ADDENDUM I

DATE: November 05, 2021

FOR

RFP #22045
FOR
ADVANCEMENT TRAINING

DATED: October 25, 2021

FOR THE

UNIVERSITY OF MISSOURI - COLUMBIA

The entitled specifications are modified as follows and except as set forth herein remain unchanged and in full force and effect:

1. **Question:** Can you share a Word version of the RFP to facilitate the creation of our response?
   **Answer:** Yes, attached is the Word version of the RFP. Any changes made to the general terms and conditions will not be accepted.

2. **Question:** On page 13, under 3. SCOPE, B. Deans, Physicians, and Academic Leader Training, the RFP mentions “training for 35+ deans, academic leaders, and their chief development officers.” Is that 35+ total participants? Or is it 35+ deans/academic partners plus their CDOs, meaning 70+ total participants?
   **Answer:** The number of training participants in this category is 35+. We do not anticipate there being more than 40.

3. **Question:** On page 17, under 7. Mandatory Criteria, E., the RFP asks that we “provide a timeline, curriculum, all materials, delivery method(s), pre and post evaluation methods for one, two, or all three training(s).” We are happy to provide as part of our response a timeline, curriculum, delivery method(s), and pre and post evaluation methods for all three trainings. However, in the interest of protecting our intellectual property, we would propose that we provide training materials only after formal confirmation of an engagement. Let us know if that is acceptable.
   **Answer:** It is acceptable to provide actual training materials after the formal confirmation of engagement.

4. **Question:** On page 17, under 7. Mandatory Criteria, F. the RFP states that “[t]he awarded supplier(s) must be available for project kick off within less than 15 days of contract(s) award.” To help our planning for a potential engagement, can you share if there is more specific projected timing for contract(s) award/project kickoff (understanding that it may still be tentative)?
   **Answer:** The desire is to begin trainings in January 2022.

5. **Question:** Page 7 - Advancement Resources holds the sole copyright to our curriculum. We do not anticipate developing new content for the University, but rather would tailor our current, research-
based content to fulfill this scope of work, retaining the original copyright. Please clarify the term “developed” as included in this section:

1. “Copyrights for any item developed for the University shall be the property of the University and inure to its benefit and the Contractor shall execute such documents as the University may require for the perfection thereof.”

Answer: This section applies to any unique intellectual property created on behalf of the University.

6. **Question:** Page 13 – Physicians are listed in the header of “Deans, Physicians, and Academic Leader Training”, however, we hoped to clarify if this group will be included as they do not appear elsewhere within the described request.

Answer: We have a Healthcare team, including a grateful patient program. The Vice Chancellor of Healthcare may attend the training a dean would attend. This group may include a couple other heads of healthcare who may need philanthropy training.

7. **Question:** Page 17 - Please confirm if materials must be submitted as part of the proposal or if these will only need to be provided during the execution of the scope of work.

Answer: All of the information requested in the Mandatory Criteria and Desirable Criteria must be submitted with the proposal. The information provided will be used in the evaluation process.

8. **Question:** Page 19 - Is it possible to submit pricing based on workshop and/or service or must prices be submitted per hour? If so, how would it be best to denote different prices for different services on a per hour rate basis?

   Answer: Pricing can be submitted based on workshops, services or per hour.

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