Below are the responses of the California Collaborative for Educational Excellence (“CCEE”) to additional questions and requests for clarification that CCEE received from prospective Respondents, and that CCEE has elected to respond to after the deadline of June 5, 2023, at 4:00 p.m. PST, regarding the above-listed RFP, issued on May 26, 2023. CCEE cannot guarantee that responses to questions and requests for clarification that were submitted after the deadline are included herein. CCEE staff has endeavored to respond as thoroughly as possible and cited relevant language from the RFP where appropriate. Questions and requests for clarification that are similar or on the same topic have been grouped together for ease of navigation and response. Questions that were submitted are not necessarily provided verbatim, and may have been edited for clarity, but have not been altered in substance. Respondents will be presumed to have read and understood the responses provided herein upon submittal of a Proposal.

Cost and Fees

- Can you please clarify the salary costs breakdown on page 19 of the RFP? Does "including for organization personnel" mean that you need to see the salary costs broken down by each personnel bid on this work?

   **RESPONSE:** CCEE has asked Respondents to provide an annual breakdown of the proposed fees and costs (including for organization personnel) for their proposed scope of work. The total annual fees and costs must be stated as a “not to exceed” amount. Respondents should describe their willingness to commit to the estimate provided, and what factors may influence the estimate in the event of programmatic changes. CCEE will be making final decisions based on the content and deliverables included in the submitted proposals. While cost estimates may be a factor in awarding the contract, since an RFP is not required, the CCEE/MCOE is not obligated to accept a bid based on cost estimates.

Timeline

- Can you please clarify the RFP due date, is it June 26, 2023 or June 28, 2023?

   **RESPONSE:** CCEE confirms that the RFP deadline for proposals is Wednesday, June 28, 2023, at 4:00 p.m. PST.