



Request for Proposals for Massachusetts Quantum Computing Ecosystem Study

RFP No. 2022-JAII-04

**Massachusetts Technology Collaborative
75 North Drive
Westborough, MA 01581-3340
<http://www.masstech.org>**

Procurement Team Leader: Pat Larkin

Date Issued:	May 3, 2022
Bidders' Conference:	May 18, 2022
Questions Due:	May 19, 2022
Answers to Questions Posted:	May 26, 2022
Responses Due:	June 8, 2022 by 3:00PM EST

1. INTRODUCTION

1.1 Overview

The John Adams Innovation Institute (Innovation Institute”), a division of the Massachusetts Technology Collaborative (“Mass Tech Collaborative” or “MassTech”), is issuing this Request for Proposals (RFP No. 2022-JAII-04 (the “RFP”) to solicit responses from qualified consultants (“Respondents”) with demonstrated knowledge of Quantum Computing technologies and applications and who can assess the overall economic and business environment influencing the growth and competitiveness of emerging quantum industry sectors in Massachusetts . The selected consultant must be able to provide analysis, relevant current and predictive market research, and comprehensive assessment of the broader Quantum Computing sector (inclusive of computing, sensing, cryptography, etc) in Massachusetts, to include but not limited to, research and development activities in Massachusetts, existing and emerging industry and supply chain participants, identification of emerging markets that align with quantum assets in the Commonwealth.

Ultimately the engagement will yield a baseline understanding of the current capacities and how they align with growth opportunities for the emerging Quantum Computing sector in Massachusetts. Respondents will be competing against each other for selection to provide the services set forth herein (the “Services”). The submissions of all Respondents shall be compared and evaluated pursuant to the evaluation criteria set forth in this RFP, and a single Respondent may be selected.

Mass Tech Collaborative will be the contracting entity on behalf of the Innovation Institute for the purposes of this RFP, and (except where the specific context warrants otherwise), the Innovation Institute and Mass Tech Collaborative are collectively referred to as Mass Tech Collaborative or MassTech. Mass Tech Collaborative will enter into a Services Agreement and Statement of Work with selected Respondents containing certain standard provisions (the “Agreement”), located [HERE](#).

1.2 Mass Tech Collaborative and the Innovation Institute

Mass Tech Collaborative is an independent public instrumentality of the Commonwealth of Massachusetts focused on strengthening the competitiveness of the tech and innovation economy by driving strategic investments, partnerships, and insights. The Mass Tech Collaborative brings together leaders from industry, academia, and government to advance technology-focused solutions that lead to economic growth, job creation, and public benefits in Massachusetts. Mass Tech Collaborative has five primary divisions: The Innovation Institute at MassTech, the MassCyberCenter, the Massachusetts Center for Advanced Manufacturing, the Massachusetts e Health Institute, and the Massachusetts Broadband Institute. For additional information about Mass Tech Collaborative and its programs and initiatives, please visit our website at www.masstech.org.

Established in 2004 as a division of the Mass Tech Collaborative, the Innovation Institute works to support key industry clusters and to improve conditions for growth in the Commonwealth’s innovation economy. Acting as an agent of the state the Innovation Institute identifies and promotes new ideas and collaborative strategies that drive economic growth in priority clusters by convening leaders from state, industry, university, finance and nonprofit sectors across Massachusetts. For more information about the Innovation Institute and its activities and investments, please visit the website at www.masstech.org/innovation-institute.

2. Services Required

2.1 Overview

In Spring, 2019, the Innovation Institute conducted an analysis of emerging technology sectors in Massachusetts with a stated objective to answer the following question: What is next for the Tech and

Innovation Economy in Massachusetts? The findings from this analysis align with the policies of state government to foster a business climate that encourages industry leaders, innovative companies, and entrepreneurs to prosper in Massachusetts as well as with state policies to improve the competitiveness of key industry clusters through strategic investments in technology and infrastructure (see: [Partnerships for Growth: A plan to enable the Commonwealth's regions to build, connect and lead](#)).

The Innovation Institute's Emerging Tech Study led to the introduction of five priority focus areas that are contributing to new growth in the Tech and Innovation economy in Massachusetts: Quantum Computing, AI, FinTech, Robotics, and Blockchain. To date, the Innovation Institute has been fully engaged with Stakeholder groups from three of these focus areas, supporting development of strategic frameworks and action agendas for each. The Innovation Institute has provided project support for a Robotics Industry Steering Committee, Blockchain Leadership Group, and Massachusetts FinTech Working Group. The FinTech Working Group has successfully launched the MassFintechHub, a membership organization focused on improving the competitiveness of FinTech in the Commonwealth and beyond.

