

December 5, 2023
Rhode Island Commerce Corporation
REQUEST FOR PROPOSALS
Solicitation Number: **RFP-2325**
ADDENDUM NO. 1
Questions & Answers

REQUEST FOR PROPOSALS
MARKET ANALYSIS FOR OCEAN TECHNOLOGY

The Rhode Island Commerce Corporation (“Corporation”) seeks proposals from qualified firms to conduct a market analysis of the global ocean technology sector and identify opportunities for the Ocean Tech Hub consortium to devise a growth strategy.

Question #1: The RFP mentions under the scope of work notes 'relate to our region's capabilities and assets' is this work that has already been done for the specific named sectors and the MSA?

Answer #1: Preliminary work has been done to assess our region’s capabilities and assets. The Corporation seeks assistance building on this assessment between December 2023 and February 2024. It is expected that the market analysis will further reveal areas of potential regional competitiveness, where our capabilities and assets can match market demand.

Question #2: Under Task 2 - 3rd sub bullet - does 'tracking investments' imply just private investment or public, NGO and other investments?

Answer #2: All investments should be considered no matter the source. It’s possible that prioritization can take place with the selected Provider for the larger Phase 2 work.

Question #3: What is desired in bullet 5 - 'competitive analysis' - does this mean just regions focused on the specific tech sectors or in general and what type of information is expected in the analysis?

Answer #3: The competitive analysis should look specifically at ocean technology as it is referenced, primarily including but not limited to:

- a. Undersea robotics and sensors with autonomous capabilities,
- b. Artificial intelligence / machine learning (AI/ML) for use with undersea technology,
- c. Advanced materials manufacturing that can withstand the ocean environment.

The goal is to understand where competition lies in these technology sectors, who else is focused on advancing these technologies and their sale to the market, where they are focused in terms of specific advantages, what new breakthroughs and growth are potentially on the horizon, and what the region’s likely market share and competitive advantage may be. This information will be used to identify gaps in the market that Rhode Island and southeastern Massachusetts can prioritize.

Question #4: In what format are the deliverables expected? e.g. report, spreadsheets, presentation or ?

Answer #4: The final deliverable is expected in a report format that best conveys the analysis’ findings, with supporting documentation, such as raw data attached as necessary in spreadsheet

form. Graphics/tables that can be inserted into presentations completed by the Corporation are also expected.

Question #5: Is the EDA providing any technical/ connective support to execute this work?

Answer #5: The EDA has supplied basic technical feedback on the Ocean Tech Hub that will be shared with the selected Provider.

Question #6: Who will the contractor be briefing and at what interval? A PM from Commerce, an advisory board or other stakeholders? Is travel expected as part of those briefings?

Answer #6: The selected Provider will have a single contact at the Corporation throughout the project. A subcommittee of the Consortium will act in an advisory capacity to the overall project. This subcommittee will provide context to the consultant and feedback throughout the project at intervals determined at the outset of the project. The subcommittee will be managed by the Corporation contact.

Question #7: Are team members based in other countries acceptable to include in the consulting team?

Answer #7: Any team members located in or who are a citizen of a foreign entity of concern (FEOC) are prohibited from working on this project. FEOCs are entities that are owned by, controlled by, or subject to the jurisdiction or direction of a foreign country of concern as defined in 10 U.S.C. § 4872(d)(2). See 15 C.F.R. Part 231. Team members who are located in or who are a citizen of other countries outside this category may be members of a project team for this effort. However, the selected Provider and any subcontractor of the selected Provider must be registered to do business in Rhode Island before entering into any contract with the Corporation.

Question #8: Are there specific restrictions associated with the funds being used for this contract?

Answer #8: These funds may not be used to pay for management fees in excess of costs or profits, unless statutorily authorized. Additionally, the use of project funds to make equity or hybrid investments in businesses is not an allowable cost. Additionally, funds may not be used, directly or indirectly as an offset for other funds, to support or oppose collective bargaining.

*** End of Addendum ***