



formerly College Savings Plans of Maryland

**R60R6400001 College Investment Plan Program Manager RFP
QUESTIONS and ANSWERS
10/14/2016**

Q44: The Program Management Fee table (Table A) is designed in such a way that it assumes a single fee over the aggregate assets. For a proposal that incorporates different rates for each portfolio, is it acceptable to insert the blended rate in the table for the overall plan based on the proposed mapping of the existing assets, and then to explain in a footnote and/or additional table the details of the proposal?

A44: Attachment F is designed to create a fair and comparable final figure for all proposers. It is possible to have a different number for each portfolio, but you will need to ensure there is an overall figure for each contract year, renewal period, and a total.

Q45: The Form seems to suggest that the Offerors should add Program Management Fees (calculated as the sum of Total A and Total B) to the Administrative Fee to arrive at a Grand Total. It is our understanding that the Administrative Fees will be paid out of the Program Management Fees. Is the intent (i) to reduce the Program Fees by the amount of Administrative Fees paid to arrive at the net fees available to the program manager or (ii) should we reduce the Program Fees in Part A by the amount of the Administrative Fees paid to the State?

For example: If the proposed Program Management Fee is 30 basis points and the Administrative Fee proposed to be paid out of the 30 basis points gross fee is 5 basis points, should we insert 30 basis points or 25 basis points in Table A. If we are expected to insert the gross amount of 30 basis points, would we then subtract the 5 basis points in arriving at the Grand Total in the final table?

A45: Page 123 Attachment F, the definition of Program Management Fee for the purposes of the RFP does not include the Administrative Fee. The Grand Total would be the addition of A and B.

Q46: Separately, please confirm that adding explanatory and clarifying footnotes and statements to the Financial Proposal Form would not constitute altering the Form that would make the Form non-responsive.

A46: You can add additional explanation; however, please refer to Q44.

Q47: In Attachment F. Volume II – Financial Proposal - Are we permitted to modify the spreadsheet so that we can propose a varying program management fee by portfolio? In its current format the spreadsheet only allows for a set program management fee.

A47: See Q44

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