

**Entrepreneurship Training  
Request for Quotes  
Question & Answers**

**Question #1**

Under Performance Requirements - Deliverables - #9 Facilitate workshops between the hours of 8:00 am to 5:00 pm, whenever possible;

- Are we required to facilitate all workshops or is this when needed? Is WFSC facilitating the workshops if we train them on how to use our entrepreneurship program? We will certainly co deliver or can deliver ourselves, we just need clarification on this requirement to better understand what our responsibilities are.

**Answer**

It will be up to the bidder to proposed the type, number, and manner in which the workshop(s) will be facilitated.

**Question #2**

Under Performance Requirements - Deliverables - #11 - Trainings Must Include - Presentations

- Are the participants required to make presentations on what they're learning or are presentations required as part of the program from us to the participants?
- Can you please clarify the details of what needs to be included in the presentations?

**Answer**

It will be up to the bidder to propose the type of presentations that will be conducted. Presentations may be for orientation purposes or any other requirements that may be needed for successful engagement of the participants.

**Question #3**

Assurances & Certification - Attachment I

- Is there an attachment for this? I am not seeing one with the RFP. The last attachment is H.

**Answer**

There was an oversight in the labeling of the submission requirements. There is no attachment for "Qualifications, Proposed Activities and Cost". The last attachment should have been labeled "Attachment H". The RFQ was updated and reposted.

#### **Question #4**

Another question - HUB is 5 points - What does HUB mean?

#### **Answer**

HUB stands for Historically Underutilized Businesses.

#### **Question #5**

How many cohorts are you planning on having and how many people per cohort? I know it says up to 50 people in the RFP but I wasn't sure if this was a total number of participants or per cohort?

#### **Answer**

It will be up to the bidder to propose the number of cohorts to serve a minimum of 50 participants.

#### **Question #6**

How often are you planning on running cohorts? How long are you looking for a cohort to last?

#### **Answer**

It will be up to the bidder to propose the scheduling and duration of trainings so long as it occurs within the allotted 12 month period.

#### **Question #7**

From reading this RFP it seems as though you are looking for entrepreneurship programming that helps participants launch a business as well as using entrepreneurship to start a career and advance (career acceleration). Are you in fact looking for programming that focuses on the 2 equally, or more launching a business with a bit of career acceleration, or vice versa? Will everyone be taking the same "path" or should there be 2 offerings - Business Launch for those wanting to start a business, and Career Acceleration for those not wanting to start a business, but want to use those skills to accelerate their career?

#### **Answer**

The emphasis of the training should be on launching a business to achieve the business plan minimum requirements with career acceleration integrated into the training.