

Please see attached questions and answer on the Middletown Sewerage Authority, request for proposal, Technology Consulting Services

**Addendum #1**  
**Oct 23.2024**

1. Is this a newly initiated project, or is it a continuation of an existing one?

**Answer: This is a continuation of an existing vender.**

2. If it is ongoing, kindly provide the names of the current service providers/incumbent vendors?

**Answer: Ocean Computer Group**

3. Could you provide details on the previous expenditure associated with this contract?

**Answer: Several annual subscriptions/cyber liability protection/camera licenses renewals/Microsoft renewals/infinite cloud backup/sonic wall renewals/etc. Computer laptop purchasing and inhouse setup. Maint and surveillance on our server.**

4. Could you confirm if it is possible to obtain the proposals or pricing details of the incumbent vendors?

**Answer: due to change or personnel that information isn't found or available at this time**

5. Are there any specific challenges or issues currently being faced with the existing vendors?

**Answer: We have no current issues with our vendors.**

6. Can you clarify the expected number of awards for this solicitation?

**Answer: We anticipate awarding to one vender.**

7. Is there any preference or priority given to local vendors for this contract?

Answer: There is, we will need at times for the vender to come onsite so being somewhat local would be an advantage.

### III. Vendor Background

#### Questions:

1. *Re: B. 'References: Provide a minimum of three references for customers with operations similar to ours. One reference should be in the NJ area'*

a. To ensure Soliant Consulting provides the most relevant customer references, we would like to better understand the definition for 'NJ area'. Is this reference requirement to only include past clients headquartered in NJ? Could this reference be based in another state with close proximity to NJ?

1. *Re: 'Please submit references for projects of similar scope and complexity. Minimum requirements for this criterion include: A minimum of two (2) projects performed for Authority clients'*

a. Could you clarify if there is flexibility in the requirement to provide references specifically from "Authority" industry clients? Soliant has a proven track record of successful projects across a range of industries, including finance, healthcare, and education, where we have effectively managed projects of similar scope and complexity. We are confident in our ability to adapt quickly to the needs of the Authority sector, leveraging our extensive experience across diverse fields. Any additional information on the criteria for "Authority" clients would help us ensure we present the most relevant examples of our capabilities.

Answer: Please submit references closest to similar authorities, upon review of proposal the authority will then compare tasks and experiences to see how they compare with the authorities outline.

### V. Technology Consulting Requirements; 12 A. General Requirements

#### Questions:

1. *Re: 'Knowledge of Local Regulations: Consultant should be familiar with relevant local regulations, compliance standards, and data protection laws that govern township operations.'*

a. Does 'should be familiar with relevant local regulations' refer specifically to NJ only use cases or expertise?

Answer: Needs to be familiar with NJ local government and homeland/ cyber security

2. *Re: 'Understanding of Township Operations: The consultant should have a clear understanding of township operations, including administrative processes, public service delivery, and community engagement, to provide tailored IT solutions'.*

a. Does 'consultant should have a clear understanding of township operations' refer to NJ only expertise?

Answer: NJ only

3. *Re: 'Collaboration with Township Staff: The consultant will need to collaborate with township staff, including IT personnel, department heads, and elected officials, to understand requirements and foster a team-oriented approach.'*

a. Is the expectation for this consultant to be onsite, remote or hybrid?

**Answer: Consultant will need all of the above options**

4. *Re: 'Local Presence or Accessibility: The consultant must have a local presence'.*

a. Is the expectation that the consultant lives full time or be based in NJ? Additional clarification would be helpful.

**Answer: Yes, consultant must live in NJ and be based locally, during emergencies time is of the essence.**

Middletown Sewerage Authority,

Paul Thomson  
Staff Engineer