

COUNTY OF ROCKLAND  
Department of General Services  
**Purchasing Division**

# Contract Award Notification

Title: **Consulting, Oracle/PeopleSoft, on an as needed basis, QSL**

Contract Period: November 24, 2020 through November 23, 2023 w/2-1 year options  
Extended thru 11/23/24 w/1 year option

Original Date of Issue: November 30, 2020

Date of Revision: 11/09/23

**RFP No: RFP-RC-2019-029**

Authorized Users: County Agencies

Address Inquiries To:

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**Description**

This contract is a qualified suppliers list for Oracle/PeopleSoft Consulting.

Contract #	Contractor & Address	Telephone No.
RFP-RC-2019-029 <b>DID NOT RENEW</b>	The Business & Technology Resources Group 19821 Foggy Bottom Road Bluemont, VA 20135 Contact: Michael Yager <a href="mailto:myager@btrgroup.com">myager@btrgroup.com</a>	703-966-8942
RFP-RC-2019-029	CherryRoad Technologies Inc. 301 Gibraltar Drive, Suite 2C Morris Plains, NJ 07950 Contact: Jerry Gulban <a href="mailto:jgulban@cherryroad.com">jgulban@cherryroad.com</a>	973-541-4278  FAX: 973-402-7808
RFP-RC-2019-029 <b>PENDING</b>	Ciber Global LLC 3270 West Big Beaver Road Troy, MI 48084 Contact: Rain Rogers <a href="mailto:rrogers@ciber.com">rrogers@ciber.com</a>	401-286-9802
RFP-RC-2019-029	ERP Analysts Inc. 425 Metro Place N Ste 510 Dublin, OH 43017 Contact: Matt McPeek, CFO <a href="mailto:Matthew.mcpeek@erpa.com">Matthew.mcpeek@erpa.com</a>	614-327-7970  FAX: 888-432-0204

Contract #	Contractor & Address	Telephone No.
RFP-RC-2019-029	GNC Consulting Inc. 21195 So. Lagrange Road Frankfort IL 60423 Contact: Garry Cooper <a href="mailto:Garry.cooper@gnc-consulting.com">Garry.cooper@gnc-consulting.com</a>	815-469-7255
RFP-RC-2019-029	Phoenix Business Inc. Db a Phoenix Business Consulting 6021 Midnight Pass Road, Unit 3 Sarasota, FL 34242 Contact: Derik Simovart <a href="mailto:rfpteam@phoenixteam.com">rfpteam@phoenixteam.com</a>	626-375-3994  FAX: 817-549-0261
RFP-RC-2019-029  <b>DID NOT RENEW</b>	Sierra-Cedar Inc. 1255 Aldermann Drive Alpharetta, GA 30005 Contact: Darren Smith <a href="mailto:Darren.smith@sierra-cedar.com">Darren.smith@sierra-cedar.com</a>	470-233-6012  FAX: 678-385-7541
RFP-RC-2019-029	MIPRO Consulting LLC 1100 Corporate Office Dr., Ste. 100 Milford, MI 48381 <a href="mailto:Jeff.Micallef@MIPROConsulting.com">Jeff.Micallef@MIPROConsulting.com</a>	248-535-3544  FAX: 248-684-1977

Edwin J. Day, County Executive

**TITLE: CONSULTING, ORACLE / PEOPLESFT, ON AN AS NEEDED BASIS, QUALIFIED SUPPLIERS LIST**

**RFP NUMBER:  
RFP-RC-2019-029**

CHERRY ROAD TECHNOLOGIES

**DETAILED COSTS**

SKILLSET / TITLE	HOURLY RATE – ON-SITE	HOURLY RATE - REMOTE
PROGRAM MANAGER	HOURLY RATE: _____	HOURLY RATE: _____
PROJECT MANAGER	HOURLY RATE: _____	HOURLY RATE: _____
FUNCTIONAL LEAD	HOURLY RATE: _____	HOURLY RATE: _____
SPECIALTY PRODUCTS LEAD	HOURLY RATE: _____	HOURLY RATE: _____
TECHNICAL LEAD	HOURLY RATE: _____	HOURLY RATE: _____
TECHNICAL DEVELOPER	HOURLY RATE: _____	HOURLY RATE: _____
DATABASE ADMINISTRATOR	HOURLY RATE: _____	HOURLY RATE: _____
SYSTEM ADMINISTRATOR	HOURLY RATE: _____	HOURLY RATE: _____
UPGRADE SPECIALIST	HOURLY RATE: _____	HOURLY RATE: _____
CHANGE MANAGEMENT LEAD	HOURLY RATE: _____	HOURLY RATE: _____
TRAINING MANAGER	HOURLY RATE: _____	HOURLY RATE: _____
TRAINER	HOURLY RATE: _____	HOURLY RATE: _____
SECURITY / PORTAL LEAD	HOURLY RATE: _____	HOURLY RATE: _____



