

## Questions Posed by Potential Vendors

1. Please confirm the due date for this procurement is 6/8/2018.

Proposals are due in our offices by 2:00 p.m. CST on June 8, 2018.

2. What is the date by which you will answer these questions?

By Wednesday, May 9, 2018.

3. Can you please provide greater details on how proposals will be evaluated and how the selected vendor(s) will be chosen?

Selected ACHE staff will review the proposals and they will be rated based on how well the vendor meets the requirements stated in the RFP.

4. Please describe your level of satisfaction with your current vendor(s), if applicable.

Not relevant. The Alabama State Legislature requires all contracts to be revisited every two years.

5. What collection attempts are performed or will be performed internally prior to placement?

The last award made under this inactive program was made in 2012. There will be no future awards made.

If a person is currently making payments to ACHE and become delinquent, we will attempt to contact them two times prior to turning them over to collections.

6. What is the total dollar value of accounts available for placement now by category, including any backlog?

\$450,206.00 Scholarship/Loans

7. What is the total number of accounts available for placement now by category, including any backlog?

39 Scholarship/Loans

8. What is the average balance of accounts by category?

\$13,215.00 average balance Scholarship/Loans

9. What is the average age of accounts at placement (at time of award and/or on a going-forward basis), by category?

240 days

10. What is the monthly or quarterly number of accounts expected to be placed with the vendor(s) by category?

0 Scholarship/Loans. There have been no new awards since 2012. The first placements in collections were in December 2012. The last accounts placed were placed in December of 2016.

11. What is the monthly or quarterly dollar value of accounts expected to be placed with the vendor(s) by category?

\$0.00 Scholarship/Loans. There have been no new awards since 2012.

12. What has been the historical rate of return or liquidation rate provided by any incumbent(s), and/or what is anticipated or expected as a result of this procurement?

Historical rate of 13% 2016  
Historical rate of 7% 2018

13. If applicable, will accounts held by any incumbent(s) or any backlog be moved to any new vendor(s) as a one-time placement at contract start up?

Yes.

14. What computer software system do you use to manage your accounts/inventory?

We use Excel for what is managed at ACHE.

15. Do you have any plans of changing that system in the future, and why/why not?

No. The current system is adequate.

16. Do you subscribe to any offset programs?

No.