The Innovation Institute is now assessing the opportunities and priorities necessary to fully leverage Massachusetts' Quantum Computing assets and identifying strategic priorities as well as securing its leadership in advancing the technology.

The Massachusetts Quantum Computing Study will:

- Provide a baseline survey and assessment of Massachusetts innovation capacity in Quantum Computing based on an agreed upon set of economic development factors.
- Provide an inventory of critical Quantum Computing assets in the state, including but not limited to private industry, R&D, college and university programs and workforce pipelines, supporting STEM and education/community programs, and public/private partnerships.
- Provide predictive market and economic development research to inform further investment and economic growth.
- Prioritize key focus areas for the Commonwealth moving forward that leverage the assets and potential of Quantum Computing and related technologies.

2.2 Scope of Services

The successful Respondent will be an individual or firm, familiar with Quantum Computing technologies and market dynamics. This respondent will be adept at conducting a comprehensive assessment of an economic ecosystem, while synthesizing information from a variety of sources; collecting and analyzing data and information from secondary sources; and will have a demonstrated ability to analyze and assess current and future opportunities.

The successful respondent will demonstrate proficiency with market conditions and opportunities in Quantum Computing and as well as knowledge of the ecosystem needs necessary to accelerate the development and adoption of Quantum Computing technologies.

The scope of Services of the consultant are:

- Develop a comprehensive assessment of the Quantum Computing landscape in Massachusetts and evaluate against the competitive positioning and initiatives underway in other regions across the United State and globally.

- Conduct independent research on the strengths, weaknesses, opportunities and threats associated with the Quantum Computing economic development opportunities in Massachusetts.
- Create an inventory and comprehensive reference of all Quantum Computing assets and participants in the Massachusetts Quantum Computing ecosystem.
- Produce a well-researched and extensive report on the status of Quantum Computing in Massachusetts that informs, documents, and assesses the Quantum Computing opportunity in Massachusetts; supplemented with a portfolio of supporting communications that provides information and various perspectives on the Massachusetts Quantum Computing assets - ie. presentations; executive summary; infographics, etc.

2.3 Evaluation Process and Criteria

2.1 Process

The Mass Tech Collaborative shall evaluate each Application that is properly submitted. As part of the selection process, Mass Tech Collaborative may invite finalists to answer questions regarding their Application in person or in writing. In its sole discretion, Mass Tech Collaborative may also choose to enter into a negotiation period with one or more finalist Respondent(s) and then ask the Respondent(s) to submit a best and final offer.

2.2 Criteria

Selection of a Respondent to provide the services sought herein may be based on criteria that include but are not limited to:

- Strength of Applicant's qualifications
- Familiarity with the Quantum Computing ecosystem in Massachusetts
Demonstrated experience in conducting ecosystem analyses including both quantitative analyses and qualitative ecosystem mapping
- Demonstrated success at recognizing and recommending actionable opportunities, especially with respect to collaborative improvements in an ecosystem
- Familiarity with technologies and market trends that will impact Quantum Computing in the future and of companies and business models that are to be expected in this space
- Ability to perform the services based upon experience and references
- Overall pricing and rates proposed

The order of these factors does not generally denote relative importance. The goal of this RFP is to select and enter into an Agreement with the Applicant that will provide the best value for the Services to achieve Mass Tech Collaborative's goals. Mass Tech Collaborative reserves the right to consider such other relevant factors as it deems appropriate in order to obtain the "best value".

3. APPLICATION PROCESS

3.1 Application and Submission Instructions

Respondents are cautioned to read this RFP carefully and to conform to its requirements. Failure to comply with the requirements of this RFP may serve as grounds for rejection of an Application.

- a. All Applications must be submitted electronically in Microsoft Word or PDF format.
- b. Required Submissions- All Applications must include the items listed below:
 - Application Cover Sheet ([Attachment A](#))
 - Application, which shall include:
 - A description of Respondent (including descriptions of proposed subcontractors, if any) and Respondent's qualifications to perform the Project.
 - The details of Respondent's proposed approach to the Services.
 - The total not-to-exceed costs for the Services based on projected hours, proposed hourly rates, as well as any other appropriate costs, in the Budget Template ([Attachment C](#)). List additional fees, overhead charges, or reimbursable expenses, if any. As a general policy, the Mass Tech Collaborative does not pay mark-ups on reimbursables or out-of-pocket expenses. For travel costs, the Mass Tech Collaborative pays the IRS rate per mile.
 - Three references for work previously performed by the Respondent that is substantially similar to the Services. References should include a contact person, address and phone number.

