1. Do you have a preference towards receiving invoices from a US based company?

A1: NO

2. Do you have any preference which currency is used for invoicing purposes?

A2: Must be in US dollars with conversion rate on invoice

3. Could you please indicate whether ASU has any entitles in any of the zones mentioned in the RFP (including China, India, The Middle East and Southeast Asia).

A3: N/A – ASU is growing and strategic international locations will change based on University International Initiatives.

4. Is it possible to indicate cities/ countries within the named locations in question 3 above? In some countries, such as China, the province effects the service/cost etc.

A4: N/A – See above

5. Is there any indication of requirement for start of this service in each/any location and approximate numbers/size of workforce?

A5: We would like to continue with existing services and integrate the new services into the ASU international recruitment plan – we do not have a specific time frame
6. Would it be possible to indicate preferred payment processes/methods ie: Bank Transfer or payment by other means?

A6: Wire Transfer

7. Could you please elaborate on the meaning behind performance and payment bonds (ref Section IV - 18). Our understanding is that they apply to construction agreements, however in this RFP; the agreement is for services/products that do not require construction activities. Is there an expected % of price per service or case cover/bond expected by ASU?

A7: the bonds portion described above is not applicable to this RFP

8. Will there be visibility of questions posed from other vendors and associated answers?

A8: Yes

9. Can the University provide example initiatives of named PEO that ASU has worked with where such a comparable initiative has worked well?

A9: The ASU international recruitment strategy is under formation. ASU does not know which countries will be recruited each year as our countries and level of operations fluctuate with the international market and demand.

10. Is there any guidance on the size of the operation (i.e., how many ASU representatives, over what timeframe, in which countries)?

A10: Time frame is indefinite; ASU has worked with Mauve Group in India, GROK in China, Velocity in Taiwan. We typically have one to four consultants working for us in India, China, and Southeast Asia dependent on our internal recruitment strategy.

11. There is a 5-year requirement for vendors performing services. If our partner company in asia-pacific provides these services, but we (the applying company) are less than 5 years old. Will such a partner satisfy the company history requirement?

A11: Yes

12. In the sample consultant agreement, there are sections that may not apply here (e.g., IP rights, offshore prohibition, etc.) - will we be able to modify/delete non-relevant sections?
A12: Make any deletions or modifications you cannot agree to ASU will evaluate from there

Deliver your Bid to Purchasing and Business Services, 1551 S. Rural Rd., Tempe, AZ 85281 or mail to P. O. Box 875212 Tempe, AZ 85287-5212, no later than 3:00 P.M., M.S.T. December 12, 2017.

Thank you,

Lean Wong
Sr Buyer

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