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**TITLE: CONSULTING, ORACLE / PEOPLESFT, ON AN AS  
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**RFP NUMBER:  
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CIBER GLOBAL LLC

**DETAILED COSTS**

<b>SKILLSET / TITLE</b>	<b>HOURLY RATE – ON-SITE</b>	<b>HOURLY RATE - REMOTE</b>
PROGRAM MANAGER	HOURLY RATE: <u>\$185.00</u>	HOURLY RATE: <u>\$165.00</u>
PROJECT MANAGER	HOURLY RATE: <u>\$180.00</u>	HOURLY RATE: <u>\$160.00</u>
FUNCTIONAL LEAD	HOURLY RATE: <u>\$180.00</u>	HOURLY RATE: <u>\$160.00</u>
SPECIALTY PRODUCTS LEAD	HOURLY RATE: <u>\$180.00</u>	HOURLY RATE: <u>\$160.00</u>
TECHNICAL LEAD	HOURLY RATE: <u>\$180.00</u>	HOURLY RATE: <u>\$50.00</u>
TECHNICAL DEVELOPER	HOURLY RATE: <u>\$175.00</u>	HOURLY RATE: <u>\$50.00</u>
DATABASE ADMINISTRATOR	HOURLY RATE: <u>\$160.00</u>	HOURLY RATE: <u>\$50.00</u>
SYSTEM ADMINISTRATOR	HOURLY RATE: <u>\$160.00</u>	HOURLY RATE: <u>\$50.00</u>
UPGRADE SPECIALIST	HOURLY RATE: <u>\$160.00</u>	HOURLY RATE: <u>\$50.00</u>
CHANGE MANAGEMENT LEAD	HOURLY RATE: <u>\$175.00</u>	HOURLY RATE: <u>\$155.00</u>
TRAINING MANAGER	HOURLY RATE: <u>\$165.00</u>	HOURLY RATE: <u>\$140.00</u>
TRAINER	HOURLY RATE: <u>\$165.00</u>	HOURLY RATE: <u>\$135.00</u>
SECURITY / PORTAL LEAD	HOURLY RATE: <u>\$140.00</u>	HOURLY RATE: <u>\$50.00</u>

## 1. COST PROPOSAL

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*Rate Sheets to include hourly rates per skillset. Response shall include volume discounts such as full / half day rates, etc. if available.*

ERPA has included our **Detailed Costs** sheet on next page. All onsite rates are all-inclusive, and we have assumed volume discounts in all rates.

The County also has the option to leverage our remote Center of Excellence resources located in our corporate office (Dublin, OH) as well as our global support team in Hyderabad, India. We have included that pricing below in **Table 1**.

**Table 1 ERPA Remote COE Rates**

Role	ERPA COE (Dublin, OH)	Global COE (India)
Technical Lead	\$130	-
PeopleSoft Developer	\$120	\$50
Database Administrator	\$120	\$50
System Administrator	\$120	\$50
Upgrade Specialist	\$120	\$50
Security/Portal Lead	\$130	-



## 1.1 DETAILED COSTS SHEET

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<b>TITLE: CONSULTING, ORACLE / PEOPLESFT, ON AN AS NEEDED BASIS, QUALIFIED SUPPLIERS LIST</b>	<b>RFP NUMBER: RFP-RC-2019-029</b>

