

Questions and Answers Related to WSIB RFP 18-01: Transition Management Services

1. The RFP document refers to an Exhibit F, which "contains the special and general terms and conditions that shall be agreed to. The submission of a response constitutes acceptance by the Offeror of the special and general terms and conditions."

Question: We do not see Exhibit F on the website with the other RFP documents. We see only an Exhibit E "Optional Use Contract." Can Exhibit F be provided for review in addition to Exhibit E?

Answer: References to Exhibit F should be references to Exhibit E. Exhibit E is the sample contract language that offerors must substantially accept.

2. Section 3-1 Mandatory Minimum Qualifications states: "A. Must have an equity capitalization in excess of \$50,000,000."
 - a. [Potential offeror] meets this requirement at its parent level, but not at the level of [Potential offeror]. Would this be deemed satisfactory to meet this requirement?

Answer: Acceptable if both the firm and parent will execute the contract.

- b. Question: If Offerors do not meet this minimum requirement, can accommodations be made if offeror carries additional insurance?

Answer: Must meet this minimum qualification as stated.

3. Section 3-1 Mandatory Minimum Qualifications states: "F. Has completed 3 multi-asset class transitions (e.g. simultaneous equity, fixed-income and global equities, including foreign exchange within the same transition event) greater than \$1 billion per event over the last 5 years." We see slight difference in language between RFP #18-01 and Exhibit B (MANDATORY MINIMUM QUALIFICATIONS COMPLIANCE CERTIFICATE) for requirement F. We would like to confirm if language in Exhibit B is to be used for meeting minimum requirements and if so, do any 2 of the 3 outlined asset classes facilitate meeting this requirement.

Answer: Must meet this minimum qualification as stated in the RFP document.

4. Section 4-4 General information Eligibility to Compete states the following: "4-4 Eligibility to Compete: To eliminate potential conflicts, the WSIB does not generally hire entities that wish to provide both investment management as well as consulting services. Therefore, any firm, which either as a parent company, subsidiary, or affiliate, that is currently performing investment consulting services for the WSIB, may not compete in this RFP. The firm(s), or any subsidiary, affiliate or parent company thereof, selected as a result of this RFP may not compete during the term of the resulting contract, and any extensions thereto, in any subsequent WSIB procurement, the main purpose of which is

to hire a firm or firms for investment consulting services.” Question: The above clause specifically states “investment management” (in bold) rather than transition management. Is it WSIB’s intent that this clause apply to transition management? If so, [potential offeror’s] affiliate, [offeror affiliate], is in a pool of providers for WSIB's tangible assets portfolio. Is it WSIB’s intent to enforce the above clause in this particular case?

Answer: Transition management falls under the category of investment management services. If your organization plans to or is currently providing consulting services to the WSIB, then your organization may not also provide investment management services which includes transition management. Similarly, if your organization is awarded a contract for transition management services, it will not be considered in future procurements for consulting services.