

RFP Q&A

BUILD BACK BETTER

TALENT LANDSCAPE ANALYSIS



May 9, 2025

GREATER
ST. LOUIS INC.

Q U E S T I O N :

What other strategic planning is being done for this sector and how does the talent landscape need to integrate with these lines of effort?

A N S W E R :

We've contracted with two other vendors to conduct a baseline assessment and strategic roadmap for our advanced manufacturing industry.

This research just kicked off in May, and by July, will have completed an initial cluster analysis.

These efforts will address workforce demand, which is why the talent landscape RFP is focused on supply.

We will make additional information available about the scope of these projects on our website by the end of the week.

QUESTION:

What stakeholders need to be engaged during the talent landscape analysis?

ANSWER:

Our core team provides direction to our work. This includes GSL, the St. Louis Economic Development Partnership, the St. Louis Development Corporation, and the Advanced Manufacturing Innovation Center St. Louis.

We also have a broader coalition, which you can [view here](#) that received funding through Build Back Better.

Beyond these two groups, the vendor may wish to engage up to 200 education and workforce development partners across the region. The core team can provide an initial list, but the vendor should perform additional research to ensure the list provided is comprehensive.

Q U E S T I O N :

What is the budget for the project?

A N S W E R :

We are not releasing a budget at this time. To ensure the most efficient use of the public funds that support this project, we have incorporated cost into project scoring along with other factors.

QUESTION:

If the project team proposes additional deliverables as encouraged, should these be itemized separately or integrated into the core project plan?

ANSWER:

Vendors should not recommend additional deliverables that fall outside of the scope of the RFP. You may want to consider outlining additional deliverables for the purpose of showing a more granular level of detail in your project plan.

For instance—offering to provide demand-side labor information, when the RFP is calling for supply-side information, would be out of scope.

When in doubt—separate cost estimates are welcome.

Q U E S T I O N :

What is the timeline for the project?

A N S W E R :

July 2025

Contracts finalized and approved by GSL Board

March 2026

Final deliverables completed and presented to stakeholders

Q U E S T I O N :

Are there other important milestones or events that the project team should plan around?

A N S W E R :

We will build a calendar out and will post this to our website later this week.

Q U E S T I O N :

How much travel is expected of the vendor?

A N S W E R :

We ask that vendors limit the travel in their proposals to only what is necessary. Much of the stakeholder engagement required as part of this project can be completed virtually.

Vendors may wish to schedule some stakeholder engagement in person and should plan for an in person kick off and final presentation of the primary deliverables.

Q U E S T I O N :

Can we provide links to work done on past engagements to show digital assets?

A N S W E R :

Yes, absolutely!

Q U E S T I O N :

How should we submit resumes of the team members expected to be engaged?

A N S W E R :

You can include resumes or simply include bios for your team as part of the larger proposal. Links to team member's LinkedIn pages are also acceptable.

Q U E S T I O N :

Can you provide more detail about the database that will be created?

A N S W E R :

We are not asking vendors to build a public facing portal or custom software to house the database; however certain data that is collected may be used publicly in the future.

We will work with the vendor and stakeholders to ensure it is clear what data will and won't be shared publicly.

The data needs to be formatted and collected from stakeholders in such a way that it can be easily reformatted and repurposed for use in a public facing portal or software tool in the future.

The data will initially be used by our coalition to inform strategic planning efforts.

Q U E S T I O N :

Can you provide more detail about the database that will be created?

A N S W E R :

The database will not be updated more regularly than annually.

The vendor should outline any proposed licenses that would need to be procured and their cost, such as ArcGIS.

Q U E S T I O N :

Will the vendor have access to any existing workforce assessments or data sets?

A N S W E R :

There are several existing workforce assessments and data sources that may be relevant to this project. However, vendors are expected to take the lead in identifying, requesting, and analyzing data sets. Key sources may include:

Additional data may be available through partner organizations and public agencies. Vendors should plan to engage with state and regional partners to obtain relevant data as part of their methodology.