### DETAILED COSTS

SKILLSET / TITLE	HOURLY RATE – ON-SITE	HOURLY RATE - REMOTE
PROGRAM MANAGER	HOURLY RATE: <u>\$185</u>	HOURLY RATE: <u>\$155</u>
PROJECT MANAGER	HOURLY RATE: <u>\$185</u>	HOURLY RATE: <u>\$155</u>
FUNCTIONAL LEAD	HOURLY RATE: <u>\$180</u>	HOURLY RATE: <u>\$150</u>
SPECIALTY PRODUCTS LEAD	HOURLY RATE: <u>\$180</u>	HOURLY RATE: <u>\$150</u>
TECHNICAL LEAD	HOURLY RATE: <u>\$175</u>	HOURLY RATE: <u>\$145</u>
TECHNICAL DEVELOPER	HOURLY RATE: <u>\$165</u>	HOURLY RATE: <u>\$135</u>
DATABASE ADMINISTRATOR	HOURLY RATE: <u>\$170</u>	HOURLY RATE: <u>\$140</u>
SYSTEM ADMINISTRATOR	HOURLY RATE: <u>\$170</u>	HOURLY RATE: <u>\$140</u>
UPGRADE SPECIALIST	HOURLY RATE: <u>\$170</u>	HOURLY RATE: <u>\$140</u>
CHANGE MANAGEMENT LEAD	HOURLY RATE: <u>\$200</u>	HOURLY RATE: <u>\$170</u>
TRAINING MANAGER	HOURLY RATE: <u>\$185</u>	HOURLY RATE: <u>\$155</u>
TRAINER	HOURLY RATE: <u>\$170</u>	HOURLY RATE: <u>\$140</u>
SECURITY / PORTAL LEAD	HOURLY RATE: <u>\$180</u>	HOURLY RATE: <u>\$150</u>

Department of General Services – Purchasing Division  
 50 Sanatorium Road, Bldg A, Pomona, NY 10970 – Tele: (845) 364-3820 – Fax: (845) 364-3809

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**RFP NUMBER:  
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**DETAILED COSTS**

**GNC Consulting Inc.**

SKILLSET / TITLE	HOURLY RATE – ON-SITE	HOURLY RATE - REMOTE
PROGRAM MANAGER	HOURLY RATE: <del>\$195</del> <b>200.85</b>	HOURLY RATE: <del>\$160</del> <b>164.80</b>
PROJECT MANAGER	HOURLY RATE: <del>\$185</del> <b>190.55</b>	HOURLY RATE: <del>\$150</del> <b>154.50</b>
FUNCTIONAL LEAD	HOURLY RATE: <del>\$165</del> <b>169.95</b>	HOURLY RATE: <del>\$130</del> <b>133.90</b>
SPECIALTY PRODUCTS LEAD	HOURLY RATE: <del>\$155</del> <b>159.65</b>	HOURLY RATE: <del>\$120</del> <b>123.60</b>
TECHNICAL LEAD	HOURLY RATE: <del>\$165</del> <b>169.95</b>	HOURLY RATE: <del>\$130</del> <b>133.90</b>
TECHNICAL DEVELOPER	HOURLY RATE: <del>\$155</del> <b>159.65</b>	HOURLY RATE: <del>\$120</del> <b>123.60</b>
DATABASE ADMINISTRATOR	HOURLY RATE: <del>\$160</del> <b>164.80</b>	HOURLY RATE: <del>\$125</del> <b>128.75</b>
SYSTEM ADMINISTRATOR	HOURLY RATE: <del>\$160</del> <b>164.80</b>	HOURLY RATE: <del>\$125</del> <b>128.75</b>
UPGRADE SPECIALIST	HOURLY RATE: <del>\$160</del> <b>164.80</b>	HOURLY RATE: <del>\$125</del> <b>128.75</b>
CHANGE MANAGEMENT LEAD	HOURLY RATE: <del>\$165</del> <b>169.95</b>	HOURLY RATE: <del>\$130</del> <b>133.90</b>
TRAINING MANAGER	HOURLY RATE: <del>\$165</del> <b>169.95</b>	HOURLY RATE: <del>\$130</del> <b>133.90</b>
TRAINER	HOURLY RATE: <del>\$155</del> <b>159.65</b>	HOURLY RATE: <del>\$120</del> <b>123.60</b>
SECURITY / PORTAL LEAD	HOURLY RATE: <del>\$155</del> <b>159.65</b>	HOURLY RATE: <del>\$120</del> <b>123.60</b>

# 1 DETAILED COSTS PAGE

All **HOURLY RATE – ON-SITE** rates provided in the Detailed Cost Page below include **Travel Costs**.