Authorized Application Signature and Acceptance Form ([Attachment B](#)), which contains specified certifications by Respondent. **Please read the certifications carefully before signing.**

- Exceptions to the *Services Agreement and Statement of Work*, located at [HERE](#)
- c. Applications **must** be delivered as follows:

An electronic version submitted to:

proposals@masstech.org (please include "RFP No. 2022-JAII-04" in the subject heading).

- d. Any and all responses, Applications, data, materials, information and documentation submitted to Mass Tech Collaborative in response to this RFP shall become Mass Tech Collaborative's property and shall be subject to public disclosure. As a public entity, the Mass Tech Collaborative is subject to the Massachusetts Public Records Law (set forth at Massachusetts General Laws Chapter 66). There are very limited and narrow exceptions to disclosure under the Public Records Law. If a Respondent wishes to have the Mass Tech Collaborative treat certain information or documentation as confidential, the Respondent must submit a written request to the Mass Tech Collaborative's General Counsel's office no later than 5:00 p.m. fourteen (14) business days prior to the required date of Application submission set forth in Section 4.2 below. The request must precisely identify the information and/or documentation that is the subject of the request and provide a detailed explanation supporting the application of the statutory exemption(s) from the public records cited by the Respondent. The General Counsel will issue a written determination within ten (10) business days of receipt of the written request. If the General Counsel approves the request, the Respondent shall clearly label the relevant information and/or documentation as "**CONFIDENTIAL**" in the Application and **shall only include the confidential material in the hard copy of the Application**. Any statements in an Application reserving any confidentiality or privacy rights that is inconsistent with these requirements and procedures will be disregarded.

3.2 Application Timeframe

The application process will proceed according to the following schedule. The target dates are subject to change. Therefore, Respondents are encouraged to check Mass Tech Collaborative's website frequently for updates to the schedule.

Task	Date:
RFP Released	May 3, 2022
Bidders' Conference	May 18, 2022 @ 1 PM EST
Questions Due	May 19, 2022 @ 5 PM EST
Question and Answer File Posted	May 26, 2022 @ 5 PM EST
Applications Due	June 8, 2022 @ 3 PM EST

3.3 Questions

Questions regarding this RFP must be submitted by electronic mail to proposals@masstech.org with the following Subject Line: "Questions – RFP No. 2022-JAII-04". All questions must be received by 5:00 p.m. EST on April 28, 2022. Responses to all questions received will be posted on or before 5:00 p.m. on May 4, 2022 to Mass Tech Collaborative and COMMBUYS website(s).

3.4 Bidders' Teleconference/Webinar

A bidders' teleconference will be held on May 18, 2022 at 1PM EST. All potential Respondents interested in participating in the bidders' teleconference must register with Mass Tech Collaborative by May 17, 2022 in order to obtain the conference call information. To register, please email James Byrnes at Byrnes@masstech.org. Mass Tech Collaborative will transmit the conference call information to all registered bidders 24 hours in advance of the teleconference. Mass Tech Collaborative will post summary responses to procedural questions and issues addressed at the bidders' teleconference on the Mass Tech Collaborative and the COMMBUYS websites.

4.0 GENERAL CONDITIONS

4.1 General Information

- a) If an Application fails to meet any material terms, conditions, requirements or procedures, it may be deemed unresponsive and disqualified. The Mass Tech Collaborative reserves the right to waive omissions or irregularities that it determines to be not material.
- b) This RFP, as may be amended from time to time by Mass Tech Collaborative, does not commit Mass Tech Collaborative to select any organization(s), award any grant funds pursuant to this RFP, or pay any costs incurred in responding to this RFP. Mass Tech Collaborative reserves the right, in its sole discretion, to withdraw the RFP, to engage in preliminary discussions with prospective Respondents, to accept or reject any or all Applications received, to request supplemental or clarifying information, to negotiate with any or all qualified Respondents, and to request modifications to Applications in accordance with negotiations, all to the same extent as if this were a Request for Information.
- c) On matters related solely to this RFP that arise prior to an award decision by the Mass Tech Collaborative, Respondents shall limit communications with the Mass Tech Collaborative to the Procurement Team Leader and such other individuals as the Mass Tech Collaborative may designate from time to time. No other Mass Tech Collaborative employee or representative is authorized to provide any information or respond to any questions or inquiries

concerning this RFP. Respondents may contact the Procurement Team Leader for this RFP in the event this RFP is incomplete.

