



Date: September 30, 2025

ADDENDUM NO: ONE

TO ALL OFFERORS:

REFERENCE: RFQ No: **2026-RFQ-3100810**
Commodity: **Data Warehouse and Analytics Tool**
RFQ Closing On: **October 8, 2025, at 1:00 pm**

Please note the clarifications and/or changes made to this solicitation attached:

1. Please see attached Addendum One, which includes questions and answers.
2. All other terms and conditions of the solicitation remain unchanged. Quotes must be received in accordance with the solicitation requirements by **1:00 pm on Wednesday, October 8, 2025**. Late quotes will not be considered.
3. A **signed acknowledgement of this addendum** must be received by this office attached to your quote document. Signature on this addendum does not constitute your signature on the original quote document. The original quote document must also be signed.

Sincerely,
Vidhi Danak

Procurement Manager
Albemarle County

Name of Firm

Signature/Title

Date

Printed Name

Questions and Answers

1. Will there be a **pre-bid or informational conference** (virtual or in-person) scheduled for this opportunity? If so, could you kindly provide the **date/time, location or platform, and registration details**?

No pre-bid conference is planned.

2. If no pre-bid is planned, what avenues would you recommend for **networking with potential prime vendors or other interested firms** for this procurement (e.g., attendee list, vendor registry, or other forums)?

We do not recommend or provide potential vendors' information.

3. Do you expect this to be a COTS product or a custom solution that we build specially for the county's requirements?

We are expecting a COTS product.

4. Who is the incumbent vendor currently providing these services?

This is a new service and currently no incumbent vendor.

5. Is the incumbent vendor allowed to participate in this RFQ?

Not applicable.

6. What are the current limitations and challenges that you are facing?

The current challenges are as explained in the RFQ document.

7. What is the expected data volume (historical + ongoing feeds) to be migrated?

Unknown, and will be part of the discovery after contracting with the vendor.

8. Can you please provide a list of the current data sources and systems that need to be integrated, along with their type (claims, HR, pharmacy, finance), current vendors in use, and the approximate data size/volume for each?

This information is listed in the RFQ document. The size is unknown at this time.

9. Will the vendor be required to clean/transform legacy data, or is migration expected "as-is"?

We expect the vendor to clean/transform data into the format that works for their platform.

10. The RFQ mentions predictive analytics (AI/ML). Does the County have specific models or use cases in mind (e.g., high-cost claimant prediction, utilization forecasting)?

No

11. Should vendors propose standalone predictive analytics options (as suggested in Attachment A pricing) or an integrated analytics solution?

We are looking for an integrated analytics solution.

12. Are APIs currently available from those systems, or will flat file transfers be required?

Unknown

13. The RFQ specifies that data will be de-identified. Will the County provide the de-identification process, or is the vendor responsible for implementing it?

The vendor will be responsible for all data extraction, de-identification, and transport.

14. How many distinct user roles (e.g., actuaries, finance, HR, risk managers) need dashboards?

There will be at least four distinct user roles: Admin, Executive, Finance, HR

15. Will the County require role-based dashboards (customizable per user type), or is a standard set of dashboards sufficient?

Standard dashboards is sufficient, assuming that the data has drill down capabilities.

16. What is the estimated number of end users requiring access?

At least four

17. Will external partners (e.g., benefits consultants) also require access?

No

18. Does the County prefer a cloud-based solution (AWS, Azure, GCP), an on-premises solution, or a hybrid model for the data warehouse?

Cloud-based solution is required.

19. What hosting provider is currently being used for the existing solution, and will the awarded vendor be expected to continue with this provider or propose and manage a new hosting environment?

There is no existing solution.

20. What is your preferred hosting service provider (AWS or Azure)?

No preference

21. Do you have any streaming data sources? If yes, please mention in details.

No

22. Do you have any preferred technologies for its development, such as Azure DWH, AWS, BigQuery, etc.?

No preference

23. Do you have any technology preferences in terms of developing the reports/dashboards (PowerBI or Tableau)?

No preference

24. Can you clarify the scope of “automated auditing tools” expected? Are these vendor-developed tools, or integrations with County’s audit/compliance systems?

These are vendor-developed tools.

25. Can vendors propose multi-year pricing models to support the County’s renewable contract structure?

Yes

26. The RFQ mentions “Predictive Analytics Tool Options 1–3” — can you elaborate on what these options represent?

If the vendor has various solution packages that offer enhancements above the baseline requirements, we will consider up to three options.

27. If multiple vendors are awarded (per Section X.C), how will responsibilities for integration and data governance be divided?

The vendor is responsible for all data integration and data governance.

28. Can you please specify the start and end dates of the contract?

The contract will commence once the vendor is selected and the contract is executed for one year.

29. The RFQ sets a firm delivery by Nov 30, 2025. Does this mean full go-live with data migration and dashboards, or just initial deployment?

Our expectation is that the data transfer, user dashboards, and system configurations are complete by November 30, 2025.

30. Does “delivery” mean a fully functional data warehouse and predictive analytics platform, or is phased delivery acceptable (e.g., data warehouse first, predictive analytics after go-live)?

Yes, delivery means fully functional data warehouse and predictive analytics platform.

31. Is there flexibility in the delivery timeline if a vendor proposes a phased implementation that ensures quality and compliance?

We have a firm deadline for this project.

32. Would the County consider extending the delivery deadline to allow for comprehensive discovery, migration, testing, and validation?

It is possible, however our goal is to be fully functional by the end of the calendar year.

33. Do you expect the vendor to perform any tasks on-site, or can all work be performed remotely?

Remote work is expected.

34. Do you accept offshore resources?

No

35. What is the approved budget or range allocated for this project?

The project cannot exceed \$200K over the life of the contract.

36. For Attachment C (State Corporation Commission & Registered Agent Form), can the vendor complete Virginia SCC registration as a foreign business entity after award but prior to contract execution, or is an active SCC ID required at the time of quotation submission?

The vendor must be registered with Virginia SCC at the time of submission.