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PHOENIX BUSINESS INC

## DETAILED COSTS

SKILLSET / TITLE	HOURLY RATE – ON-SITE	HOURLY RATE - REMOTE
PROGRAM MANAGER	HOURLY RATE: \$ 175	HOURLY RATE: \$ 125
PROJECT MANAGER	HOURLY RATE: \$ 175	HOURLY RATE: \$ 125
FUNCTIONAL LEAD	HOURLY RATE: \$ 155	HOURLY RATE: \$ 125
SPECIALTY PRODUCTS LEAD	HOURLY RATE: \$ 155	HOURLY RATE: \$ 125
TECHNICAL LEAD	HOURLY RATE: \$ 155	HOURLY RATE: \$ 125
TECHNICAL DEVELOPER	HOURLY RATE: \$ 145	HOURLY RATE: \$ 125
DATABASE ADMINISTRATOR	HOURLY RATE: \$ 145	HOURLY RATE: \$ 125
SYSTEM ADMINISTRATOR	HOURLY RATE: \$ 145	HOURLY RATE: \$ 125
UPGRADE SPECIALIST	HOURLY RATE: \$ 145	HOURLY RATE: \$ 125
CHANGE MANAGEMENT LEAD	HOURLY RATE: \$ 165	HOURLY RATE: \$ 125
TRAINING MANAGER	HOURLY RATE: \$ 165	HOURLY RATE: \$ 125
TRAINER	HOURLY RATE: \$ 145	HOURLY RATE: \$ 125
SECURITY / PORTAL LEAD	HOURLY RATE: \$ 155	HOURLY RATE: \$ 125

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**RFP NUMBER:  
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**DETAILED COSTS - MIPRO Consulting LLC as of 02-22-2023**

SKILLSET / TITLE	HOURLY RATE - REMOTE	HOURLY RATE - ON-SITE	HOURLY RATE - OFFSHORE
		Travel Expense Included	
PROGRAM MANAGER	\$202.00	\$242.00	N/A
PROJECT MANAGER	\$193.00	\$233.00	N/A
SENIOR PROJECT MANAGER	\$218.00	\$258.00	N/A
FUNCTIONAL LEAD	\$146.00	\$186.00	N/A
SENIOR FUNCTIONAL LEAD	\$174.00	\$214.00	N/A
SPECIALY PRODUCTS LEAD	\$193.00	\$233.00	N/A
TECHNICAL LEAD	\$174.00	\$214.00	N/A
TECHNICAL DEVELOPER	\$130.00	\$170.00	\$48.00
PEOPLESFT SENIOR DEVELOPER	\$159.00	\$199.00	\$55.00
SYSTEMS ADMINISTRATOR	\$150.00	\$190.00	\$53.00
UPGRADE SPECIALIST	\$165.00	\$205.00	\$64.00
CHANGE MANAGEMENT LEAD	\$190.00	\$230.00	N/A
TRAINING MANAGER/LEAD	\$175.00	\$215.00	N/A
TRAINER	N/A	N/A	N/A
SECURITY / PORTAL LEAD	\$160.00	\$200.00	\$53.00
<b>ADDITIONAL POSITIONS</b>			
ENGAGEMENT MANAGER	\$202.00	\$242.00	N/A
PEOPLESFT BUSINESS ANALYST	\$122.00	\$162.00	N/A
ONSITE COORDINATOR OF OFFSHORE TEAM	\$174.00	\$214.00	N/A
PEOPLESFT QUALITY ASSURANCE	\$145.00	\$185.00	N/A
PEOPLESFT TESTING COORDINATOR	N/A	N/A	\$52.00



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**TITLE: CONSULTING, ORACLE / PEOPLESOFT, ON AN AS NEEDED BASIS, QUALIFIED SUPPLIERS LIST**

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## STATEMENT OF OBJECTIVES

The County of Rockland is looking to establish a services consulting agreement for Oracle Peoplesoft software modules. This agreement will allow the Information Technology Services (ITS) department at the County of Rockland additional flexibility for configuring, implementing, and improving the County's use of its enterprise resource planning system, Oracle Peoplesoft.

This consulting agreement will be utilized only by the ITS department through the creation of project specific Statements of Work (SOW) on an as needed basis. These SOWs will be reviewed by the contracted consulting company. The company will return, in writing, an estimate for the SOW with tasks and deliverables along with the number of hours required and the hourly rate to complete the SOW. The ITS department will then approve or deny this project based on the number of hours required and the Return on Investment (ROI) of the project.

This consulting agreement should outline a specific hourly rate for various titles of consulting work that are typically required for Oracle Peoplesoft projects. These titles may include one or more of the following, Project Manager, Technical Consultant, and/or Functional Consultant, etc.

The ITS department will strive to have most of these projects handled by consultants remotely. However, if the situation arises where having a consultant come onsite is deemed best for completing a project or specific milestone of a project, then the travel and expense costs related to that onsite visit will not be paid for by the County of Rockland.

