



STATE OF HAWAII
OFFICE OF HAWAIIAN AFFAIRS
560 NORTH NIMITZ HIGHWAY, SUITE 200
HONOLULU, HAWAII 96817

June 26, 2017

REQUEST FOR PROPOSALS (RFP) NO. HFM 2017-12

HEDGEFUND MANAGER

ADDENDUM 7

1. On page 38, section 4.6, item B2 we would like clarification on your definition of *Letters of Recommendation*. For this assignment PIMCO will not be using any subcontractors, as such we wanted to confirm if we still needed to submit Letters of Recommendation? If so, is there any specific information you would like included in the letter? Further, are the Letters of Recommendation firm or strategy specific?

On Page 38, section 4.6, item B2, the letters of recommendations is listed as a mandatory requirement. The letter of recommendation is from your client (firm/individual) that can assure the qualities, characteristics and capabilities of your firm/individual being recommended in terms of that firm's/individual's ability to perform as a hedge fund manager. The letters can be either firm or strategy specific.

2. Under Section 2 of the proposal, there is the stated requirement that the successful Offeror provide a "Certificate of Vendor Compliance" as obtained through HCE. Our preference would be to have some level of assurance that an award is at least "possible" before registering to do business in the State. From the information that has been made available to applicants at this point in the RFP process, eligibility for further consideration is not clearly known. With that in mind, will there be more than one round of manager considerations before a final selection is made? If so, we would then consider registering with HCE once we have made it through at least the initial round of the selection process.

In order to be considered, a Certificate of Vendor Compliance is required as part of the proposal. It is to be determined if there will be more than one round of manger consideration. On Page 9 under item C. it states "If a vendor/contractor/service provider is not compliant on HCE at the time of award, an Offeror will not receive the award." On page 38, Section 4.6, item B.4, it is listed as a proposal requirement. Please use the HCE services by registering on line at <http://vendor.ehawaii.gov/hce/splash/welcome.html>.

3. Regarding Section 1.18 Intellectual Property Rights, can you please provide more detail around what would be included here, and the purpose of this section. It seems quite broad.

On page 6, Section 1.18, Intellectual Property Rights is defined by copyrights, patents, trademarks or trade secrets. If you are unsure if any part of your proposal falls under one of these categories, please consult your attorney/advisor for clarification. The purpose of this section is to inform the Offeror the OHA reserves the right to unlimited, irrevocable, worldwide, perpetual, royalty-free, non-exclusive licenses to use, modify, reproduce, perform, release, display, create derivative works from, and disclose the work product, and to transfer the intellectual property to third parties for the OHA's purposes.

4. If confidential treatment is requested, pursuant to Section 1.17, would Section 1.18 not apply to such confidential information?

Response to this question will be provided soon.

5. For the material deemed confidential, can we submit one version marked as confidential and one version marked as non-confidential with any sensitive content removed? Please advise as to the preferred practice here.

No. On page 6, Section 1.17, please follow the procedure as stated.

6. A cover letter to confirm that we comply with the requirements, provisions, terms and conditions specified in this RFP. Would you accept a written cover letter with the language: "we shall comply with requirements if awarded the contract" (Section 4.5)?

On page 37, Section 4.5, Item A, we would accept a written cover letter with the language: "we shall comply with requirements if awarded the contract for RFP No. HFM 2017-12."

7. HCE Certificate of Vendor Compliance Could you please let us know if this is a requirement prior to filing the RFP. As we understand it, this will require registering to do business in Hawaii through HBE and obtaining the Vendor Certificate through HCE.

Yes it is a requirement that is to be included in your proposal. On Page 9 under Item C it states "If a vendor/contractor/service provider is not compliant on HCE at the time of award, an Offeror will not receive the award." On page 38, Section 4.6, item B.4, it is listed as a proposal requirement. Please use the HCE services by registering on line at <http://vendor.ehawaii.gov/hce/splash/welcome.html>.

8. In order to be considered for this RFP, the "offeror" needs to be registered to do business in Hawaii, does this mean the "offeror" mean the manager or the fund or does both the fund and the manager need to be registered in Hawaii?

The offeror means the firm needs to be registered in Hawaii.

9. Do the pages need to be sequential?

Yes. Add a second set of numbers.

10. Shall the subsets of 3.5 be renumbered in line with the Scoring Rubric (p 42)?

I originally responded "Yes that would be fine." I am adding the table below as a reference to the scoring rubric.

Category	Pages	Maximum Points
Organization	16 - 24	25
Investment Philosophy/Process	24 - 27	25
Operations	27 - 30	15
Performance	30 - 32	25
Fees	33 - 34	10
Total		100

11. On page 6, Section 1.18 Intellectual Property Rights, the term "work product" is referenced but didn't seem to be defined elsewhere in the Proposal. Could this be clarified or defined further?

On page 6, Section 1.18, Intellectual Property Rights is defined by copyrights, patents, trademarks or trade secrets. If you are unsure if any part of your proposal falls under one of these categories, please consult your attorney/advisor for clarification. The purpose of this section is to inform the Offeror the OHA reserves the right to unlimited, irrevocable, worldwide, perpetual, royalty-free, non-exclusive licenses to use, modify, reproduce, perform, release, display, create derivative works from, and disclose the work product, and to transfer the intellectual property to third parties for the OHA's purposes.

12. On page 7, Section 1.2 Property of OHA, please advise how the OHA handles the confidential portions of proposals during and at the conclusion of the evaluation?

The confidential portions of proposals during the evaluation will only be seen by the evaluation committee. At the conclusion of the evaluation, all confidential portions of the proposal will be placed back in the envelope it was received in, resealed and marked confidential.

13. Define subcontractor.

Further definition for a subcontractor is a business or person that is contracted by the primary contractor as part of a larger project. Primary contractors hire subcontractors to do part of the work that they have contracted to perform.