

Proposals for BEAD Non-Deployment

(No. 2026-MBI-08)

Questions and Answers
 Questions Due: April 17, 2026
 Posted: April 24, 2026

	Question	Answer
1.	Do we need to be qualified in all activities listed in section 2.2 Scope of Services, or can we submit a proposal for portions of activity?	Applicants can submit proposals for one or more activities to become prequalified.
2.	How will individual task orders be defined, scoped, and approved after vendor prequalification?	MassTech will assign a set of deliverables aligned with one or more of the activity areas outlined in this RFQ to a vendor based on programmatic needs. That vendor will then return a proposed budget, timeline, and scope of work for approval.
3.	Will MassTech provide written scopes of work for each assignment, or will vendors be expected to help define scope?	MBI will assign a desired deliverable and the vendor will be responsible for developing a scope of work that aligns with one or more of the activity areas outlined in the RFQ.
4.	Will task orders be competitively bid among the pool or directly assigned?	MBI may choose to assign directly or bid competitively depending on its needs.

5.	What level of detail will be included in task orders (e.g., hours, deliverables, timelines)?	See response to question 3.
6.	How should vendors develop not-to-exceed pricing when the scope is undefined at the RFQ stage?	MBI has issued an amendment to this RFQ to request only hourly rate sheet and not to exceed budgets. Applicants must only provide a rate sheet with hourly rates for each staff person or subcontractor as part of an application submission.
7.	Will MassTech evaluate pricing based primarily on hourly rates or total estimated costs tied to assumed scopes?	MassTech seeks to prequalify subcontractors based on but not exclusively on reasonableness of hourly rate sheets.
8.	Will vendors be allowed to propose refined budgets and pricing at the task order level?	Yes.
9.	Who bears the risk if the actual level of effort exceeds initial estimates?	MassTech will contract with a vendor for a budget up to a certain agreed upon amount. MassTech may choose to extend or expand contracts as needed.
10.	Will MassTech establish not-to-exceed ceilings per task, or require vendors to manage within fixed caps?	See response to question 9

11.	Are there defined or preferred labor categories or roles for this engagement?	No.
12.	Does MasTech expect dedicated teams or on-demand staffing models?	MasTech will review applications in alignment with criteria outlined in section 4.2 which includes the demonstrated capacity, facilities, staffing and organizational structure to perform the Services sought in this RFQ.
13.	Are there expectations regarding key personnel availability or commitments?	MasTech will work with prequalified consultants at its own discretion to issue task orders for work and ensure consultant teams are prepared and equipped to complete the work.
14.	Will MasTech provide centralized project management, or will vendors be responsible for leading coordination?	Please see the description of Activity 2 within the RFQ.
15.	How will coordination be managed across state agencies, partners, and multiple vendors?	MBI will manage and coordinate vendors as needed between state agencies and outside partners.
16.	Will vendors be responsible for full application development or discrete components?	Please see the description of Activity 4 within the RFQ.



17.	What is the expected invoicing frequency (e.g., monthly, milestone-based)?	Invoicing will be deliverable based.
18.	What level of documentation is required to support invoices?	Deliverables and general ledger report outlining staff costs.
19.	Are there any retainage provisions or payment holdbacks?	MassTech will issue payments on a deliverable basis.
20.	Are there restrictions or approval requirements for subcontractors?"	MassTech will need to approve any use of subcontractors not included in the RFQ response.
21.	Regarding Activity 3 from the RFQ Scope of Services, if forthcoming NTIA guidance allows all listed eligible uses of funds, has MassTech established priority investment areas among those categories? If so, which categories are expected to be the highest priorities?	MassTech has not prioritized these categories at this time.
22.	Can MTC confirm that the contract will be the Services Agreement (Federally Funded) document located at the link provided and not the Services Agreement?	If MBI selects a pre-qualified vendor to provide services, the Vendor and MassTech, on behalf of MBI, will enter into a Services Agreement that is similar, but not identical, to the sample Services Agreement (Federally Funded) located at the link in the RFQ..

23.	How should proposers submit any requested exceptions or edits to the Services Agreement?"	See response above.
24.	If a pre-qualified vendor that is selected to enter into a Services Agreement objects to any provisions in the Services Agreement, it may inform MassTech / MBI during the contract execution process. If MassTech / MBI are unable to come to an agreement, MBI will select an alternative vendor to provide the services. What is the total expected timeline for this scope of work?	Timeline for the scope of work will be determined after consultants have been prequalified.
25.	Given uncertainty in NTIA guidance, should respondents structure budgets as fixed not-to-exceed amounts based on our best estimate of project hours or will MassTech allow flexibility or adjustments post-guidance release?	Please see responses to questions 3 and 6.
26.	The RFQ notes that NTIA guidance may materially differ from the listed eligible uses in Activity 3. If MBI updates the scope after pre-qualification, will pre-qualified vendors have the opportunity to supplement their staffing or subcontractor arrangements to address new eligible use areas?	Yes, consultants may supplement staffing or subcontractor arrangements post guidance release. However, MassTech will need to approve of any new staffing arrangements.
27.	For Activity 2 (Project Management Support), should respondents assume the project manager will serve as MBI's day-to-day point of contact across all workstreams, or does MBI envision maintaining separate points of contact for each Activity?	Assume one point of contact across all activities.

