

14. Oral Presentations and Demonstrations

An oral presentation by an offeror to clarify a proposal may be required at the sole discretion of the State. However, the State may award a contract based on the initial proposals received without discussion with the Offeror. If oral presentations are required, they will be scheduled after the submission of proposals. Oral presentations will be made at the offeror's expense.

DOR may conduct oral presentations with all Offerors. Oral presentations may include product demonstrations and key personnel interviews. If oral presentations are requested, Offerors must be prepared to have the proposed Key Personnel participate. DOR reserves the right to:

- Have oral presentations from a subset of highly scoring Offerors;
- Waive oral presentations if deemed unnecessary;
- Conduct oral presentations virtually using video conferencing if deemed necessary.

Offerors selected to participate in oral presentations will be notified by DOR in advance. For planning purposes, DOR will submit an agenda and specific guidance as deemed appropriate to promote productive and efficient oral presentations.

Offerors will be required to bring key personnel to the oral presentations. If the Offeror is proposing to have a key staff member filling more than one position that information must be clearly addressed at the time of the oral presentations on how staff will produce and perform all the required functions, activities, and deliverables for the combined job duties. Dual accountability, security issues and deadlines cannot be compromised. Offerors are welcome to bring additional staff at their discretion.

DOR reserves the right to schedule and conduct interviews with Offeror's proposed key staff following the oral presentations if in the best interest of DOR.