



**Notice of RFP Addendum  
Frequently Asked Questions**

Date: **June 2022**  
 Solicitation Name: **Pilot Program #Prepared4PA**  
 Subject: **Frequently Asked Questions**

**QUESTIONS/ANSWERS**

#	Question	Answer
1	Where can we find all RFP materials including the informational webinar presentation?	Everything related to the RFP is posted on the #prepared4pa website <a href="https://www.prepared4pa.org">https://www.prepared4pa.org</a>
2	What is the suggested approach towards a marketing strategy for outreach of potential students in the absence of employer as a partner?	<ul style="list-style-type: none"> <li>• Chambers, workforce boards / workforce practitioners in a community, local Career Links and/or associations within industry areas.</li> <li>• Market to local communities: job loss markets, unemployment offices, Human Service offices, etc...</li> <li>• Neighborhood grassroots organizations</li> </ul> <p><i>* A major advantage of engaging in a consortium, is to have access to multi-stakeholder voices and local connections.</i></p>
3	What is the ideal Pilot sample size?	Our goal is to train at least 100 students - that means about 25 students per region/per pilot. That being said, our focus remains on building the best pilot/program that it is innovative, effective and sustainable.

4	<p>Partnerships:</p> <p>a. Are schools permitted to participate in multiple projects/pilot programs?</p> <p>b. Is there a limit to size and scope of partnerships?</p> <p>c. Are employers required to have HQ in PA?</p>	<p>a. Yes, depending on the how the work is structured with the partnering entities.</p> <p>b. No, we welcome a mix of partnerships &amp; permutations</p> <p>c. Employer headquarters do not need to be located in PA however the company must have locations in PA and serve Pennsylvania residents.</p>
5	<p>Can the PASSHE Foundation help in connecting applicants to potential partners in their region?</p>	<p>Yes. The PASSHE Foundation can help make those connections however, the potential funders have requested to remain anonymous at this time.</p>
6	<p>Are the proposed pilot programs being considered in the credit or noncredit space?</p>	<p>Current pilots for consideration are in the non-credit space recognizing the potential for this to evolve.</p>
7	<p>There are 4 regions but 6 industry clusters – what is the goal in selecting pilots across the state?</p>	<p>In order to build strong long-term relationships with employers, the PASSHE Foundation wants to cover a variety of industries and we recognize that competencies and training cross industries which allows for some flexibility.</p>
8	<p>What can we expect in terms of financial supports?</p>	<ul style="list-style-type: none"> <li>• A priority of this RFP is to elicit innovative and collaborative credentialing pilots to meet the workforce needs in respective communities. Therefore, <i>funding will be dependent on the credential and its alignment to the employers and/or investors willing to invest based on their need for that credential within the community/region addressing employment or upskilling.</i></li> <li>• The funding priority for these pilots is to cover student tuition costs. We want to make sure students can complete the program and receive their credential. <ul style="list-style-type: none"> <li>➤ We are looking for the cost per participant towards achieving the credential.</li> <li>➤ Future funding would not be limited to those in this initial pilot.</li> </ul> </li> </ul>

		<ul style="list-style-type: none"> <li>• We continue to investigate long term funding sources as this initiative is ultimately about building multiple credential pathways throughout the system which will in turn help build investment for these areas of education for Pennsylvania.</li> <li>• Employers and/or investors are part of the pilot review, and that process will help determine funding. Be mindful of the fact that this is about building opportunities around what employers need so that they would be willing to invest. If it is the right opportunity we will work to support and align funding however, this is not about obtaining funding.</li> </ul>
9	Given the scope of work being pursued, what is the expectation in terms of how the State will be covered? Should we assume the work will be covering entire regions?	<ul style="list-style-type: none"> <li>• The goal is to launch a pilot in each region and based on the various industries, it could be condensed to an area within region.</li> <li>• It is possible that we could have a viable pilot in every region that wind up covering the 6 industry clusters given the opportunities for cross-industry training.</li> </ul>
10	Given the existing pilots, (see website) does that preclude applicants from submitting a proposal for a similar region or industry?	<ul style="list-style-type: none"> <li>• No however, applicants should be mindful that proposals put forward are employer driven, address the region’s needs and consider longer term viability.</li> </ul>
11	When should partnership documentation be provided?	<ul style="list-style-type: none"> <li>• Applicants must provide/demonstrate a verbal partnership agreement between all parties with their proposal submission.</li> <li>• <i>Post Award</i>, pilot programs must submit a signed MOU between partner stakeholders, delineating roles and responsibilities throughout the term of the pilot. This will be due within 4 weeks of award notice.</li> <li>• <i>Post Award</i>, pilot programs must submit a signed MOU with the PASSHE Foundation. This will be due within 4 weeks of award notice.</li> </ul>