Contents of Addendum 1:

1) Updated address for submittal of proposals
2) Questions submitted related to the subject RFP and related responses

1) As of March 5, 2019 proposals may be mailed or delivered to:
   Thomas J. Brodeur, C.P.M.
   Purchasing Department,
   Davidson Hall room 22802
   Central Connecticut State University
   1615 Stanley Street
   New Britain, CT 06050-4010

2) Questions and Answers –

1. We can see a possible need for streamlining and integrating the strategies of several financial aid processes. Beyond an analysis of the most cost-efficient and effective approaches to distributing aid to meet a variety of enrollment and financial goals, is there a desire to have a more in-depth analysis of the financial aid daily operations?
   a: Yes, if an adjustment to current business practices or staffing would be required to implement a more cost-effective and enrollment friendly strategy, we would like to hear it.

2. In the reference to seeking a “packaging formula,” is the intention to receive awarding rules for an improved financial aid distribution strategy?
   a: Yes. We currently distribute need-based aid based on EFC ranges, merit aid as determined by the Director of Recruitment and Admissions, and Foundation scholarships based on individual scholarship criteria. We would like to standardize as much of this awarding process as possible to leverage our aid across a broader group of students. This would mean finding the financial break points and getting as many students as possible under that break point. We are also trying to improve retention, so a strategy that allows us to award aid that students can keep over 4 years (right now many of our scholarships are only awarded for one year). What would that cost us? And what would be the potential/likely return?

3. Would the selection committee be willing to consider a joint proposal from two firms with a history of serving together seamlessly?
   a: That depends on the strength of the proposal and the roles and responsibilities of the two firms. At this time, we are only interested in the financial aid strategy leveraging piece. We are not interested in hiring someone to manage our search and enrollment process.
4. What is the effective date of the contract? When do you expect work to begin?

   a: Ideally, we would begin as early as possible. We would like the strategy to be in place by August/September 2019 in order to implement it for the incoming class of 2020.

5. How long of a contract are you seeking? One year? Or multiple years (how many)?

   a: We are seeking a one year contract, but may be open to a multi-year contract depending on the cost and the services. Our most important goal with this RFP is getting a new packaging formula. We would be open to considering a proposal addition that included 3 years of consultant services with annual updates to the packaging strategy.

6. Can CCSU please clarify if this this review, analysis and policy setting is to be for FTFT only or transfer students as well?

   a: This will be for all full-time undergraduates, freshmen and transfer. We would also like to ensure that undocumented students are included. These students qualify for both in-state tuition in Connecticut, as well as institutional need-based aid in the Connecticut state university system. Finally, we would like to set aside funding for academic and merit scholarships for international students as a part of our strategy.

7. Can CCSU Please clarify the term length of this engagement?

   a: The request is for one year, nevertheless, we will consider a longer term proposal should the services provided and pricing seem reasonable and necessary.

All other terms, conditions and specifications in the RFP remain the same.

END OF ADDENDUM 1