

1. Is SWN at liberty to discuss if it currently has a program in place? **No, we do not.**
2. We understand that the vendor selected through this RFP will be expected to **develop and implement** a comprehensive online resources for a career counseling curriculum. Is SWN looking to purchase a COTS college and career readiness solution or is the expectation that the vendor would develop a solution aligned with SWN's curriculum? **The Vendor will supply all curriculum as well as develop key solutions.**
3. Is SWN purchasing the program for the Susquehanna Workforce Centers serving Harford and Cecil counties? **The Purchase is through SWN serving Harford County Public Schools.** If so can you please provide more clarity on how student data will be integrated? **The Data will be compiled by a system called Naviance within the schools. In this system it will compile number of students reached and also career pathways researched and chosen. The vendor who receives the project will also show numbers of students within its program and resources used to connect the student to each career path.** Do the centers currently use a student information system, or will the awarded vendor work directly with districts and schools under SWN's purview? **The Vendor will work directly with the School System (HCPS) under SWN's purview**
4. In order to provide accurate pricing is SWN able to provide the breakdown of sites and students requiring licenses by grade? **The sites will all be secondary school's grades 6 through 12. Middle (9) Aberdeen, Bel Air, Edgewood, Fallston, Harve de Grace, Magnolia, North Harford, Patterson Mill, Southhampton. High School (10) Aberdeen, Bel Air, C. Milton Wright, Edgewood, Fallston, Harford Technical, Harve de Grace, Joppatowne, North Harford Patterson Mill. Total number of students 20,200.**
5. Will demonstrations be required as part of this solicitation process? **Yes**
6. Does SWN have a timeline for implementation and a sense of the length of the award as a result of this solicitation? **April 24 through summer and into Calendar year 2026-2027**
7. Is SWN able to advise who would be included in the Evaluation Committee? **SWN Executive Director or SWN Operations Manager, SWN In-School Youth Manager, SWN Harford County Coordinator, SWN Youth Board member, SWN Fiscal Department, HCPS representative (2)**
8. Given the benefits of starting career development early, and the push we have seen towards introducing career development at the elementary level, is there any interest in purchasing a program for elementary students as well? **Not at this time**
9. Can the SWN advise if an SSO is currently in use? **No, Single sign-on (SSO) is an identification method that enables users to log in to multiple applications and websites with one set of credentials. SSO streamlines the authentication process for users. We do not have this.**

Bidder's conference 2/13 11am

Attendees:

Kim Justus

Karen Hamilton

Al Reeves

Christopher Olford-Xello

Abdulla Wasti-Xello

Fatima Stephania-Xello

Trang Le-Xello

Comment addition to submitted Question 4: Requested breakdown of student population by grade

Comment: Include SWN priority occupations: IT/Cyber, Healthcare, Construction, Manufacturing, and Transportation/Logistics

Question: In Baltimore County the school system released the RFP, why is SWN releasing the RFP? **SWN and HCPS MOU states that under the funding, SWN's WDB controls the funds and staff who will serve the students.**

Is the school system interested in replacing Naviance? **SWN is not allowed by legislation to fund an existing cost. I do not know if that would be allowable.**

Is this platform supplemental to existing platform Naviance? **Yes the platform will supplement the existing platform, Naviance.**