Below are some examples of the types of projects ITS envisions this consulting agreement being used for.

1. Enabling credit card payments for open receivable items within the Accounts Receivable module.
2. Researching the feasibility and implementation costs of the Peoplesoft Supplier Portal.
3. Enabling additional Peoplesoft Fluid dashboards.
4. Developing specific test scripts for use with the Peoplesoft Test Framework.

The County is requesting that Proposers respond in the format and detail identified in the Proposal Response and Organization section by identifying the expertise of their resources and their associated costs in managing and performing Oracle PeopleSoft consulting. Preference will be given to those experienced with Oracle Peoplesoft 9.2.

The County's goal for the project is to maintain and/or improve existing functionality, processes and reports. Exceptions will be made if discovery of any new functionality and changes in the new versions results in a County desire to switch to the new delivered enhancement. The County is committed to continuing to improve its current business processes in order to keep them aligned with leading practices. The County is willing to consider changes to policies, procedures, and rules to best utilize delivered functionality.

The County may seek to update and/or create training documentation for the modules implemented of the Peoplesoft system. This training documentation will be used to train County employees on



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the new or changed functionality. The documentation will also serve as the County's official documentation of various business processes that are performed within the Peoplesoft system. As part of utilizing this award we may seek support and recommendations for updating or creating this training documentation.

The County believes that knowledge transfer is a continuous process designed to enable the employees of the Information Technology Systems Department to properly support the operation and continuous improvement of the PeopleSoft application without the support of external consultants. Through training, workshops and mentoring relationships, the vendor will be responsible for educating the project team in the methodology and task plan to be used on the project as well as the skills and techniques needed for ongoing maintenance of the system.

#### STAFFING & PERSONNEL BIOGRAPHIES

Vendors should also include the professional qualifications of the anticipated staff to be deployed to this award. Personnel qualifications and experience should be detailed as part of the Technical Proposal. Include sample resumes that will represent the skill levels of all personnel and subcontractors skillsets / titles to be assigned to this award.

At time of specific project requests awarded firm will provide project specific resumes with their Scope of Work. Any vendor resources assigned to a project should be scheduled according to the Project Timeline. All services are to be performed by expert technical and/or functional resources. The County desires continuity of the resources on its projects. The same resources which begin the project should remain on the project through its completion. All staffing resources assigned to the project and any changes to the staffing must be approved in writing by the County Project Manager.

The resources that may be required for by the County for some of the projects may include (examples), but may not be limited to:

- Project Manager  
This role will partner with the County Project Manager to lead the upgrade project, develop and manage the project plan, identify issues, assess risks, control change management, ensure communication, and monitor the progress of project tasks.
- Technical Architect  
This role will lead the technical effort and partner with the County Technical Architect resource to validate the proposed infrastructure for the environments, coordinate infrastructure setup and development, ensure alignment with PeopleSoft upgrade recommendations and best practices, demonstrate and perform the upgrade steps, and provide technical help and expertise.
- Technical Leads  
This role will partner with the County Technical Resource to lead the fit/gap analysis, provide functional expertise for understanding the changes and options within the new versions, provide



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recommendations for existing customizations, assist in the testing and verification of the new environment, and assist in the updates to the training materials.

- Functional Subject Matter Experts

This role will assist with a particular module's upgrade beyond the expertise of the Technical Lead. The County anticipates needing subject matter experts during the upgrade of the Peoplesoft HR and Payroll modules.

Additional Titles / Skillsets are included on the Detailed Cost Page

Proposals must include resource staffing with the expertise to:

- Partner on the project management efforts
- Partner on the technology efforts and provide guidance on decisions
- Partner on the review of the functionality of the new versions and perform a fit/gap analysis to the County's current environment and processes.

The County has identified members of its staff that will be assigned to this project.

- County Project Manager

The County will assign a project manager who will lead the upgrade project, develop and manage the project plan, identify issues, assess risks, control change management, ensure communication, and monitor the progress of project tasks.

- County Technical Architect

The County will assign a Technical Architect who will work directly with the Technical Architect/Lead of the Proposer to perform as much of the technical work as possible. This work includes, but is not limited to, hardware and software setup and configuration, database administration, performing the upgrade steps (following the guidance of the Proposer's Technical Lead and Oracle's recommended upgrade path), problem troubleshooting, customization changes, security changes and module testing.

