

<b>Center for Regional Economic Competitiveness</b>	<b>REQUEST FOR PROPOSAL NUMBER TX09180EA</b>
	Issue Date: <b>September 7, 2018</b>
<i>Refer ALL inquiries regarding the RFP to:</i>  <b>Marty Romitti, <a href="mailto:mromitti@crec.net">mromitti@crec.net</a></b>	Close Date: <b>October 12, 2018</b>
	<u>Description:</u> <b>Defense Supply Chain Economic Growth Analysis, Web Tool and Instructional Material</b>

OFFER AND ACCEPTANCE: The Center for Regional Economic Competitiveness (CREC) [www.creconline.org](http://www.creconline.org) seeks offers for services and/or goods described in this solicitation. All offers and responses received shall be treated as offers to contract. CREC's acceptance of any offer must be demonstrated by execution of the acceptance found below. Acceptance shall create a contract.

EXECUTION: In compliance with this Request for Proposal, and subject to all conditions, herein, the undersigned offers and agrees to furnish any or all services or goods at the cost that is offered within this submission, within the time specified herein.

Offer valid for 30 days from date of offer.

BIDDER:	
STREET ADDRESS:	PO BOX & ZIP:
CITY & STATE & ZIP:	TELEPHONE NUMBER:
PRINT NAME AND TITLE OF PERSON SIGNING:	EMAIL ADDRESS:
AUTHORIZED SIGNATURE:	

ACCEPTANCE OF OFFER: If any or all parts of this offer are accepted, an authorized representative of CREC shall affix his/her signature hereto and this document and the documents submitted in response to this solicitation shall then constitute the written agreement between parties. A copy of this acceptance will be forwarded to the awarded vendor.

<b><u>FOR CREC USE ONLY</u></b>
<i>Offer accepted and contract awarded this ____ day of _____, 2017, as indicated on attached certification</i>
<i>By _____ (Center for Regional Economic Competitiveness)</i>

**DELIVERY INSTRUCTIONS:** Offers will be accepted electronically, but Vendor may also deliver one (1) original signed copy of the offer to CREC with Vendor Company Name and the RFP Number clearly marked. It is the responsibility of the Vendor to submit its offer by the submission deadline. Offers must be submitted with the execution page (first page of this document) signed and dated by an official authorized to bind the Vendor's firm. Failure to return a signed offer shall result in disqualification.

**DELIVER VIA EMAIL TO:** Sean McNamara @ [sam@crec.net](mailto:sam@crec.net) on or before **October 12, 2018**

**DELIVER VIA MAIL TO:**

Center for Regional Economic Competitiveness  
Sean McNamara, COO  
1700 N. Moore Street, Suite 2225  
Arlington, VA 22209

**INTRODUCTION**

CREC is working with partners in Texas to mitigate the impact of defense spending adjustments and budget cuts on the state economy by identifying and assisting affected businesses, creating analyses to aid economic planning for affected regions, and facilitating high-impact entrepreneurship and technology acceleration activities in those regions. Texas enjoys a diversified economy, but relies significantly on defense expenditures, especially in certain sectors. In addition, there is a natural synergy between small, innovative companies and large prime contractors that is underdeveloped in most of Texas.

CREC seeks the assistance of a well-qualified contractor to assist with developing a Defense Supply Chain Economic Growth Analysis, Web Tool and Instructional Material. CREC's Phase I work in Texas utilized a time-series dataset to track the growth patterns of all business establishments (i.e. individual business locations) across Texas, within the Texas defense industry, and within targeted defense industry segments and target cities. Important findings emerged from this study. In Texas' defense industry, 10 percent of businesses are High-Growers, adding an average of 41.6 jobs each, compared with only 5 percent High-Growers among all other industries that added just 15 jobs each. Defense industry High-Growers expanded employment by 13,264 jobs in total, compared to a net loss of 7,114 jobs among the other 90 percent of defense businesses. Additionally, Defense industry Sustained-Growers expanded jobs by 200 percent and sales by 878 percent causing their sales-per-employee to nearly double. Given the significance of the results showing that a select few companies are models for a more robust and resilient defense supply-chain, it is important to better understand the drivers of this success.

In a follow-up phase to this research, CREC will seek to develop a Defense Supplier Growth Diagnostic, based on a thorough data analysis and assessment process, specifically aimed at Texas defense supply-chain manufacturers that will encompass the special challenges that these firms face and their potential for high or sustained economic growth.

**SCOPE OF SERVICES**

**Develop Defense Supply Chain Economic Growth Diagnostic**

CREC will seek to develop a Defense Supplier Growth Diagnostic specifically aimed at Texas defense supply-chain manufacturers that will encompass the special challenges that these firms face. To do this, we will survey defense supply-chain manufacturers from both the existing supply chain database and high-growth research conducted in Phase I. This sample will include questions specifically focused on the unique challenges in the defense supply-chain segment. The insights from the surveys will help to prepare a report on the needs, challenges, and practices of growing defense supply companies. At the project's conclusion,

CREC's work will result in the development of a new and highly targeted diagnostic tool that can be deployed to support growth across all defense supply-chain companies in Texas for many years to come.

Scope of Services Components:

- 1) Assist CREC in the development of a survey, preferably using a purposeful sampling approach, that combines the insights of important Company Growth Diagnostics generally, along with additional relevant questions that reflect major growth decisions specifically related to manufacturers that are defense suppliers.
- 2) Analyze the survey results that statistically identify which variables are the key drivers of growth and their relative weights of importance.
- 3) Write up an analysis of the findings related to the challenges and strategies used by defense manufacturers leading to economic growth.
- 4) Develop with CREC assistance a Defense Supplier Growth Diagnostic web-based tool that reflects the issues that matter most to manufacturing defense suppliers.
- 5) Develop with CREC assistance a training guide, training slides, and webinar to specifically accompany the Defense Supplier Growth Diagnostic.

All work by the successful Vendor shall be completed no later than March 30, 2019.

**RESPONSES TO THIS SOLICITATION**

Respondents to this solicitation should include:

1. A proposed scope of work for the timely delivery of the solution.
2. Documentation of Vendor's past performance with similar projects.
3. Bios of Key Personnel.
4. A cost proposal.
5. Completed Offer page above.

**EVALUATION CRITERIA**

Vendor qualifications and experience with similar projects and response rate to similar surveys substantially impact the evaluation process, and will be evaluated along with the following:

Technical Proposal and Approach

- i. Scope of Work/Implementation Plan
- ii. Past Experience/Performance
- iii. Cost/Pricing

Note: CREC reserves the right to reject any submittal for non-compliance with this RFP. Also, cost/pricing is a consideration, but proposals will be evaluated for overall content, vendor experience with similar projects, and merit to achieve the objectives.