28.	Does MBI anticipate a single vendor leading across all four Activities, or is MBI more likely to assign different Activities or eligible use areas to different pre-qualified vendors?	MBI's use of consultants will depend on the quality and type of submissions returned under this RFQ.
29.	The RFQ references reimbursement on a milestone deliverable basis. Will MBI define milestones in the Statement of Work, or should respondents propose milestone structures in their budget templates?	Please propose milestones in your budget.
30.	Is there a total budget ceiling or not-to-exceed range for this engagement that respondents should use to calibrate their proposed budgets?.	No.
31.	Following pre-qualification, once NTIA releases non-deployment guidance, what notice period should vendors expect before being asked to begin work? Should vendors plan for mobilization within days of guidance release, or does MBI anticipate a brief planning period before activating pre-qualified teams?	Depending on the timeline provided by NTIA, vendors should anticipate either immediate mobilization or planning periods.
32.	Can MBI clarify whether the three substantially similar engagement examples should collectively span the four Activities, or should each example independently demonstrate experience across all four?"	Respondents should select example engagements that they feel best represents their prior and relevant experience to this RFQ.

33.	Will MBI accept fully loaded hourly rates for this RFQ or firm fixed pricing for subsequent task order?	MBI will accept hourly rates in initial proposal & upon NTIA acceptance of fixed pricing - we will then request budgets for each activity.
34.	Should the not-to-exceed budget be based on the 10 eligible uses of funds identified by MBI? or should the respondent provide a separate budget for each eligible use?	Please see response to question 6.
35.	We noted that this RFP includes the use of federal funds as described in RFP Section 1.1 Overview. However, the RFP does not specify use of the Standard Contract Template Services Agreement (Federally Funded). Please clarify if this is the Services Agreement Respondents should review. "	Please see response to question 22.
36.	Will Massachusetts Technology Collaborative consider exceptions and modifications to various provisions of the RFP, including its contract terms and conditions, which would be included in our proposal as exceptions? Such exceptions would include industry standard modifications such as, but not limited to, insurance items; ownership, warranty and remedy provisions typical for the type of services contemplated; indemnification obligations limited to third party claims; inclusion of a limitation of liability, etc., and be included as exceptions within our proposal.	Please see response to question 23
37.	Can vendors respond to one or more activities, or do responding vendors need to provide services for all activity categories?	Applicants can submit proposals for one or more activities to become prequalified.

38.	2. The RFQ requests vendors to ""Provide the total not-to-exceed costs for providing the Services based on projected hours, proposed hourly rates, as well as any other appropriate costs, in the Budget Template (Attachment C)."" This RFQ is only to establish a pre-qualified vendor list, and no actual work has been assigned. Would an hourly rate card by resource category satisfy the cost proposal requirements?	Yes.
39.	3. The RFQ states, ""A technical proposal (not to exceed 5 pages), including proposed approach, methodology, experience, staffing plan, project management approach and availability."" Can the State confirm if the full technical proposal should not exceed 5 pages, or is the page limitation for response to each technical area (Activity 1-4)? "	The page limit is in reference to a sum submission across all activity areas.
40.	Page 5 of the RFQ states "MasTech expects to reimburse any Respondent chosen to execute the described scope of work on a milestone deliverable basis." Fixed price performance reduces cost and project management burden on the government, mitigates against project overruns that occur with hourly/time & materials delivery, and encourages maximum competition and industry access which can enhance the number of qualified proposals received by MasTech. Given the RFP budget template includes a breakdown of hours and rates, can MasTech confirm that the delineation of costs for each team member is for pre-qualification purposes only and actual payment under a specific Statement of Work will be based on Firm Fixed Price (milestone deliverable) basis as stated in the RFQ?	Confirmed.
41.	Given delivery will be on a milestone deliverable / fixed price basis as indicated in the RFQ, will MasTech confirm whether fixed price proposals will be considered as an alternative option to the requested hourly/T&M breakdown? If hourly/T&M breakdown is required, can bidders provide fully loaded labor rates that account for the full cost (e.g., fringe benefits, travel)?	MBI will accept hourly rates in initial proposal & upon NTIA acceptance of fixed pricing - we will then request budgets for each activityPage 5 of the RFQ stipulates a Technical Proposal not to exceed 5 pages.

42.	Can MassTech confirm whether there are page limits related to the remaining required elements of the proposal?	There are no page limits to other parts of the proposal.
43.	In order to ensure proposed approaches are aligned with MassTech’s goals/vision, can MassTech consider providing the total budget or a range for the budget to deliver the scope of services to be provided under a contract resulting from this RFQ?	No.
44.	In Section 1.1 the RFQ states that if a Respondent is selected to provide services then they will enter into a Services Agreement containing certain standard provisions. Would MassTech prefer that Respondents submit any requested edit to the terms with their proposal package for MassTech’s review? Or has this sample Agreement been provided for informational purposes so that Respondents can preview the terms for discussion with MassTech upon selection notice?	Please refer to the responses to Q.22 and Q.23
45.	Does MBI seek time and materials hourly rates only for the RFQ budget attachment? With no total costs per activity since guidance and details have not yet been released?	Please see response to question 6.