- County Technical Lead

Depending on each specific project request the County will assign a Technical Lead to the project. The Technical Leads will help with module configuration, customization changes, module testing and facilitate communication between the functional subject matter experts and the project team.

- County Database Administrator

Depending on each specific project request the County will assign an Oracle Database Administrator to the project. The Oracle Database Administrator will follow the guidance of the Proposer's Technical Lead and Oracle's recommended upgrade path. The Oracle Database Administrator will also assist with troubleshooting database connection, performance and security issues.



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- County Functional Subject Matter Experts

The County will have Functional Subject Matter Experts available to assist with each project. They will help with the fit/gap analysis, provide functional expertise and assist in the testing and verification of the new environment. The Functional Subject Matter Experts will have varying levels of time commitment to this project.

#### PRICING / OFFER

- The pricing must be submitted as an hourly rate for each resource skill set for both on-site and remote. Additional titles/skillsets can be attached to the detailed cost page if needed.
- When asked for future project specific Scope of Works all proposed pricing must be based on the hourly rates provided in this solicitation response or better. The Statement of Work must include tasks with milestones and clearly identified deliverables. If the firm fails to meet the detailed work plan milestones, the County will not be liable for any additional costs to the firm for the additional work required to achieve the milestones.
- Any reimbursable travel and other expense costs must be identified as separate items. All reimbursable travel expenses shall be actual costs incurred and be subject to the County's standard travel policy.
- Reimbursable Expenses: The County expects the contractor to use every effort to keep travel expenses to a minimum. Through pre-planning and judicious research, airfares, hotel rates and car rental rates can be reduced. Actual invoices will need to be submitted for airfares, hotel and car rental and other transportation expenses.
- The United States General Services Administration has announced the domestic maximum per diem rates for the 2010/2011 or current fiscal year. New York State uses the per diem rates established by the Federal Government. The County shall follow the reimbursement per diems set by the Federal Government including local mileage and as updated. <http://www.osc.state.ny.us/agencies/travel/reimbrate.htm>

**DEPARTMENT OF GENERAL SERVICES, PURCHASING DIVISION**

Dr. Robert L. Yeager Health Center  
50 Sanatorium Rd, Building A  
Pomona, New York 10970  
Phone: (845) 364-3820 Fax: (845) 364-3809  
Email: purchasing@co.rockland.ny.us

**Paul Brennan, FNIGP, CPPO**  
Director of Purchasing

**ADDENDUM # 1**

**Request for Proposal #: RFP-RC-2019-029**

**TITLE: CONSULTING, ORACLE / PEOPLESFT, ON AN AS NEEDED BASIS, QUALIFIED SUPPLIERS LIST**

The information in this addendum supersedes any contradictory information set forth in the contract documents. Acknowledge receipt of this addendum in the space provided on the signature page of the bid proposal. Failure to do so, may subject the bidder to disqualification. This addendum forms a part of the contract documents.

**PLEASE SEE THE ATTACHED QUESTIONS AND OUR RESPONSES RECEIVED TO DATE.**

**SIGNED:**

*Paul J. Brennan*

**PAUL J. BRENNAN, FNIGP, CPPO**  
**DIRECTOR OF PURCHASING**

ADDENDUM

November 21, 2019

QUESTION #1 - Will the County allow offshore resources to perform the project specific statements of work? If so, would the County be interested in seeing hourly rates for both U.S. based consulting resources and offshore consulting resources?

ANSWER #1 - All proposals will be accepted for evaluation. Any future project work that may be performed outside of the United States should be specifically identified, as well as the subcontractor, if applicable, that would be performing such work. The proposal should detail how the contractor will manage an overseas subcontractor and how they would safeguard the data and information that would be processed out of the Country.

QUESTION #2 - What is the estimated annual spending on this new contract?

ANSWER #2 - Unknown – For projects as they arise.

QUESTION #3 - Can we get a list of the prospective bidders? Can you provide the rates from the incumbent vendor(s)?

ANSWER #3 - No current contract – no incumbent. This solicitation is posted on the [empirestatebidssystem.com](http://empirestatebidssystem.com) website and advertised in several papers and electronic websites including the Contract Reporter. At this time – do not know prospective bidders.

QUESTION #4 - Does the County have a Local Preference for this RFP?

ANSWER #4 - No

QUESTION #5 - Can you please share us the Detailed Job Descriptions for the Job Titles?

ANSWER #5 - You need to provide your job descriptions for the titles indicated which will become part of the evaluation.

