

Attachment A

District's Response to Offeror Questions

Set forth below are the District's response to the offeror questions submitted in reference to the solicitation:

1. The current solicitation (CFOPD-26-F-015) requires offerors to hold an active Federal Supply Schedule (FSS) contract at the time of proposal submission. We note that the District's recent solicitation CFOPD-23-R-028 (Fit Gap Analysis and Remediation Services) did not include an FSS requirement and was conducted as an open market procurement. Would the District consider removing or waiving the FSS requirement for CFOPD-26-F-015 to allow broader competition and consistency with prior OCFO procurements?

Response: **The District will not remove or waive the federal supply schedule designation from the solicitation.**

2. If the FSS requirement is maintained, would the District consider proposals from parent companies or affiliates of FSS holders, provided that all contract compliance requirements are met and all services are delivered in accordance with District standards and expectations?

Response: **The Offeror submitting the proposal shall have an active Federal Supply Schedule.**

3. Is there flexibility for firms currently in the process of obtaining FSS status, or for those who can partner with an FSS-qualified subcontractor, to submit a proposal as a prime or joint venture?

Response: **The Offeror shall have an active Federal Supply Schedule at the time of submittal.**

4. Could the District clarify the rationale for restricting eligibility to FSS holders in this solicitation, and whether there are circumstances under which this requirement could be waived or modified, especially in light of recent similar procurements that did not require FSS?

Response: **The decision was made in accordance with 27 DCMR Section 2100.**

5. Does “pooled cash structure” include bank account rationalization? If yes, what is OCFO’s bank structure?

Response: **The District has over 400+ bank accounts among 3 major banks, with the main concentration bank at Wells Fargo, and one robust ZBA structure of 21 bank accounts that consolidates various receivables and payables. The remaining accounts contain idle balances that are agency specific.**

6. Are the option years intended to be implementation services?

Response: **The Option Years are added to allow the District to utilize the contract if other related services based on the requirements are needed.**

7. Please specify which Kyriba modules are currently in use (e.g., Bank Statement Connectivity, Cash Management, Cash Forecasting, Liquidity Planner, etc.).

Response: **The modules currently in use are Bank Statement Connectivity, Cash Management, Cash Forecasting, Liquidity Planner, and Analytics Tool.**

8. Please describe how the forecasting process and/or Kyriba integrates with other systems (e.g., Oracle, data warehouses, or manual imports). Indicate whether these integrations are real-time, automated file-based, or manual uploads.

Response: **There are no integrations between Kryiba and Oracle. The current short-term forecast utilizes bank transaction manual extracted from Kryiba and manipulated manually in Excel.**

9. Please identify any manual inputs or adjustments required within the forecasting process. Additionally, indicate whether you leverage any AI, statistical, or predictive models that utilize Kyriba’s historical data to enhance forecast accuracy.

Response: **Manual analysis of historical data reveals that the current Kyriba tool has an AI module that cannot be utilized in Excel due to the District’s limitations with the MS Office Suite.**

10. Section C.4.3 Phase 2: Cash Management Framework Design (Page 6) - Given the potential for gaps in people, process, and technology to be identified during Phase 1, and considering the scope of activities across all phases of the Cash Management Framework Design, would the government be open to adjusting the number of weeks allocated to each phase, and to a project timeline that may extend beyond the initial 12-week period if necessary to ensure comprehensive and high-quality deliverables?

Response: **If there are unforeseen events (District delays, lack of resources, etc.) the District may consider adjusting the timeline.**

11. Section C.4.3 Phase 2: Cash Management Framework Design (Page 6) - To ensure alignment with the government's technical standards, could you please advise if there is a specific reporting tool or platform preferred for desired cash reports, flow summaries, and variance analysis?

Response: **The District does not have a specific tool; however, Kyriba has an Open AI reporting tool that can be utilized via Excel or within Kyriba – Analytics.**

12. Section C.4.1 Project period (Page 6)/Section F.1 Term of Contract (Page 14) - Will the government verify the period of performance for this effort? F.1 Term of Contract indicates this will be one year from the contract effective date (with option to extent for 4 one-year option periods) however C.4.1 indicates this will be a 12-week period with four distinct phases.

Response: **The specific task listed in the requirements is based on a 12-week timeframe, but the period of performance will be for a year to allow for completion of this project if there are unexpected delays or the District requires additional related services.**

13. (Sections L.3.3 Price Proposal (Page 39), B.4 All-Inclusive Pricing (Page 2), B.5 Price Schedule – Firm Fixed Price Base Year (Page 3), B.6.2 Price Schedule – Requirements (Page 3), M.3.2 Price Evaluation Factor (Page 47) - The solicitation requests that the offeror's price proposal include a cover page narrative describing the budget methodology, level of effort, and detailed cost factors (including hourly rates, number of hours, and labor categories), and requires a breakdown of the number of hours by labor category with corresponding rates for CLINs 001–004. However, Section B.4 and B.5 stipulate that the price schedule for the base year (CLINs 001–004) is Firm Fixed Price (including Quantity and Unit Price) and inclusive of all of the contractor's direct cost, indirect cost, and profit. Additionally, in Section M.3.2 Price Evaluation Factor does not use hourly rates for Base year in the evaluation.

Given this, can the government confirm that offerors are not required to provide a breakdown of labor hours or labor categories.

Response: Offerors are required to provide the breakdown, see changes to Sections B and C of the solicitation as set forth in Attachment B to this amendment.

14. Section C.8.2 Additional Consulting Services (Page 3)/B.5 FFP Base Year (Page 8) - Could the government please clarify whether the entire effort, including any additional consulting services, will be awarded as Firm-Fixed Price (FFP)? Additionally, is the reference in Section C.8.2 to pricing additional consulting services in accordance with hourly rates intended solely for proposal price build-up purposes, rather than indicating the actual contract type for those services

Response: Yes, it is for price build-up purposes only and does not indicate that this is a firm fixed price.

[End of Attachment A]