D requires serving small and medium manufacturers across all 83 Michigan counties. Will MEDC accept digital, virtual, or hybrid advisory models (such as remote expert inquiry and digital benchmarking) to satisfy the statewide coverage requirement without requiring on-site visits for every business?	Yes. Digital, virtual, and hybrid delivery models are acceptable, and on-site visits to every manufacturer are not required (Section I-D.4). Bidders should explain how the model will reach and produce outcomes for manufacturers in rural and underserved areas and how on-site engagement will be provided where needed. Site visits under Section I-D.8 are MEDC monitoring visits.
42	Tiered Pricing Structure: Section II-B requests an estimated number of companies served and the resulting "cost per company served". Will MEDC accept a tiered pricing schedule—such as a lower cost per company for broad digital benchmarking access alongside a higher cost per company for intensive 1:1 strategy engagements?	Yes. The Price Proposal must include an expense schedule for each service and activity and, for each proposed program or tier, the estimated number of companies served and the resulting cost per company served (Section II-B).
43	Invoicing & Disbursement Mechanics: Section IV-A(2) states that payments will be disbursed monthly upon invoice approval. Will monthly billing be structured as a fixed recurring management fee, or will payments be released strictly upon completing verified manufacturer milestones?	Invoicing and reimbursement are quarterly; payment is made after the MEDC Contract Manager approves invoices demonstrating the work was appropriately performed (Section IV-A.2). The RFP does not prescribe a fixed-fee or milestone-based billing structure.
44	Candidate Lead Generation & Pipeline Support: Will MEDC and its regional economic development network actively refer eligible manufacturer candidates to the contractor, or is the contractor solely responsible for funding and executing all recruitment and marketing outreach?	The Contractor is responsible for recruitment, marketing, and outreach, and for its cost, which must be included in the Price Proposal. MEDC may refer manufacturers where practical, but no referral volume is committed, and Bidders should not assume referrals when projecting manufacturers served. Describe the outreach approach in response to Section II-A.5(d).
45	Can one organization submit proposals for more than one of these RFPs? Is there a cap on total funding for a single organization across them?	Yes. An organization may submit proposals under more than one of these RFPs, but only one proposal per RFP. Each proposal is evaluated separately under that RFP's criteria (Section III-D). The RFPs do not establish a combined funding cap.
46	Can a lead bidder deliver part of the work through subcontractors or partner organizations? Section IV.A.10 requires MEDC's written consent. When is that consent given: with the proposal, at award, or when the work plan is approved? Is there a limit on how much of the budget can go to subcontractors?	Yes. Subcontractors must be listed in the proposal (Section II-A.8), and subcontracting requires MEDC's prior specific written consent (Section IV-A.10). The Contractor remains responsible for all contractual activities (Section IV-B). The RFP does not limit the share of the budget that may be subcontracted.
47	Are there limits on indirect and administrative costs?	Yes. Indirect costs are limited to 15% of modified total direct costs (MTDC), consistent with the federal de minimis rate (2 CFR 200.414(f)). Because these are not federal funds, federally negotiated or previously approved rates do not apply. The RFP does not otherwise cap administrative costs.
48	Is there a minimum leverage or match requirement, or is documenting leveraged funds just for information?	No. The RFP does not establish a match or leverage requirement, and leveraged funding is not a scored criterion (Section III-D).
49	Section IV.A.2 says payments are made monthly after invoices are approved. Is this reimbursement only, or can there be an advance or start-up payment? Are payments tied to actual costs or to outputs?	Payments are reimbursements. Invoicing is quarterly, and payment is made after the MEDC Contract Manager approves invoices demonstrating the work was appropriately performed (Section IV-A.2). Advance payment schedules may be discussed upon contract award.
50	Section II.A.1 asks for two years of third-party audits from 501(c)(3) organizations. What should a bidder that isn't a 501(c)(3), such as a 501(c)(6), provide instead?	Nothing. The two-year third-party audit attestation applies only to 501(c)(3) organizations (Section II-A.1).