QUESTION #6 - Do we need to bid on all Skills Sets?

ANSWER #6 - Yes

QUESTION #7 - On average, how many temporary employees do you have at one time?

ANSWER #7 - This is not for temporary employee staffing but for projects with specific scope of objectives (SOO) as they arise.

QUESTION #8 - RFP mentions " Hourly rate, but it says milestone must be met, please clarify if it is the technical consultant working will be on time & material basis or SOW/Project implementation /milestone basis?

ANSWER #8 - At time of need – an SOO will be provided to those firms placed on the QSL who will then have to provide a complete Scope of Work – with tasks/deliverables, implementation and milestones and project specific pricing based on the hourly rates provided.

QUESTION #9 - Can you please explain what does Full day rate and half-day rate means?

ANSWER #9 - Firms sometime offer value added options such as full date / half day rates which would be a discount of the hourly rates offered.

QUESTION #10 - TECHNICAL RESPONSE: some of the Skills like "Methodologies in planning, analysis of configuration & modifications, applications, testing and training" Our Candidates has these skills working at different customers, but as a company we have provided the candidates

ANSWER #10 - This is not a temporary employee staffing opportunity – As a firm – your response will need to provide example methodologies in defining how your firm arrives at tasks / deliverables for a project as there is no specific project identified in the solicitation since it is for future projects as they arise.

QUESTION #11 - References: All the references must be from Government or it can be from private sectors?

ANSWER #11 - Preferably government references.

QUESTION #12 - Methodological Approach: "Provide examples or case studies of a detailed project schedule of tasks" we must provide example related to people soft project or we can we provide other case studies?

ANSWER #12 - Must be specific to Oracle / Peoplesoft as that is the software projects that will be provided under this solicitation.

QUESTION #13 - Could you please provide a job description for the Specialty Products Lead?

ANSWER #13 - This Title would be for special modules such as Oracles' Treasury or Budget for when a higher level specialized person would be needed and the hourly rate may be higher than for the Technical Lead or Functional Lead

QUESTION #14 - Are there incumbent suppliers, or is this a new contract? If there are incumbents, how many?

ANSWER #14 – New – we hadn't had any outside services since our last rollout. Our ITS Department has been handling day-to-day.

QUESTION #15 – ON PAGE 2 OF 43, IN THE SECTION "PURPOSE OF REQUEST FOR PROPOSAL (RFP)," there is a sentence that looks out of place, it reads: "Please provide both a full-day rate and half-day rate for expert testimony services." Does this have any relevance to the RFP, or does it appear in the RFP by mistake?

ANSWER #15 – Please disregard the end of that sentence "for expert testimony services".

QUESTION #16 – Is there going to be a Pre-Proposal meeting, and if so, will it be mandatory? If so please provide the details ( where, when, what time, etc.).

ANSWER #16 – There is no pre-bid meeting as this is just to form a Qualified Suppliers List.

QUESTION #17 – Will there be MWBE participation goals? If so, what are they?

ANSWER #17 - No MWBE requirements



QUESTION #18 – Do we need to submit a hard copy of the “Receipt Confirmation Form”?

ANSWER #18 – A fax’d or emailed copy of the Receipt Confirmation page is acceptable – hard copy not needed.

QUESTION #19 – Could you provide more details for the pre-proposal meeting?

ANSWER #19 – There is no pre-bid scheduled – Page one indicates “Not Applicable”.

QUESTION #20 - Please provide a list of all PeopleSoft modules that the County currently uses and/or plans to use in the future.

