

STATE OF DELAWARE
DEPARTMENT OF FINANCE
DIVISION OF REVENUE

January 10, 2014

TO: ALL OFFERORS
FROM: SHARON FERRARA
COLLECTIONS MANAGER
SUBJECT: ADDENDUM TO REQUEST FOR PROPOSAL NO. FIN 25-06-011101
SECOND REFERRAL COLLECTION SERVICES

ADDENDUM # 1

This addendum is provided in response to the vendor questions that have been received for the solicitation to Contract No. FIN 25-06-011101.

Q1) Please confirm the due date for this procurement.

The deadline to receive responses for this RFP is 2/17/2014 at 3:00

2) What estimated or actual dollars were paid last year, last month, or last quarter to any incumbent(s)?

Approximately \$13,500 has been paid in commissions on second referral collections from 6/1/13 through 11/30/13

3) To how many vendors are you seeking to award a contract?

We are seeking to award this contract to one or two vendors.

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

We are satisfied with our current vendor.

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

The current total dollar amount available for placement at this time is approximately \$9,475,011.

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

We currently have approximately 5200 accounts placed at the agency now broken down as follows:

Personal Income Tax: 4,110 accounts

Other State Agency Accounts: 19 Accounts

Business Accounts: 1071

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

The average age of the accounts at time of placement is approximately 1 to 8 years old, as stated in the RFP.

8) 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?

The Gross recovery rate is approximately 1.34889%. We would expect the recovery rate to stay the same or increase.

All other terms and conditions remain the same.

S:\ Addendum to proposal