51	Section II.A.7 says no financial information in the Technical Proposal, but the RFPs also ask for staffing designations (full-time, part-time, contractual, program or administrative) and indirect costs. What belongs in the Technical Proposal and what belongs in the Price Proposal?	Staffing information, including position designations (full-time, part-time, contractual; program or administrative) and dedicated management time, belongs in the Technical Proposal, which must not include financial information (Section II-A.7). All costs, rates, indirect costs, and cost per manufacturer belong in the separate Price Proposal (Section II-B).
52	Is there a page or file size limit for the Technical Proposal? Can resumes, letters of support, and references be attached without counting toward it?	MEDC can accept a maximum of 30 MB per email, and PDF format is preferred. Larger submissions may be sent in multiple emails, with each subject line identifying the sequence (e.g., "message 1 of 3") (Section II-C). Resumes are required for proposed personnel (Section II-A.7); other attachments should be limited to those required by the RFP or essential to understanding the proposal (Section II). The Technical and Price Proposals may be submitted in a single email, provided they are separate, clearly labeled documents, using the
53	Is there a required reporting platform or a standard set of outcome definitions? For example, how will you verify jobs created, jobs retained, revenue growth, and capital secured, and is client-level data required?	MEDC will provide report templates and metric definitions; reporting requirements will be defined in the executed Contract. Reports are uploaded to the MEDC Salesforce portal, with email as a backup, and the Contractor submits quarterly written progress reports (Section IV-D). Bidders should describe their proposed outcome measures and data collection methodology (Section II-A.5(f)).
54	The cover page lists the Additional Certification under Section III-R, and Section II.A.11 also requires it. Should the Iran-linked business certification be included only in the Technical Proposal?	Yes. Include the certification in the Technical Proposal (Sections II-A.11 and III-R).
55	Are joint proposals permitted, and must they designate a single prime contractor? Does identifying subcontractors in the proposal satisfy MEDC's prior written approval requirements?	Each proposal must have a single Bidder, which is responsible for all contractual activities (Section IV-B); partner organizations may participate as subcontractors listed in the proposal (Section II-A.8). Subcontracting requires MEDC's prior specific written consent (Section IV-A.10).

Question Number	Question	Answer
56	What categories of subcontracted professional services are eligible for reimbursement, and are there restrictions on subcontractor compensation arrangements?	The RFP does not restrict categories of subcontracted professional services. Subcontracted services within the proposed scope are reimbursable if the subcontractor is listed (Section II-A.8), its costs appear in the Price Proposal expense schedule (Section II-B), and MEDC consents in writing (Section IV-A.10). Subcontractors are bound by the Contract, including confidentiality and records requirements (Sections IV-A.5 and IV-A.7). MEDC does not prescribe compensation arrangements but may review them; quoted rates are firm (Section II-B).
57	May contractors or approved subcontractors utilize international personnel or service providers? What requirements apply to confidential information, data access, data storage, and subcontractor approval?	The RFP does not prohibit international personnel or service providers. The Contractor may not disclose confidential information without MEDC's written consent or disclose Michigan economic development information to outside parties, including foreign governments (Sections IV-A.7 and IV-A.8), and subcontracting requires MEDC's prior written consent (Section IV-A.10).
58	Are outreach and manufacturer recruitment activities eligible for reimbursement? What cost limitations or documentation requirements apply?	Yes, if included in the Price Proposal expense schedule (Section II-B); costs omitted from the Price Proposal cannot be added later. MEDC has not capped outreach and recruitment costs, which are part of the cost per manufacturer served.
59	Can assessment and implementation services be scoped and approved separately as needs are identified? What obligations apply when recommended implementation activities fall outside the approved program scope or budget?	Yes. Services may be scoped company by company within the services in the proposal and the approved work plan (Section IV-D.1), at the quoted rates (Section II-B). Significant deviations must be reported in the quarterly progress report, and material changes in scope or budget require MEDC's prior written approval. Recommended activities outside the approved scope or budget should be documented and referred to other providers; they may not be invoiced to MEDC.
