

**New York State Housing Finance Agency, State of New York Mortgage Agency,
State of New York Municipal Bond Bank Agency
Request for Information for
Real Estate Market Analytics Software Solution
QUESTIONS AND ANSWERS: Round 4 dated October 7, 2019**

	QUESTION	AGENCY RESPONSE
1	How do the agencies define analytics as it's used in the title? Are the agencies looking for optimization and automation? Or business information?	The Agencies are seeking business information. "Analytics" as used in the title refers to real estate data.
2	Section 6.3- What is the update frequency of the information that would feed a ML/AI model?	Quarterly.
3	Section 6.2 What data do the agencies have access to? What data would Contractor/Vendor have access to?	The Contractor/Vendor doesn't need data from the Agencies. The Agencies are seeking market data from the Contractor/Vendor.
4	What is the depth of insight that you hope to get from this solution: 1) general business information such as reporting, queries, visualization and alerts or 2) all of that plus more advanced analytics such as statistical analysis, forecasting, predictive modeling and optimization?	The Agencies are seeking general business information in connection with different real estate market fundamentals in each NY region – trending rents, vacancy rates, absorption rates, sales comps, cap rates, etc. Ideally, interface to be map-based so searches can be generated geographically. There should be an option to present data in clean printable report formats or spreadsheets for download into excel for further user analysis.
5	Does the information refresh on a regular basis such that artificial intelligence should be applied to develop progressively more refined insights?	Not necessary – data should reflect current market activity though.

6	Does the agency have access to all of the data sets it expects to be leveraged in the final solution?	No, expecting the data to be provided by the vendor.
7	Does the agency expect that the selected vendor will partner with the appropriate partner vendor(s) to obtain any additional data sets necessary to address the described use case(s)?	The Agencies are not opposed to having a vendor partner with another vendor to deliver the best product. However, the Agencies are seeking one seamless web-based platform provided by one vendor.

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QUESTIONS AND ANSWERS: Round 3 dated September 30, 2019**

	QUESTION	AGENCY RESPONSE
1	Are there currently any existing IT systems in place performing functions along the lines of the RFI requirements?	There are no current or existing IT systems in place.
2	What database and mapping software, if any, does the Agency currently subscribe to?	We are generally using ArcGIS; although we use open source too.
3	Does the agency have in-house IT resources capable of developing customizable software products for a custom built tool, or is the Agency specifically looking for an off-the-shelf product/s?	We are seeking a web-based COTS product.
4	Are there any specific requirements related to cyber security (e.g., on premise solution vs. cloud, etc.).	Requirements, while applicable in a RFP process, are not applicable in this RFI process. The purpose of the RFI is to gain knowledge regarding the full range of potential options and strategies currently available in the marketplace.
5	What is the Agency's timing for procurement of a selected technology?	"Timing," while applicable in a RFP process, are not applicable in this RFI process.

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QUESTIONS AND ANSWERS: Round 2 dated September 27, 2019**

	QUESTION	AGENCY RESPONSE
1	I saw in a Q&A addendum that a few of the New York Housing/ Finance Agencies anticipate releasing potential solicitations for the Real Estate Market Analytics Software Solution in the first half of 2020. Is this the same timeframe as your Agency is anticipating for a solicitation release? (https://hcr.ny.gov/system/files/documents/2019/09/RFI%20-%20Real%20Estate%20Software%20QA%20Round%201.pdf) Reference: Questions 7 and 8	Yes.
2	What is the estimated cost of the Real Estate Market Analytics Software Solution project?	For purposes of this RFI process, questions relating to cost are not applicable.
3	Has the Department allocated funding for the Real Estate Market Analytics Software Solution yet? If so, through which source (budget, CIP, state/federal grant, etc.)	For purposes of this RFI process, questions relating to funding are not applicable.
4	How is the Department currently meeting this need?	Deal specific market analysis and appraisal.
5	Which vendor provides the incumbent Real Estate Market Analytics Software Solution?	The Agencies do not have a software solution in place at this time.
6	Would it be possible to name the three greatest challenges the Department is having with their current solution?	Not applicable to this RFI process.
7	Who is the technical contact and/or project manager for the Real Estate Market Analytics Software Solution?	Not applicable to this RFI process.
8	Which operating platform does the Department currently use?	Not applicable to this RFI process.
9	Which operating platform is desired for the Real Estate Market Analytics Software Solution?	Microsoft Windows.

10	Which other systems will have to integrate/interface with the Real Estate Market Analytics Software Solution, and will the State provide incumbent vendors for each system?	Unknown. RFI respondents can share what the capabilities, if any, are available.
11	Can the Department elaborate on any additional drivers behind this acquisition that may not be addressed in the RFI?	No.
12	What is the number of users anticipated for the Real Estate Market Analytics Software Solution?	RFI should address needs from 5 – 30 people.
13	Have you had any external assistance preparing this RFI?	Not applicable to this RFI process.

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QUESTIONS AND ANSWERS: Round 1 dated September 18, 2019**

	QUESTION	AGENCY RESPONSE
1	Whether companies from Outside Canada can apply for this? (like, from India or USA)	Any company may submit a response to the Request for Information.
2	Whether we need to come over there for meetings?	The Agencies may elect (i) to conduct interviews for clarification of responses or (ii) request demonstrations. While it is the Agencies preference to conduct in-person interviews and/or view demonstrations, video conferencing is possible.
3	Can we perform the tasks (related to RFP) outside Canada? (like, from India or USA)	This is a request for information and NOT a request for proposals.
4	Can we submit the proposals via email?	Your firm's response to the Request for Information (RFI) must be submitted via email in accordance with the instructions in the RFI.
5	Does HCR currently have any software solution in place for market analytics?	No.
6	If so, was it provided by an outside vendor, and does that vendor still have an active contract?	N/A
7	If there is to be a potential solicitation, does HCR have an anticipated timeframe for solicitation release?	First half of 2020.
8	Or a target project start or implementation date?	Second half of 2020, if possible.