1. The RFP refers to implementation partner in multiple paragraphs. Is Alliance Health using Sage Intacct professional services, or an approved Sage Intacct partner, for the technical system implementation?

Or is Alliance intending to have all system implementation (also sometimes referred to as system integration <SI>) services be delivered by this RFP contract awardee?

**Answer:** Alliance is looking for an implementation partner to implement all aspects of the software including market providers. Alliance is looking to combine implementation with wraparound services such as business process optimization, system setup and design, testing, etc. Alliance requested multiple approved Sage Intacct partners from Sage and released the RFP to each of the provided approved Sage Intacct partners, plus sent it to others and posted it on our website. Alliance is a government agency and requires a competitive process to select the implementation partner.

2. When was the licensing for Sage Intacct purchased?

If relevant, what was Alliance’s rationale for not having Sage Intacct, or an approved Sage Intacct partner, deliver the system implementation work described in this RFP?

**Answer:** Alliance is working to finalize the contract with Sage, but anticipate the purchase to happen early September 2020. Alliance has released the RFP to multiple approved Sage Intacct partners, others, and posted it on our website. Alliance is a government agency and requires a competitive process to select the implementation partner.

3. What was purchased in the way of Sage Intacct licenses … functional modules?, user licenses?, sandbox(es)?, training licenses?, support services?

The RFP indicates Alliance will also be licensing solutions from Sage Intacct’s Market Place. Please provide a list of those solutions decided upon at this time.

**Answer:** We are still in the process of finalizing the contract however here is an idea of what we are purchasing:

- Intacct Financial Management (for a single Business Entity)
  - General Ledger, Cash Management, Purchase Order, Accounts Payable, Order Entry, Accounts Receivable, Standard Reports, Dashboard, Customization Services
- 20 Business User Licenses
- 5, 10 pack Employee User Licenses
- 1 Web Services Developer License
- Sandbox Development Environment
- Intacct Basic Project Tracking
- Sage Intacct Allocations
- Intacct Fixed Assets
- Intact Prepaid Expense Amortization
- Intacct Nonprofit Spend Management
- Sage Intacct Grants Tracking and Billing
- Bronze Premium Support
4. The RFP indicates a need to “implement API’s”. Are these API’s needed for existing Alliance systems that need to be integrated to Sage Intacct ... and if so, which ones? Which of these systems integrated to Alliance’s Dynamics GP system?

**Answer:** We are considering implementing API’s for our payroll system (Ultipro) and our procurement card system (Bank of America Works). None of these systems integrated with Dynamics GP.

5. Please describe in some fashion the project governance approach Alliance is putting in place for this system implementation, including level of participation from the Alliance IT and functional teams, as well as, Alliance leadership.

**Answer:** Alliance has a dedicated project manager for the project. The Director of Accounting and Finance will be lead on the overall project with significant participation from the Senior VP for Financial Operations. IT will be involved with development of API’s, data migration, and data feeds with oversight from the CIO. Alliance Finance subject matter experts will be involved throughout implementation.

6. Based on our depth of expertise in finance & accounting, IT, supply chain, and compliance we offer system implementation “wrap around” services for several ERPs to supplement the client through implementation. These services may include client project management, business process optimization, testing design and test plan development, change management & communications, etc. Would Alliance be interested in seeing an RFP response for those services separate in the event we do not reply to the system implementation (technical) role?

**Answer:** We are interested in these wraparound services, however ideally we would like them to be integrated/planned with the overall system implementation.

7. On data migration ... how far back will data be migrated at a trial balance level (monthly or quarterly)? ... how far back will data be migrated at the full transactional level? ... What level of data cleanup by (by Alliance and/or contract awardee) is anticipated for Vendors, Customers, Items, COA elements such as accounts and departments, etc. prior to migration into new system? Are the RFP bidders expected to extract data to be migrated from the existing Dynamics GP environment, or will that work be performed by Alliance IT or functional teams?

**Answer:** We are required to maintain 10 years of data so we will need to determine the best practice for maintaining 10 years. If possible, we will develop a system for maintaining some years
at a full transactional level (three most recent closed fiscal years in addition to the current fiscal year) and some at a trial balance level (monthly) with transactional data accessed in an alternative way (database).

Alliance is working to clean up vendors and accounts now prior to implementation. It will be necessary to map information into the dimension format prior to migration. Alliance will be responsible for this; however will look for guidance on the best way to do this (i.e. specific format, tool to map, etc.).

The bidders are not required to extra data to be migrated from the existing Dynamics GP environment.

8. The RFP does not describe a deadline for when questions can be submitted. Will each RFP bidder have access to a comprehensive list of questions, and answers, that were posed to Alliance?

   **Answer:** Yes, all bidders will have access to a comprehensive list of questions and answers. They will be posted on our website, [www.alliancehealthplan.org](http://www.alliancehealthplan.org), under About Alliance/Work with Alliance/RFPs, RFIs, RFQs, Q&As

9. Will Alliance make public the number of firms (not asking for names) expected to respond to their RFP?

   **Answer:** We provided the information to seven vendors and posted it on our website, but do not have an anticipated response number. The information is available once the contract has been awarded.