



**STATE OF NEW HAMPSHIRE  
DEPARTMENT OF BUSINESS AND ECONOMIC AFFAIRS  
New Market & Industry Research Services RFP  
RFP DBEA 2024-05**

**Clarifying Questions and Answers**

- Q1.** Are we allowed to submit a proposal for certain pieces of the scope of work? Or do we explicitly have to submit a proposal for all of the scope of the work. As noted in the Section 3 A Non-Exclusive Contract, it mentions the agency reserving the right to retain other contracts to provide services identified in the RFP. Can the same be said for going after certain services for proposal?
- A1.** Ideally, the Department is looking for one agency that can provide all services but if multiple contracts are needed to complete the Scope of Work then the Department would move in that direction.
- Q2.** Is there an overall budget for the Scope of Work outline in the RFP?
- A2.** There is no overall budget for this contract, the Department is looking for the best solution for the Scope of Work.
- Q3.** The market research concerning new market opportunities could involve investigation of several different markets. Does the budget for this market research need to be all encompassing or can it be priced by individual market investigated. Is it one price or can it be a unit price with a total depending upon the number of markets?
- A3.** The budget can be priced by market investigated.
- Q4.** In a similar way the Industry Research Program can involve multiple sectors and joint promotions. Is it reasonable to assume that this can be priced by sectors studied and not as an overall total.
- A4.** Correct, pricing can be priced by sector studied and potentially by study if more than one study is being offered to the industry.