

Business Development Services for Renewable Energy Trade & Investment

RFP#2022-01

This document is provided in response to several questions received regarding MITC's recent RFP for business development services for renewable energy trade and investment. The window for questions for RFP 2022-01 closed on Friday, September 9.

As a reminder, the deadline for submissions under the RFP is Friday, September 23 at 11:59pm Eastern (US) Time.

- Q. Can you confirm that the total award is \$125,000 over the two-year period (as opposed to per year)?**
- A. The total award is \$125,000 for a period of performance ending on September 30, 2024.
- Q. Will the consultant select the trade shows? Can they be both national and international? What number of trade shows are expected to be included?**
- A. Selection of trade shows will be made primarily through the MITC-Contractor relationship, with input from public and private sector partners. Shows may be either US domestic or international. There is no prescribed number expected.
- Q. {Is the intent} for the consultant to attend the trade shows and business visits, or provide guidance/recommendations to the MITC team, {per the Scope of Work}?**
- A. The former. It is preferred that the consultant be able to act as an adjunct to MITC staff, which would include time spent in Maine in direct contact with the businesses.
- Q. Have the business prospects referenced already been identified or will this list need to be developed?**
- A. Partially. In-state prospects have largely been identified, and a limited number of attraction prospects which require followup. We expect this activity and others will begin to lengthen the list substantially.
- Q. In reference to the Website Development and ongoing Maintenance Cost listed in Appendix D, what are the requirements or expectations for website development as this has not been listed in Part II Scope of Services?**
- A. There are no website development expectations included in this RFP. Applicants may disregard this proposed cost line.