Request for Proposals # BPM049350

Addendum #2

1. **Are the pharmaceutical processors using a system now and, if so, what is it?**

   We have no say in what the pharmaceutical processors use, but we believe they are all currently using a product by Dutchie, which runs their point-of-sale system and, possibly, their inventory tracking. We do not have any direct control over the product that they use.

2. **Is it just the POS system? There's no tagging, there's no aggregating plants, we should come up with that, correct?**

   Yes. From a state regulatory perspective, we currently don't mandate any specific system that people use; they have to have some kind of inventory tracking system. It doesn't necessarily have to be tagging, but at least one company uses tags.

3. **Is there a system in place already that we will have to interface with? Is there Data coming from another system that hasn't been specified yet?**

   No, there is no existing state-wide seed-to-sale tracking data that the selected vendor will have to interface with.

4. **Do you know how many printers and scanners are required and how many locations where they will need to be sent?**

   Under current law, the maximum number of locations where cannabis can be cultivated, processed, or sold is 35 (inclusive of standalone cultivation facilities).

5. **Would there just be one label printer and one scanner at each location or would there be more needed at certain places?**

   We do not have an answer to that question. It would depend on the details of the selected proposal and the business needs of the medical cannabis facilities.

6. **Is the requirement for prior contracts with other states waivable or is that a hard and fast requirement?**

   Given our implementation goals and requirements, we are not looking to waive that requirement.

7. **Are you able to share how much you're currently paying for a solution that you're using or the costs for the services that you currently have to run the operation?**

   We don't currently have a statewide seed to sale system; therefore, we do not have current costs to provide.

8. **Beyond the statewide seed-to-sale system, do you have any other third-party services that processors are currently using, or that you use to run your operation?**

   Currently we have a third-party patient registry management system and a cannabis business licensing system as referenced in a #46 of the RFP.

   We currently use BioTrack for our patient registry system and System Automation for our cannabis business licensing system.

   The costs for other third-party services are not germane to the seed-to-sale RFP.

9. **Where and/or when do we get information and technical details for integration with systems enumerated in #46 of RFP (CCA's Cannabis Patient Certification System, Cannabis Business Licensing System, etc.)?**

   CCA currently uses BioTrack for the Cannabis Patient Certification System. An API is available for accessing patient, practitioner, and certification data. The BioTrack product is built on a Postgres database that can be provided to the successful vendor.

   CCA uses MyLicense Office and MyLicense One from System Automation for Cannabis Business Licensing. This product is built upon an MS SQL database.

   Access to these databases, APIs, and applications will be provided for analysis as part of the completion of the awarding process.

10. **Follow-up question to the 35 locations you mentioned: Is there any uniform equipment they have on site or is it just what they have been using, for example, do they have Windows PCs or IPads. Do you know what these locations have in terms of the hardware that they are going to be using to connect to the inventory system or to use the scanners and the label printers?**

We do not have specific knowledge of the equipment used by the medical cannabis facilities, but they will need to be able to connect the equipment they have to the seed-to-sale system. We can work with the selected vendor to find the best way to make that happen going forward.

11. **If our system required everyone to have a Windows PC on site, should we put that into our proposal because it would be a requirement for what these sites would have to have to use our system?**

Any technical requirements, including the use of specific computing systems, should be noted in your response.

12. **Regarding the 50-page limit: Is the expectation that in the explanation on the Excel sheet, that is where the majority of the explanations are going for the requirements, if something is in that fifty-page high level narrative, we would reference that page number, can you tell me how that would work?**

Ideally, that is the desired outcome. The 50-page limit is for the narrative portion, and the Excel spreadsheet is used to indicate if a vendor's proposal has specific features. The Excel spreadsheet may reference the vendor's narrative for more thorough information about a given feature. Comments and notes can be included in the Excel template.

13. **Could you confirm if you're open to developing this solution from scratch? Or is it required to be ready, off the shelf, and customized and deployed? What is your requirement for this?**

Ideally, we're looking for proposals for products that are ready to go; we are looking at a relatively tight implementation timeline. We would be open to customization, but not a whole cloth custom application.

14. **If the vendor has certain modules ready and others that need to be developed from scratch or undergo significant customization, is a gradual release in stages of the solution acceptable, while certain modules are in production and the team is using them and providing feedback while vendor is working or developing rest of modules?**

CCA would prefer to have a completed product that can be delivered when this RFP is awarded. While customization may require a phased implementation, it is not preferred to develop modules from scratch.

15. **Is the 6-month deployment timeline fixed or is there a buffer/flexibility to that deadline?**

At this point we have a strong preference for a 6-month implementation timeline. We may be open to revisiting the specifics of the timeline during negotiations with the selected vendor.

16. **Based on the CCA's answer to the first round of clarifications on this topic (Addendum 1, question 5 on page 1), will the CCA explain how the Excel file (SaaS solution requirements) and the proposal (if SaaS solution requirements are mentioned) are to be evaluated? For example, will all SaaS solution requirements (whether in the Excel file or in the written proposal) fall under the evaluation criteria "Specialized expertise, capabilities, and technical competence as demonstrated by the proposed approach and methodology to meet the project requirements?"**

    Yes. All materials submitted, whether in the Excel file or written proposal will be scored as part of the criteria, "Specialized expertise, capabilities, and technical competence as demonstrated by the proposed approach and methodology to meet the project requirements," unless they are specifically related to any of the other scoring criteria.

17. **Where and/or when do we get the information and technical details to facilitate integration with systems enumerated in #46 of the RFP (Page 33, Lines 743 - 746):**
    46.1.1 CCA's Cannabis Patient Certification System;
    46.1.2 CCA's Cannabis Business Licensing System;
    46.1.3 Virginia's Prescription Monitoring Program;
    46.1.4 CCA's Product Registration System;

    Please see the response to Question #9 of this Addendum.

    In addition, Virginia's Prescription Monitoring Program uses Bamboo Health's PMP AWARxE product. CCA does not operate or control this product but is required by statute to integrate cannabis product information.

    CCA also uses BioTrack for the Product Registration System. The BioTrack product is built on a Postgres database that can be provided to the successful vendor.

    Access to these databases, APIs, and applications will be provided for analysis as part of the completion of the awarding process.