



## Questions & Answers

Title: GHP Account Executives, Level 3	
Solicitation Number: ISED-201286	Date: April 25, 2022

NO	Questions	Answers
1	Would ISED consider a bid from a team of consultants as opposed to a single account executive?	ISED would consider an alternative service team. We value deep integration of the Account Executives into the AGS. An alternative arrangement would need a strong rationale for a team of consultants. We'd also need to know how specialist time, budget, responsiveness and knowledge transfer etc. would be addressed. You may wish to present two options - one for just Account Executive(s) and one for the Account Executive(s) with a team to support.
2	Are you able to specify what the maximum budget for each Account Executive will be?	We do not specify a maximum budget, but estimate the cost at \$250,000 per Account Executive per year.
3	How many Account Executives does ISED believe would be necessary to fulfill this requirement?	Five
4	Related to MT6: Considering a team approach, would ISED consider a team where one individual within the team possesses the CleanTech experience being sought?	A team approach will be considered including an approach with a single resource with Cleantech experience. Depending on how the bid is structured, up to two resources with Cleantech experience may be required. If a single successful bid does not have all of the required resources, ISED may select multiple bids or otherwise obtain the remaining resources.