



STATE OF TENNESSEE
Tennessee Department of Environment and Conservation

REQUEST FOR PROPOSALS # 32701-02884 AMENDMENT # 1 Parks Reservation System for Hospitality Services

DATE: December 5, 2016

RFP # 32701-02884 IS AMENDED AS FOLLOWS:

1. This RFP Schedule of Events updates and confirms scheduled RFP dates. Any event, time, or date containing revised or new text is highlighted.

EVENT	TIME (central time zone)	DATE
1. RFP Issued		November 21, 2016
2. Disability Accommodation Request Deadline	2:00 p.m.	November 28, 2016
3. Pre-response Conference	2:00 p.m.	November 29, 2016
4. Notice of Intent to Respond Deadline	2:00 p.m.	December 2, 2016
5. Written "Questions & Comments" Deadline	2:00 p.m.	December 9, 2016
6. State Response to Written "Questions & Comments"		December 21, 2016
7. Response Deadline	2:00 p.m.	January 31, 2017
8. State Schedules Respondent Oral Presentation		February 3, 2017
9. Respondent Oral Presentation	8 a.m. - 4:30 p.m.	February 9&10, 2017
10. State Completion of Technical Response Evaluations		February 15, 2017
11. State Opening & Scoring of Cost Proposals	2:00 p.m.	February 16, 2017
12. Negotiations (Optional)		February 21-23
13. State Notice of Intent to Award Released and RFP Files Opened for Public Inspection	2:00 p.m.	February 24, 2017
14. End of Open File Period		March 6, 2017

15. State sends contract to Contractor for signature		March 7, 2017
16. Contractor Signature Deadline	2:00 p.m.	March 10, 2017

2. Delete RFP Attachment 6.3 Functional and Technical Requirements section 20.07 in its entirety and insert the following in its place (any sentence or paragraph containing revised or new text is highlighted):

20.07	Can rotate rooms	M
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3. Add the following as RFP section 5.2.3 and renumber any subsequent sections as necessary:

5.2.3. Clarifications and Negotiations: The State reserves the right to award a contract on the basis of initial responses received; therefore, each response shall contain the Respondent's best terms and conditions from a technical and cost standpoint. The State reserves the right to conduct clarifications or negotiations with one or more Respondents. All communications, clarifications, and negotiations shall be conducted in a manner that supports fairness in response improvement.

5.2.3.1. Clarifications: The State may identify areas of a response that may require further clarification or areas in which it is apparent that there may have been miscommunications or misunderstandings as to the State's specifications or requirements. The State may seek to clarify those issues identified during one or multiple clarification rounds. Each clarification sought by the State may be unique to an individual Respondent, provided that the process is conducted in a manner that supports fairness in response improvement.

5.2.3.2. Negotiations: The State may elect to negotiate with one or more Respondents by requesting revised responses, negotiating costs, or finalizing contract terms and conditions. The State reserves the right to conduct multiple negotiation rounds or no negotiations at all.

5.2.3.3 Cost Negotiations: All Respondents, selected for negotiation by the State, will be given equivalent information with respect to cost negotiations.

All cost negotiations will be documented for the procurement file. Additionally, the State may conduct target pricing and other goods or services level negotiations. Target pricing may be based on considerations such as current pricing, market conditions, benchmarks, budget availability, or other methods that do not reveal individual Respondent pricing. During target price negotiations, Respondents are not obligated to reduce their pricing to target prices, but no Respondent is allowed to increase prices.

5.2.3.4. If the State determines that it is unable to successfully negotiate a contract with the apparent best evaluated Respondent, the State reserves the right to bypass the apparent best evaluated Respondent and enter into contract negotiations with the next apparent best evaluated Respondent.

4. **RFP Amendment Effective Date.** The revisions set forth herein shall be effective upon release. All other terms and conditions of this RFP not expressly amended herein shall remain in full force and effect.