60	Are organizational readiness, governance, technology assessment, and strategic planning services eligible as standalone technical assistance activities when implementation is not immediately undertaken?	Yes, when tied to the outcomes in Section I-D.1 and reported under the Bidder's proposed outcome measures (Section II-A.5(f)). Implementation need not follow immediately (Sections I-D.1 and I-D.2).
61	Are employee technology and AI-fluency, workforce readiness, and role-based upskilling eligible services under this RFP? May these services be delivered directly or through approved subcontractors?	Yes, when the training supports a manufacturer's technology adoption, automation, or cybersecurity outcomes (Sections I-D.1 and I-D.2). Standalone general workforce development is not in scope; where an existing workforce program serves the need, the Contractor should refer rather than duplicate. Services may be delivered directly or through subcontractors listed in the proposal (Section II-A.8) with MEDC's prior written consent (Section IV-A.10).
62	Which registration, insurance, financial reporting, financial-capacity, and compliance requirements apply directly to subcontractors rather than exclusively to the prime contractor?	The Section II-A.1 requirements apply to the Bidder only. For each subcontractor, provide the information required by Section II-A.8. The $1,000,000 errors and omissions insurance requirement applies to the Contractor (Section IV-A.9); the RFP does not specify insurance requirements for subcontractors, but some may be required at the discretion of the MEDC on a case by case basis.
63	How does MEDC distinguish between contractor-owned pre-existing intellectual property and program-funded deliverables? What ownership, licensing, or usage requirements apply to each?	The RFP has no intellectual property clause; final terms will be set in the executed Contract. Any work product developed by Contractor in performance of this Agreement shall be the sole property of the MEDC and the MEDC shall have the right to copyright or otherwise protect its rights in, and ownership of, the work product.
64	May individual manufacturer engagements extend beyond the initial contract period? What types of intermediate performance measures are acceptable in addition to the outcomes identified in the RFP?	The RFP does not address engagements extending beyond the contract term. The estimated term is January 1–December 31, 2027, which MEDC may extend subject to available funding (Section IV-A.1). Bidders may propose intermediate outcome measures in addition to the examples in Section I-D.6 (Section II-A.5(f)).
65	Does MEDC anticipate making multiple awards, and may a bidder propose services focused on a defined subset of target markets, industries, or geographic regions?	Yes, MEDC may select one or more Bidders and may award all or any part of the RFP (Section I-A). Bidders may focus on priority target markets or capabilities (Section II-A.5(c)) but must demonstrate capacity to serve manufacturers across all 83 counties (Section I-C).
66	Are services expected to be provided at no cost to participating manufacturers? May contractors charge participation fees or require manufacturer cost-sharing?	MEDC expects services to be provided at no cost to participating manufacturers. Bidders may propose a cost share or fee for portions of an engagement if they disclose the fee structure and the services it applies to in the Technical Proposal, show participant contributions separately from the cost to MEDC in the Price Proposal, and explain how the fee will not limit participation. Any proposed cost share will be considered as part of the proposal's evaluation under the criteria in Section III-D.
67	How do MEDC's conflict-of-interest provisions apply when a contractor or subcontractor offers separately contracted, paid follow-on services to participating manufacturers?	Any actual or potential conflict of interest, including paid follow-on services to participating manufacturers, must be disclosed in an exhibit to the proposal and resolved to MEDC's satisfaction, or the Bidder may be disqualified (Section III-G).
68	How should bidders identify and protect proprietary methodologies, trade secrets, or other confidential business information in submitted proposals, considering applicable FOIA disclosure requirements?	Proposals may be disclosed under FOIA (Public Act 442 of 1976). Exclude confidential information from proposal.