

Bidder Conference Questions and Responses for Truckco RFP

1) Please clarify what the labor rate must be averaged across labor categories means?

We will accept a blended rate as the hourly rate.

2) Please clarify the difference for regulatory and non-regulatory training.

Regulatory training is mandated by the government, non-regulatory training is not required by a government agency

3) Is target market major transportation companies, independent drivers, union vs. nonunion, owner operators?

We are targeting transportation companies as well as independent drivers. We estimate the market to be over 100,000 drivers throughout the US.

4) Will you target PA companies only, or people passing through the state?

Drivers passing through and also PA companies.

5) How do you foresee audio working in truck stops?

We are looking to the vendor for recommendations.

6) Who will maintain the computers?

We will hire someone for computer maintenance.

7) How do you foresee video and sound working on a 2808 modem?

We would like it to, but we are not technical experts.

8) Why was 60 minutes chosen as a training time framework?

We read that 60 minutes was an appropriate time, but are looking to the vendor for more information in this area.

9) What type of training materials will you need, if this is on the Web?

We might need a "cheat sheet" to help the drivers get started.

10) What do you mean by "virtual training" on page 5?

On-line or Web-based training

11) Will Truckco be selling the products or will an outside company?

Both Truckco and outside companies will be able to sell through the catalog.

12) At how many truck stops will the learning portals be placed?

We estimate over 1000.

13) P. 10 indicates that you require all source code, graphics, etc. upon completion. Will you, at that point, assume responsibility for on-going administration and maintenance of the kiosks, databases, printers, website, servers, Internet access, etc?

Yes, we will assume all responsibility and we want all ownership of materials.

14) You are asking for a print option as one of the kiosk specifications. Are you planning on also installing printers? Who will maintain the printers when they jam or fail?

At this time, we do not require printers.

15) ~~Who do you perceive as your PA target market? (Circle all that apply.)~~

a. Established, professional drivers only	b. Any driver possessing a CDL	c. Potential drivers, currently studying for the CDL exam
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