

Specialty Services for  
Rail Infrastructure's Role in the Economic Development of  
Michigan's Northern Lower Peninsula  
QA2      REQ #963  
7/11/12

Question 1: Please verify our understanding that the 14-page limit applies to items II-IV of the outline (Required Bookmarking Format) on Page 3 of the RFP, and that the only submission will be the PDF via email.

**Answer 1: Yes, the 14-page limit does not apply to MDOT forms or resumes of key staff. The proposal must be submitted via e-mail as a PDF file.**

Question 2: On Page 3, Required Bookmarking Format, was "Innovations" meant to be the only subhead under "Understanding of Service" in the outline?

**Answer 2: This is just a sample of the headings that could be included in your proposal. Please only respond to the headings contained in the RFP starting on Page 4 under Proposal Selection Criteria.**

Question 3: Does the pricing/bid sheet count toward the 14 page maximum?

**Answer 3: No, the bid sheet would be classified as an MDOT form, which do not apply to the page limitation.**

Question 4: Would you please provide clarification for the meaning of "reducing transportation costs in the region" as referenced in Task 17? Should these be costs that are not somehow infrastructure-related? How would the recommendation in Task 17 differ from the recommendations requested in Task 16 to "efficiently meet the current and projected regional economic needs?" When considering reduced transportation costs, would we consider the capital costs associated with providing new infrastructure or improving existing infrastructure?

**Answer 4: Recommendations on reducing transportation costs is supposed to reflect transportation costs of the shippers. It could presumably extend beyond infrastructure costs. Depending on the findings, Tasks 16 and 17 could be duplicative. However, this was specifically called-out as a separate task to ensure shipper costs were addressed.**

Question 5: Would you please provide clarification for the meaning of "competitive advantage" in deliverable Task 18? Would that be a competitive advantage over other regions of Michigan, or some other geographical area?

**Answer 5: It would be preferable to focus on either a competitive advantage of the major types of industries that the area is trying to attract (or is well-suited for) over their counterparts located elsewhere or the region in general over regions outside of Michigan, particularly regions that are similar enough to compete for the same types of businesses.**