



Quantum Computing Ecosystem Study

Grant Solicitation Q&A Document Solicitation No. 2022-JAII-04

I know it's hard to estimate precisely, but to get a good idea of the pricing to put forward, any guidance you can give on the length of work? E.g. number of pages you would be looking for?

We are looking for the analysis that a professional consulting group can bring to bear in regard to capacities in the state. Fairly deep dives into understanding data sets and what's out there. We're not looking for focus groups and heavy stakeholder engagement. We're looking to tap into a group that has a body of knowledge and understands how to track down and characterize the capabilities in the state. You'll have to measure and evaluate what's affordable on your end and what you think you can provide that would provide sufficient detail and insights into what's going on in quantum in Massachusetts to help inform policymakers over time as to what the real strengths are in the state and now we are to reinforce those strengths in terms of building strategies over time.

Regarding the number of pages, we don't know the number on that. We've done some strategy work that's been in excess of 50 in certain pages. We don't think it's 10, but 25 feels like we can get a lot of learning from. It's a judgement call on your part on how long it needs to be to codify the sector landscape. It's also something where a benchmark today, which we can compare back to over time, is itself going to be valuable.

Are you able to give a steer of the range of pricing you have looked at for a previous report? E.g. \$1k / \$10k / \$100k. We would hate to put forward a totally unworkable budget so perhaps another way to manage this - is there a way to negotiate budget if good respondents price too high?

We can negotiate budgets if the price is too high assuming there aren't applicants in the pool who haven't. That is to say that if you've priced too high and there are competitive applicants in the pool who

haven't priced too high, then we probably wouldn't get to the negotiating stage. If you become the preferred approach, but are priced too high we would be open to negotiations.

This is not \$1,000 or \$10,000 but \$100,000 is on the high side. What it comes down to though is that whatever comes in will be evaluated against the value being provided.

Are there minimum criteria of the capabilities of person or group who responds to the RFP?

Everyone will be evaluated on demonstrated ability to conduct the work. We don't have any set criteria such as a certain amount of years working with firms or specific degrees that need to be on the team. The focus will entirely be on demonstration of domain knowledge and capability to produce the type of report we're looking for, such as from having done similar work in the past, even if it's in a different field.

The consultant will need to do all scouting of this type themselves based on what/who they know in the State?

We have some engagement with stakeholders and we'd be willing to support with introductions and the like. We'd anticipate that the respondent group has to have their own ties to the sector, even if it's not MA based, but demonstrate their own network to understanding the questions in the issues that you're looking to address. We will do introductions in research institutions we've got ties with. NE, Lincoln Labs, Boston University, etc.

Does the state know when the AI component of this will be released (referring to the statement Pat made on priority sectors)?

Sometime around the fall timeframe we might be in a position to start releasing some of the learning around AI.

Of the 5 areas mentioned in the bid is this the last to go out for bid or are there other areas still pending (referring to the statement Pat made on priority sectors)?

There are no other pending areas, we didn't go out to bid on all the areas we've been involved in. This is the last one.

We became engaged in the quantum space is about two and a half years ago, at the request of the executive office of housing and economic development, and we would make available the baseline

research that we did two years ago with regard to quantum on what we thought were some of the assets and opportunities that existed in the state. We have a sense of some of the obvious but really getting to that next level of understanding around what is going on in our universities, where our research institutions are focusing time and attention on them, and why, and what is the pull dynamic from the opportunities that are going to exist in the marketplace just getting a better understanding around that stuff's going to be important to us

What is the period of performance?

We expect that this type of engagement would be completed in as little as 3 months or as many as 9 months depending on the size of the firm and the amount of resources dedicated to the engagement.

What will be the contract type?

An example of MassTech's Services Agreement can be found [HERE](#). MassTech primarily enters into reimbursement based contracts, but is willing to consider fixed price contracts as well.



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