ANSWER #20 -

PeopleSoft Enterprise eProfile Manager Desktop - Employee Count Perpetual
PeopleSoft Enterprise Asset Management - Reported Budget Perpetual
PeopleSoft Enterprise eProcurement - Reported Budget Perpetual
PeopleSoft Enterprise HCM Portal Pack - Employee Count Perpetual
PeopleSoft Enterprise Payroll For North America - Employee Count Perpetual
PeopleSoft Enterprise Receivables - Reported Budget Perpetual
PeopleSoft Enterprise eBenefits - Employee Count Perpetual
PeopleSoft Enterprise Human Resources - Employee Count Perpetual
PeopleSoft Enterprise Grants - Reported Budget Perpetual
Micro Focus Svr Expr 2.X Unix
PeopleSoft Enterprise Interaction Hub - Reported Budget Perpetual
PeopleSoft Enterprise General Ledger - Reported Budget Perpetual
PeopleSoft Enterprise Financials Portal Pack - Reported Budget Perpetual
PeopleSoft Enterprise Strategic Sourcing - Reported Budget Perpetual
PeopleSoft Enterprise Supply Chain Portal Pack - Reported Budget Perpetual
PeopleSoft Enterprise Time And Labor - Employee Count Perpetual
PeopleSoft Enterprise Benefits Administration - Employee Count Perpetual
PeopleSoft Enterprise Resume Processing - Employee Count Perpetual
PeopleSoft Enterprise ePay - Employee Count Perpetual
PeopleSoft Enterprise Talent Acquisition Manager - Employee Count Perpetual
PeopleSoft Enterprise Purchasing - Reported Budget Perpetual
PeopleSoft Enterprise Esettlements - Reported Budget Perpetual
PeopleSoft Enterprise Project Costing - Reported Budget Perpetual
PeopleSoft Enterprise eSupplier Connection - Reported Budget Perpetual
PeopleSoft Enterprise eProfile - Employee Count Perpetual
PeopleSoft Enterprise Contracts - Reported Budget Perpetual
PeopleSoft Enterprise Payables - Reported Budget Perpetual
PeopleSoft Enterprise Billing - Reported Budget Perpetual
PeopleSoft Enterprise Candidate Gateway - Employee Count Perpetual
Conversion Only - Ibm Was - Nonstandard User
Oracle Database Enterprise Edition - Processor Perpetual
Oracle Advanced Security - Processor Perpetual
Oracle Database Enterprise Edition - Processor Perpetual
Oracle PeopleSoft ePerformance HCM

QUESTION #21 - Would one representative resume per job skillset / title be sufficient? If not, what is the expectation?

ANSWER #21 – At minimum but would need to have the staffing available at time of individual project.

QUESTION #22 - Can an individual's resume be submitted for more than one job skillset / title assuming the skillsets of the individual meets the requirements of each job title / skillset?

ANSWER #22 – Yes – as individual projects arise – alternate and/or updated resumes can be provided.

**DEPARTMENT OF GENERAL SERVICES, PURCHASING DIVISION**

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**Paul Brennan, FNIGP, CPPO**  
Director of Purchasing

**ADDENDUM # 2**

**Request for Proposal #: RFP-RC-2019-029**

**TITLE: CONSULTING, ORACLE / PEOPLESOFT, ON AN AS NEEDED BASIS, QUALIFIED SUPPLIERS LIST**

The information in this addendum supersedes any contradictory information set forth in the contract documents. Acknowledge receipt of this addendum in the space provided on the signature page of the bid proposal. Failure to do so, may subject the bidder to disqualification. This addendum forms a part of the contract documents.

**PLEASE SEE THE ATTACHED QUESTION AND OUR RESPONSE RECEIVED TO DATE.**

**SIGNED:**

*Paul J. Brennan*

**PAUL J. BRENNAN, FNIGP, CPPO**  
**DIRECTOR OF PURCHASING**

ADDENDUM

December 3, 2019

## QUESTION #1

Notes:	Questions:
Conflicting requests on page 6 vs page 9 in terms of travel costs and reimbursement (see below)	Questions:
Page 6: - The ITS department will strive to have most of these projects handled by consultants remotely. However, if the situation arises where having a consultant come onsite is deemed best for completing a project or specific milestone of a project, then the travel and expense costs related to that onsite visit will not be paid for by the County of Rockland.	Does the County of Rockland want an all inclusive rate or just cost rate with reimbursable expenses being submitted separately?
Page 9: - Any reimbursable travel and other expense costs must be identified as separate items. All reimbursable travel expenses shall be actual costs incurred and be subject to the County's standard travel policy. - Reimbursable Expenses: The County expects the contractor to use every effort to keep travel expenses to a minimum. Through pre-planning and judicious research, airfares, hotel rates and car rental rates can be reduced. Actual invoices will need to be submitted for airfares, hotel and car rental and other transportation expenses.	

ANSWER #1 – The second sentence in the above Page 6 paragraph should read “.....then the travel and expense costs related to that onsite visit shall be inclusive in the On-Site Rates offered and shall not be paid for separately by the County of Rockland.”

It is highly recommended that travel be figured into the On-Site rates offered. If travel is not included in the On-Site Rates offered then the paragraphs on Page 9 regarding travel shall be followed. Rates offered shall clearly identified on the cost pages at time of submittal whether travel is or is not included.