



STATE OF TENNESSEE
DEPARTMENT OF GENERAL SERVICES, CENTRAL PROCUREMENT OFFICE

REQUEST FOR INFORMATION
FOR
COMPETITIVE PROOF OF CONCEPT PROGRAM

RFI # 32110-24642

April 5, 2024

1. STATEMENT OF PURPOSE:

The State of Tennessee, Department of General Services, Central Procurement Office issues this Request for Information ("RFI") for the purpose of obtaining feedback about a new procurement method for the state to utilize called the Competitive Proof of Concept program. We appreciate your input and participation in this process.

2. BACKGROUND:

The State of Tennessee is considering a pilot and adoption of a new procurement method based off the State of Michigan's Competitive Proof of Concept procurement method. This "try before you buy" program, that has primarily been used for IT solutions and services, entails suppliers offering "free trials" that would allow the State to try out different potential solutions with the ability to move to a full implementation contract if a solution meets the State's needs.

Please see the externally attached submission by the State Michigan for the George Cronin Award for Procurement Excellence (Attachment 1) for more information about Michigan's program. Please see Attachments 2-4 for early draft/prototype documents that provide internal and external instruction about program pilot and proposal selection and evaluation.

3. COMMUNICATIONS:

3.1. Please submit your response to this RFI to:

Trey Norris, Director of Category Management
Central Procurement Office
312 Rosa L. Parks Avenue, 3rd Floor, Nashville TN, 37243
615-762-6823
Trey.Norris@tn.gov

3.2. Please feel free to contact the Central Procurement Office with any questions regarding this RFI. The main point of contact will be:

Trey Norris, Director of Category Management
Central Procurement Office

312 Rosa L. Parks Avenue, 3rd Floor, Nashville TN, 37243
615-762-6823
Trey.Norris@tn.gov

3.3. Please reference RFI # 32110-24642 with all communications to this RFI.

4. RFI SCHEDULE OF EVENTS:

EVENT		TIME (Central Time Zone)	DATE (all dates are State business days)
1.	RFI Issued		April 5, 2024
2.	Written Questions and Comments Deadline		April 15, 2024
3.	State Response to Written Questions and Comments		April 23, 2024
4.	RFI Response Deadline		May 6, 2024

5. GENERAL INFORMATION:

5.1. Please note that responding to this RFI is not a prerequisite for responding to any future solicitations related to this project and a response to this RFI will not create any contract rights. Responses to this RFI will become property of the State.

5.2. The State will not pay for any costs associated with responding to this RFI.

6. INFORMATIONAL FORMS:

The State is requesting the following information from all interested parties. Please fill out the following forms:

RFI # 32110-24642

TECHNICAL INFORMATIONAL FORM

1. RESPONDENT LEGAL ENTITY NAME:

2. RESPONDENT CONTACT PERSON:

Name, Title:

Address:

Phone Number:

Email:

3. Has the Respondent ever participated in this procurement method or anything similar? If so, please provide details.

4. Based on a review of Attachments #1 - 4, what changes or updates would you recommend the State make to utilize the Competitive Proof of Concept procurement methodology?

5. Are there any other similar programs or best practices the Respondent is aware of that they would recommend the State to research?

6. Does the Respondent offer any commodities, services, or technology that would be an ideal fit for this model? If so, please provide further explanation on why or why not.

7. What commodities or services does the Respondent offer that they believe would be a poor fit for this model?

ADDITIONAL CONSIDERATIONS

1. Please provide input on alternative approaches or additional things to consider that might benefit the State: