

Questions for MACI - RFP 17-001:

Item	Description	Ref	MACI Answer
1	Please explain the nature of complexity – “AR requirements are complex due to the nature of MACI Global operations” other than currency triangulation.	Section 1.2 paragraph 3	This RFP is for an as-is move of our existing Dynamics GP Implementation.
2	What is the expected resolution of the complexity referred to above?		Dynamics 365 Operations.
3	We take triangulation to mean system base currency, potential reporting currency and multiple transaction currency. Is this your working model?		Being able to pay any invoice (irrespective of currency) with another currency and translate back to Base Currency (KYD)
4	Is a “Key requirements Document” available from your solution selection process? If so can we have access to it?	Section 3.2	No
5	<p>For the General Ledger implementation, please clarify:</p> <ul style="list-style-type: none"> ➤ What are your expectations of Chart of Accounts redesign? ➤ Dynamics work on Dimensional analysis and likely require restructuring, has due diligence been completed? ➤ How many years’ historical data will require migration (statutory 7+ current or more)? ➤ Do you have automated bank statement upload formats available with reconciliation module? ➤ Will budgets be compiled externally of spreadsheets and uploaded or integrated within solution? ➤ How many company set-ups will be required? Is the UK and other geographical locations separate legal entities? ➤ Will these companies have differing local currencies? ➤ Will you require multi-currency consolidation for all companies? 	Section 3.2	<p>This RFP is for an AS-IS migration.</p> <ul style="list-style-type: none"> ➤ As-Is ➤ Will be required as part of Analysis and Discovery phase. ➤ From 2014 ➤ No ➤ Built from Spreadsheet ➤ One ➤ N/A ➤ N/A

<p>6</p>	<p>For the Payables Management implementation, please clarify:</p> <ul style="list-style-type: none"> ➤ What vendor history will be brought across and at what level (summary or transaction)? ➤ How many years of vendor history will be brought across? ➤ What will happen to open transactions at year end, will these require importation into new system or will they expire in the old system? 	<p>Section 3.2</p>	<ul style="list-style-type: none"> ➤ All Vendor History at Transaction Level ➤ From 2014 ➤ Imported into New
<p>7</p>	<p>For Purchase Order processing implementation, please clarify:</p> <ul style="list-style-type: none"> ➤ What order history will be brought across and at what level (summary or transaction)? ➤ How many years of order history will be brought across? ➤ What will happen to open orders at year end, will these require importation into new system or will they expire in the old system? ➤ Will approval be work-flowed? ➤ Is there a Procurement team who will act as Category Buyers? 	<p>Section 3.2</p>	<p>After further in-house review, decision has been taken not to implement at this time.</p>

8	As in item 6, please clarify those questions for Receivables Management.	Section 3.2	Receivables currently handled via Import from A/R system and all transactions from 2014 will need to be migrated
9	For Sales Order processing implementation, please clarify: <ul style="list-style-type: none"> ➤ What order history will be brought across and at what level (summary or transaction)? ➤ How many years of order history will be brought across? ➤ What will happen to open orders at year end? ➤ Will these open orders require importation into the new system or will they expire in the old system? 		After further in-house review, decision has been taken not to implement at this time.
10	For the Asset Management implementation, please clarify: <ul style="list-style-type: none"> ➤ Any industry specific depreciation treatment or requirement for partial disposal of assets. 	Section 3.2	<ul style="list-style-type: none"> ➤ Straight Line (Disposal of Asset: no requirement)
11	For Forms customisation please clarify: <ul style="list-style-type: none"> ➤ The number of forms by system (Sales Invoice / Credit notes / etc.). ➤ Is the customisation going to be “as is” or will there be a redesign? 	Section 3.2	After further in-house review, decision has been taken not to proceed with any forms customisations at this time.
12	For the CISIS upload, reference is made to “GL then Bank”. <ul style="list-style-type: none"> ➤ Please clarify if the Bank module is intended to be implemented. ➤ Is this intended to be Bank Reconciliation? ➤ Are open Bank reconciling items being imported? 	Appendix C. 12	Yes Yes Yes
13	Please specify all uploads and interfaces that will feed Dynamics, sources of data and who will script the upload should this be required. Please describe your expectations as to in house IT’s support and role in this process.		There is currently no automatic interface with Dynamics. The CISIS Data is imported into Integration through a manually controlled Integration manager process.
14	Data migration will require data to be stripped of existing links for enquiries. Has this been recognised and factored into the requirements?		Will be required as part of Analysis and Discovery.

15	<p>Reference is made to Management Reporter. Please specify:</p> <ul style="list-style-type: none"> ➤ How many “core” reports will be required on Day One? ➤ What these core reports will be. 	Appendix C. 2	Management Reporter Reports already exist.
16	<p>Training:</p> <ul style="list-style-type: none"> ➤ Training is shown as being required in Cayman and UK, are these expected to be on site face to face or alternatively WebEX? ➤ How many users will require training? 		<ul style="list-style-type: none"> ➤ WEBEX or alternative should prove sufficient. ➤ 10
17	<p>Documentation:</p> <ul style="list-style-type: none"> ➤ What documentation is there already? ➤ Can we have access to this documentation? ➤ Does the scope of delivery include providing documentation? 		<ul style="list-style-type: none"> ➤ There is internal documentation that will be made available to the winning vendor. ➤ Not at this time ➤ Yes, scope of delivery will include providing documentation
18	User Acceptance Testing:		Required.

	<ul style="list-style-type: none"> ➤ User acceptance testing will be undertaken by designated users, however, please confirm that the users will provide and create all the scenarios for testing in terms of the UAT scripts. 		<ul style="list-style-type: none"> ➤ Users will provide scenarios for testing
19	<p>Please describe the due diligence process and associated results that MACI has used to confirm that Dynamics 365 has the potential to meet its functional requirements, specifically with regard to:</p> <ul style="list-style-type: none"> ➤ Discounting. ➤ Multi-currency triangulation. ➤ Payroll for both Cayman and the United Kingdom. 		<p>Product has already been identified as a fit for Discounting, Multi-Currency Triangulations and Payroll for Cayman</p> <p>Payroll for UK not needed</p>
20	<p>Please describe your expectations as to which functions Dynamics 365 will provide relative to Human Resources Management as mentioned in Section 3.2.</p>	Section 3.2	<p>After further in-house review, decision has been taken not to implement at this time.</p>
21	<p>In Section 3.6 the RFP describes the senior staff that will be available to the project. Please confirm that other operational staff of IT and Finance will be available as required to support project activities including needs analysis, requirements definition, data cleanup and testing.</p>	Section 3.6	<p>Necessary personnel will be available as required.</p>
22	<p>Please describe your expectations for support service levels from the successful vendor once the system has been implemented.</p>		<p>On-island, day to day support.</p>
23	<p>Please clarify the meaning of item 23 of Section 6.2.4.</p> <ul style="list-style-type: none"> ➤ <i>“The vendor is expected to do this work off-site utilising their own resources”</i> 	Section 6.2.4	<p>Other than for analysis and discovery, System is and will continue to be accessible remotely.</p>

24	<p>Please provide the following:</p> <ul style="list-style-type: none"> ➤ Number of employees total and in each of Cayman and the UK. ➤ Number of Finance staff. ➤ Number of IT staff. 		<p>KY – 23 UK – 21 Finance Staff – 7 Although this is a functional definition and MACI has moved away from Functional Units. IT Staff - 3</p>
25	<p>We acknowledge the schedule provided by MACI in Section 2.2. Please provide guidance as to your expectations relative to the following:</p> <ul style="list-style-type: none"> ➤ Please describe the business drivers for the schedule defined by MACI, specifically, the “go live” date. ➤ If the a vendor is of the view that the quality of MACI’s implementation will be enhanced and the level of risk decreased by a schedule that extends beyond these dates, how would you suggest the vendor describe this in its proposal? 		<ul style="list-style-type: none"> ➤ Project Go-Live is in line with meeting other projects dependent on this Projects completion. ➤ Vendor welcomed to make recommendations as outlined in RFP. MACI will analyze Vendor on ability to meet our timeline.
26	<p>Please describe the budget that MACI has established for this project.</p>		<ul style="list-style-type: none"> ➤ MACI is not at liberty to disclose this information at this time. Please provide quote as to Vendors cost to achieve project as outlined in RFP.