

GEM Central Mobility Ecosystem Analysis RFP – Q&A Responses

Thank you for your interest in GEM Central's **Detroit Region Mobility Ecosystem Analysis RFP**. We've compiled the questions received along with our responses so interested parties have equal access to the same information.

Please see below:

Budget

- Q: A target budget of \$74,000 is specified in the proposal, with some allowance above or below. We anticipate that our pricing could exceed \$100,000. Could you share more details about the expected budget for this project?
- A: There is a budget appendix on page 7 of the RFP that breaks down categories for the budget. We welcome all proposals. If the work requires a higher budget, please detail why and provide justifications for the added expenses.

Timeline

- Q: The stated timeline has a final deliverable date of January 16, 2026. Is there any room to expand the timeline to the end of Q1 2026?
- A: Similarly to the above, if the work product and quality require it, we may be open to it. Keep in mind, we note there may be the possibility of a refresh of the work in Q3 2026.

Presentations & Facilitation

- Q: For the 'Presentations & Facilitation' scope item, are you hoping the consultant convenes all 50 stakeholders simply to review documents, or that stakeholders influence strategy and collectively plan mobility events?
- A: We envision these convenings as report-outs. By the time they occur, findings should be compiled and recommendations shared with stakeholders.
- Q: Should each convening involve a different group of stakeholders, or iterative conversations with all stakeholders together?
- A: The presentation would not meaningfully change from convening to convening. Discussions will likely vary based on attendees.
- Q: Are convenings expected to be in person or virtual?
- A: A mix. We prefer in-person when possible, but whichever format will achieve the best results is acceptable.
- Q: The RFP mentions 5 convenings. Will these be in-person, virtual, or hybrid?
- A: A mix. Hybrid would also work. We've found success with a combination.

Deliverables

- Q: Based on our review, it seems a more dynamic deliverable that could be updated regularly might be useful. Would you be open to a slightly different final deliverable?
- A: Yes, absolutely.

Tools/CRM

- Q: Does GEM Central currently use a CRM to manage contacts and events? If no, would recommendations for low-cost options be welcome?
- A: Yes, we currently use Salesforce to manage contacts. We do not have a tool for managing events and would welcome recommendations. However, we are not interested in shifting away from Salesforce for contact management.

Stakeholder List

- Q: Does GEM Central have a current stakeholder list that will be used for this work?
- A: Yes, this will be provided to the selected contractor. However, we expect the contractor to expand on this list as appropriate.

Engagement

- Q: How are you currently engaging stakeholders?
- A: Through newsletters, email updates, an annual meeting, and convenings (partner meetings in person; corecipient and workgroup meetings virtual).

Proposal Format

- Q: What format do you prefer for the proposal (Word or PPT)?
- A: Without seeing it, Word is preferred. If PPT meaningfully enhances clarity, it is acceptable.

Events Estimate

- Q: Do you have a sense of the number of convenings and events that will require a profile?
- A: We do not have an estimate at this time.

Thank you again to everyone who submitted questions and proposals.

As a reminder:

- **Proposal submission deadline:** August 29, 2025
- **Send proposals and questions to:** Vittoria.Valenti-Amodeo@DetroitRegionalPartnership.com

Thank you again for your interest in partnering with GEM Central. We look forward to reviewing your proposals.

Best regards,

Vittoria Valenti-Amodeo

Director, Program Management

Southeast Michigan Grants Coalition

Vittoria.Valenti-Amodeo@DetroitRegionalPartnership.com

(313) 407-6832