



*Request for Proposals for
the Innovation-Based Economic Development Strategy for Holyoke and the Pioneer Valley with
concentration on design and development of an Innovation District in Holyoke
(RFP No. 2010-JAII-01)*

Questions and Answers
July 2, 2010

	Question	Answer
1.	Are any reliable and credible reference sources describing regional resources available?	While respondents are not expected to be experts on area resources, reviewers will be looking for project team's demonstrated capability in energy and other fields related directly to the important regional resources. For more information on resources in the region, contact regional leaders, including Kathy Anderson, Economic Director, City of Holyoke, James Lavelle, President, Holyoke Gas and Electric, Tim Brennan, Executive Director, Pioneer Valley Planning Commission
2.	What is the approximate expenditure range of this project?	The Innovation Institute is not providing specific guidance on costs. While planning grants do not usually exceed \$30,000, expenditures on this project are expected to be higher, as the RFP is ambitious. The Innovation Institute may consider external fundraising to supplement cost, if necessary.
3.	A) Is information for the HPCC regarding the equipment, facility, staffing, operations, budget and business plan available? B) Is any thinking available regarding how the Springfield data center & HPCC might collaborate?	A) No. The HPCC project's development remains in-process and conclusions regarding specific details of the business plan will not be available. B) The two centers have very different missions. No additional information will available regarding the Springfield data center.
4.	Is any existing info available about universities & colleges that is not included in this RFP materials? Can you provide additional understandings on the region?	No. The HPCC project remains in process and specific additional details regarding project participants and the region, beyond what is already publically available, will not be provided. Respondents are encouraged to research efforts like the Plan for Progress and the Knowledge Corridor.
5.	A) Is the Holyoke innovation district expected to be proximal to the HPCC? B) When is the VHB/Holyoke comprehensive urban renewal plan expected to be completed? C) Can you explain the relation of the innovation district task force to the consultant team for this RFP?	A) The Innovation District could be envisioned to spread beyond the immediate vicinity of the HPCC, but will be located within the City of Holyoke. B) Close to the end of 2010. C) We expect the consultant team to work closely with the Task Force and the local community.

6.	Are any other examples of similar Innovation Institute projects available?	No, this project is unique in its ambition to leverage growth in an integrative manner in a region in the state.
7.	Has MTC received pledges or funding from other entities?	No.
8.	<p>A) Regarding the project’s timeline, specifically with respect to Task 6, are there any particular milestones or frequency of meetings envisioned?</p> <p>B) When is project expected to start?</p>	<p>A) No specific expectation of meetings. The Task Force has maintained a regular monthly meeting. The consultant group will be able to attach to existing meeting sets and capacities for outreach.</p> <p>B) The project is expected to begin in September, 2010.</p>
9.	Regarding the description on page 5 and 6 of the scope of work, are examples available of places that might be useful to this project, or any examples of work going on around the country?	No.
10.	<p>A) What kind of access would the selected consultant have from the coalition of universities and to Cisco and other corporations?</p> <p>B) Is there an expectation that the consultant team will address the physical manifestations of the strategy and the improvements that would be needed in order to capitalize on those opportunities?</p>	<p>A) The access will be extraordinary – the GHPCC partners have committed to the state and their peers to support this project. Cisco has demonstrated a track record of providing access in this process.</p> <p>B) Inclusive of everything that the existing engagement is producing in the region, to be able to make an assessment and compliment with recommendations, but this is not an industrial park engagement. We do not seek design and engineering, though applicants would be advantaged by being able to produce relevant spatial/infrastructure recommendations based on the local engagement.</p>
11.	To what extent should the respondent proposal show the relationship of the Holyoke project to the 91 “Knowledge Corridor”?	The regional economies are critical and the relationships should be addressed.

<p>12. The Procurement Conflicts Policy in MTC's Master Agreement seems to prohibit an organization from providing professional services to any MTC client as long as the current Agreement is in place, regardless of whether that other client is funded through MTC or other funds. To what extent does the Policy apply? In our case, we are a multi-billion dollar organization. A small division within our organization is interested in responding to this RFP. Is it sufficient to report any existing contracts that this division has with the Commonwealth of Massachusetts in Attachment D of the Master Agreement rather than report for our entire organization?</p>	<p>This is two separate questions. First, MTC's Procurement Conflicts Policy applies in the case of providing services to an entity receiving grant funding from MTC, regardless of whether such entity is a Commonwealth agency or not. In order to facilitate a respondent's due diligence as to whether it can or should submit a response, MTC has posted a listing of its current grantees on its website.</p> <p>Second, the Master Agreement requires that a Contractor provides a list of all contracts it holds with a Commonwealth agency. Therefore, if the Contractor is the larger organization, then all such contracts must be reported.</p>
<p>13. Does the fact that an entity is a driver in the Green High-Performance Computing Center project, preclude other divisions of that entity from responding and/or participating in a response to this RFP?</p>	<p>It is not the entity that has the conflict; rather it is the people who would be working on the project contemplated in the RFP who would be conflicted. If the person or persons working on the project are also participating in the Green High-Performance Computing Center project, even in an advisory capacity, that person or persons may have a conflict.</p>