



STATE OF TENNESSEE  
ECONOMIC AND COMMUNITY DEVELOPMENT

**REQUEST FOR PROPOSALS # 33001-15559  
AMENDMENT # 1  
FOR FOREIGN DIRECT INVESTMENT  
REPRESENTATIVE- CHINA**

**DATE: September 7, 2016**

**RFP # 33001-15559 IS AMENDED AS FOLLOWS:**

1. **This RFP Schedule of Events updates and confirms scheduled RFP dates. Any event, time, or date containing revised or new text is highlighted.**

EVENT	TIME (central time zone)	DATE
1. RFP Issued		August 10, 2016
2. Disability Accommodation Request Deadline	2:00 p.m.	August 23, 2016
3. Notice of Intent to Respond Deadline	2:00 p.m.	August 24, 2016
4. Written "Questions & Comments" Deadline	2:00 p.m.	August 31, 2016
5. State Response to Written "Questions & Comments"		September 7, 2016
6. Response Deadline	2:00 p.m.	September 14, 2016
7. State Completion of Technical Response Evaluations		September 15, 2016
8. State Schedules Respondent Interview		September 16, 2016
9. Respondent Interviews		September 26, 2016
10. State Opening & Scoring of Cost Proposals	2:00 p.m.	September 28, 2016
11. State Notice of Intent to Award Released <u>and</u> RFP Files Opened for Public Inspection	2:00 p.m.	October 5, 2016
12. End of Open File Period		October 12, 2016
13. State sends contract to Contractor for signature		October 12, 2016
14. Contractor Signature Deadline	2:00 p.m.	October 15, 2016

2. **State responses to questions and comments in the table below amend and clarify this RFP.**

Any restatement of RFP text in the Question/Comment column shall NOT be construed as a change in the actual wording of the RFP document.

QUESTION / COMMENT	STATE RESPONSE
<p>1 The RFP requires two trips a year for at least one of our team to Tennessee. We understand the associated costs would be borne by our company. Can you give an indication of how long you expect each trip would be? This would affect our cost as we assume we would need to pay for hotels during the stay.</p>	<p><b>We expect the applicants to visit for a working week, so arrive on Saturday or Sunday and Depart on Friday.</b></p>
<p>2 We are a company based in Hong Kong with no corporate presence in the US. Therefore we are not completely familiar with all the contractual requirements in the pro-forma contract and we believe that some of them will not be relevant to us (prohibition of illegal immigrants / patient protection and Affordable Care Act / HIPAA etc. Can you confirm that non-US domiciled companies can participate in this RFP, and if so that the US-specific clauses in the contract will not be applicable?</p>	<p><b>Yes, non-domiciled companies can apply. Applicable clauses will be addressed during the negotiation period after the contract has been awarded.</b></p>
<p>3 Are we allowed to include promotional material (for instance our company brochure) as a reference material in the RFP reply? How about examples of work we have implemented previously, with information explaining how this would be relevant to the work we propose to do for State of Tennessee?</p>	<p><b>Yes</b></p>
<p>4 We have a couple of local partners in Tennessee that we believe are willing to support our bid. They have experience of working with us in the past. Will it be permissible to include letters of support from these partners in the RFP reply?</p>	<p><b>Yes</b></p>
<p>5 The RFP indicates that the schedule is the State's best estimate at the current time. Can you confirm that these dates are still valid? In particular we are keen to ensure that we are able to meet the deadline of the 14<sup>th</sup> September for response. The State response to questions and comments is the 7<sup>th</sup>. Considering our documents will be sent from HK by express mail, we will only have a couple of working days to amend our proposal and complete the documentation package. Additionally, can you confirm the respondent interviews will go ahead on 26<sup>th</sup> September in Shanghai? I will have to organize the schedules of 4-5 of our</p>	<p><b>Yes, all dates are still valid.</b></p>

QUESTION / COMMENT	STATE RESPONSE
colleagues so that they are able to attend on that day.	

3. **RFP Amendment Effective Date.** The revisions set forth herein shall be effective upon release. All other terms and conditions of this RFP not expressly amended herein shall remain in full force and effect.