- d) The Mass Tech Collaborative may provide reasonable accommodations, including the provision of materials in an alternative format, for Respondents with disabilities or other hardships. Respondents requiring accommodations shall submit requests in writing, with supporting documentation justifying the accommodations, to the Procurement Team Leader. The Mass Tech Collaborative reserves the right to grant or reject any request for accommodations.
- e) Respondent's Application shall be treated by the Mass Tech Collaborative as an accurate statement of Respondent's capabilities and experience. Should any statement asserted by Respondent prove to be inaccurate or inconsistent with the foregoing, such inaccuracy or inconsistency shall constitute sufficient cause for Mass Tech Collaborative in its sole discretion to reject the Application and/or terminate of any resulting Agreement.
- f) Costs that are not specifically identified in the Respondent's response and/or not specifically accepted by Mass Tech Collaborative as part of the Agreement will not be compensated under any contract awarded pursuant to this RFP.
- g) Mass Tech Collaborative's prior approval is required for any subcontracted services under any Agreement entered into as a result of this RFP. The selected Respondent will take all appropriate steps to assure that minority firms, women's business enterprises, and labor surplus area firms are used when possible. The selected Respondent is responsible for the satisfactory performance and adequate oversight of its subcontractors. Subcontractors are required to meet the same requirements and are held to the same reimbursable cost standards as the selected Respondent.
- h) Submitted responses must be valid in all respects for a minimum period of sixty (60) days after the deadline for submission.
- i) Mass Tech Collaborative reserves the right to amend the Agreement at any time prior to execution. Respondents should review the Agreement as they are required to specify any exceptions to the Agreement and to make any suggested counterproposal in their Application. A failure to specify exceptions and/or counterproposals will be deemed an acceptance of the Agreement's general terms and conditions, and no subsequent negotiation of such provisions shall be permitted.

4.2 Posting of Modifications/Addenda to RFP

This RFP has been distributed electronically using the Mass Tech Collaborative and COMMBUYS websites. If the Mass Tech Collaborative determines that it is necessary to revise any part of this RFP, or if additional data is necessary to clarify any of its provisions, an addendum will be posted to the websites. It is the responsibility of each potential Respondent to check the Mass Tech Collaborative, the Innovation Institute and COMMBUYS websites for any addenda or modifications to the RFP. The Mass Tech Collaborative accepts no liability and will provide no accommodation to Respondents who submit a response based on an out-of-date RFP.

Attachment A
Application Cover Sheet

Name of Respondent			
Mailing Address	City/Town	State	Zip Code
Telephone	Fax	Web Address	
Primary Contact for Clarification		Primary Contact E-mail Address	
Authorized Signatory		Authorized Signatory E-mail Address	
Legal Status/Jurisdiction (e.g., a Massachusetts Corporation, LLC, LLP, etc.)		Respondents DUNS No.	

Attachment B
Massachusetts Technology Collaborative
Authorized Respondent's Signature and Acceptance Form

The undersigned is a duly authorized representative of the Respondent listed below. The Respondent has read and understands the RFP requirements. The Respondent acknowledges that all of the terms and conditions of the RFP are mandatory. By executing this Authorized Respondent's Signature and Acceptance Form, Respondent certifies that they (1) are in compliance with the terms, conditions and specifications contained in this RFP, (2) acknowledges and understands the procedures for handling materials submitted to the Mass Tech Collaborative as set forth in section 3.1 d. of this RFP, (3) agrees to be bound by those procedures, and (4) agrees that the Mass Tech Collaborative shall not be liable under any circumstances for the disclosure of any materials submitted to the Mass Tech Collaborative pursuant to this RFP or upon the Respondent's selection.

The Respondent understands that, if selected by the Mass Tech Collaborative, the Respondent and Mass Tech Collaborative will execute an Agreement specifying the mutual requirements of participation. The undersigned has either (*please check one*):

- specified exceptions and counter-proposals to the terms and conditions of the [Services Agreement and SOW](#); or
- agrees to the terms and conditions set forth therein;

The undersigned acknowledges and agrees that the failure to submit exceptions and counter-proposals with this response shall be deemed a waiver, and the Agreement shall not be subject to further negotiation.

Respondent agrees that the entire bid response will remain valid for sixty (60) days from receipt by the Mass Tech Collaborative.

I certify that Respondent is in compliance with all corporate filing requirements and State tax laws.

I further certify that the statements made in this response to the RFP, including all attachments and exhibits, are true and correct to the best of my knowledge.

Respondent: _____
(Printed Name of Respondent)

By: _____
(Signature of Authorized Representative)

Name: _____

Title: _____

Date: _____

Attachment C
Budget Template

SEE EXCEL SPREADSHEET