

RFP-CASE-406180 Japanese Business Attraction Services Q&A

Questions	Answers
<p>Page 2 of RFP states, Bidders must be properly registered with the Michigan Department of Licensing and Regulatory Affairs (LARA) and in good standing with the State of Michigan and the Bidder's state of incorporation if formed under the laws of another state;"</p> <p>Our firm is registered in Japan. What do you require regarding this qualification?</p> <p>If we need to register LARA, please give us guidance of how to proceed.</p>	<p>Here is a resource to help businesses looking to do business in the State of Michigan: https://www.michigan.gov/dtmb/procurement/contractconnect/lets-do-business</p> <p>Please note that all registrations with LARA and SIGMA must be complete prior to contract execution to avoid delays in contract start date and payment.</p>
<p>What is the approximate budget?</p>	<p>Approximately \$250,000</p>
<p>Is there a possibility of the contract being signed for a year and being extended?</p>	<p>Yes, while the MEDC is not able to be entered into multiyear agreements due to the nature of our governmental funding we do anticipate that the selected vendor would be renewed upon successful delivery of the required metrics.</p>
<p>Is the state interested in bringing startup businesses from Japan as well? Is there an annual revenue component that is to be considered when evaluating leads?</p>	<p>Yes, startup firms are a part of our overall Economic Development Strategy. We do not evaluate projects based on annual revenue solely. Our projects are evaluating on multiple factors, including, but not limited to: Investment amount, number of jobs created, wages/benefits, industry sector, gaps in supply chain, emerging technologies, financial viability of company.</p>

<p>Will the governor's trip costs be considered separate from the programmatic cost of this project?</p>	<p>Yes, Governor-led missions' costs are covered from a different line item for travel and other associated costs. However, the staff time associated with the planning and execution are encompassed in this contract.</p>
<p>What will the expected meeting and report cadence be? Is there a guideline of what information MEDC expects to receive during these meetings/reports?</p>	<p>This will be determined between the awarded bidder and contract manager upon execution of the contract. Most likely will be weekly and monthly reporting of activities and status of pipeline for the market. Annual summary report will also be required.</p>
<p>I have worked in Michigan for more than 6 years, and my current duty for the company I work for will finish at the end of this year or the beginning of 2025. I carefully read through the RFQ document, and recognized I am not personally eligible to bid this project. However, if I have any chance to apply to this project from following options, please give me your advice how I can approach for joining this project:</p> <ol style="list-style-type: none"> 1. As a member of MEDC, stationed in Japan for supervising this project; 2. Project manager or member of qualified bidder; 3. Sub-contractor of qualified bidder for supporting this project in Japan; or 4. Any other option to participate in this project. 	<p>The MEDC will consider all proposals received and reserves the right to award all or any part of this RFP based on what is in the best interest of the MEDC. The selected bidder(s) do have the ability to subcontract if desired, as part of the proposal.</p>