

Questions and Answers
2024 Apprenticeship Training Development RFP

Is there a training delivery component to this request? Or, in other words, is this strictly asking for training curriculum development service only?

A: The RFP is in relation to developing curriculum and associated cost.

On that note, once the curriculum has been developed, who owns that intellectual property? Do we retain ownership through a licensing agreement? Or does the workforce board/Kinexus assume ownership?

A: The Federal Government reserves a paid-up, nonexclusive and irrevocable license to reproduce, publish or otherwise use, and to authorize others to use for Federal purposes

The RFP indicates a focus on expanding career opportunities within the healthcare, manufacturing, hospitality, and agriculture industries. Our organization specializes in supporting workers to access skilling opportunities and careers in tech, including data analytics, data science, and software engineering.

We believe that tech skills are industry agnostic and certainly needed across those industries. Would the RFP be open to applications driving this sort of work?

A: This RFP is focused on the identified industries. We acknowledge that tech skills are needed across all industries and are open to responses that consider this reality.

Can we propose curriculum development for a subset of industries or occupations listed, or is it preferred to cover all areas comprehensively?

A: Yes, you can respond to the industries or occupational pathways applicable to your area of expertise.

What is the predetermined budget or funding cap for this project, and are travel and collaboration expenses reimbursable?

A: There are numerous factors that influence overall curriculum development, making it difficult to provide a specific budget amount. According to the RFP, costs associated with curriculum development may be included in the proposal; expenses for travel and collaboration can be factored into the proposal. Please note that 15% of the proposal evaluation criteria is based on cost.

Are there specific formats, platforms, or best practices preferred for hybrid or virtual learning components?

A: No. There is a preference to leverage universally adopted technology to reduce technology related expenses.

What are the required local, state, or federal standards for the curriculum, and are there specific accrediting bodies or credentials to align with?

A: This will depend on the specific industry and occupation and will be further discussed with the selected bidder. The curriculum development will focus on pre-apprenticeship and apprenticeship programs, which must receive approval from the Department of Labor (DOL).

Who will own the rights to the curriculum, and will the college retain the right to use, modify, or distribute it independently?

A: The Federal Government reserves a paid-up, nonexclusive and irrevocable license to reproduce, publish or otherwise use, and to authorize others to use for Federal purposes.

Are there any restrictions or exclusivity agreements on the use or geographic application of the curriculum?

A: No

How will collaboration with local employers, industry consortia, or advisory boards be structured to refine the curriculum?

A: This will be a Kinexus Group function.

What are the expectations and timelines for each training program, including milestones for initial implementation?

A: Expectation and timelines will be dependent upon industry and occupation.

What support is available for pilot testing or refining the curriculum, and how will feedback be provided during development?

A: Kinexus Group will provide regular feedback throughout the curriculum development phase. However, there are no grant funds available for pilot projects. Once the curriculum is deployed, Kinexus Group will actively gather feedback to identify and implement any necessary improvements.

How will performance be monitored and evaluated over the two-year contract term, and what flexibility exists for renegotiation if funding or scope changes?

A: We will benchmark against agreed upon timeline and milestones. The contract will be awarded on a fixed cost basis.

Are there opportunities for Kinexus to subsidize or fund curriculum development as part of a community investment strategy, allowing professional educators to focus on delivery?

A: This is beyond the scope of this RFP.

Could Kinexus collaborate with colleges to leverage their expertise and infrastructure, ensuring the sustainability of the apprenticeship pathways?

A: Kinexus Group collaborates with various educational institutions and training providers to address employer needs. This collaborative approach will continue throughout the implementation of the grant.

With this effort, how does Kinexus envision balancing its role in workforce development with supporting local colleges to foster long-term community impact?

A: That is beyond the scope of this RFP.

How does Kinexus plan to recruit students for these programs, and how will this align with or complement college recruitment efforts?

A: This is beyond the scope of the RFP.

Are there mechanisms to ensure transparency in handling bidder questions, and what is the process for follow-ups after RFP submission?

A: All submitted bidder questions will be answered in writing and shared with the bidder list. The questions and responses will also be posted on the Michigan Works website.

Once RFP responses are evaluated against the published criteria, all bidders will be notified of their results.

Will Kinexus consider a co-investment model where colleges deliver the training while Kinexus supports development costs or program promotion?

A: Consideration of a co-investment model falls outside the current scope of this RFP.

Who will be our point person for these grant funds?

A: Once selected, awardees will be notified and informed of the process for invoicing and receiving payment.

Is it your desire to be listed as a training provider for DOL registered apprenticeships or will this be our role as creator and deliverer of the curriculum?

A: This is beyond the scope of the RFP.

employer partners.

We are constantly beginning new apprenticeship initiatives making it difficult to be comprehensive, so will you still award funding for those programs that we don't currently know we will be building?

A: This is beyond the scope of the RFP.

Will Kinexus share information about the outcomes of its clients who have participated in various training programs? Aren't specific training course needs up to employers? Should they be involved in determining content within curriculum?

A: The RFP includes a qualification of strong communication and collaboration skills to work with industry partners and stakeholders. Kinexus Group will lead efforts to engage our

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