



Questions and Answers
MAGMA OEM & Industry Seminars, Education and Training Provider Request for
Proposals

Attention all potential respondents:

MAGMA understands and accepts that many of the learning objectives and outcomes designated under each of the six specified topic areas may need to be broken into multiple short courses. If your organization feels there are areas which would be better suited if split into multiple short courses, MAGMA encourages you to do so and outline this within your proposal submission.

Submitted Questions are included in **bold**.

- 1. Would MAGMA consider reviewing and evaluating proposals after the May 30 deadline in cases where training providers may later develop new programs or new information about programs that pertain to the training topics listed in the RFP?**
 - a. MAGMA will only review and evaluate proposals for this RFP that are submitted on or before May 30, 2017. MAGMA may issue additional RFPs in the future where training providers can incorporate any new programs or new information within their proposals. New proposals may be considered on a rolling basis past the May 30 deadline, at the discretion of MAGMA employer partners.

- 2. Would MAGMA consider evaluating proposals from training providers who are not yet listed on the Michigan ETPL? My organization, for example, is based in Pennsylvania and as such has been counseled that it must first be listed on the Pennsylvania ETPL, which so far is going slower than expected. Then step two is to become listed on the Michigan ETPL, which may be ambitious by May 30.**
 - a. MAGMA will only review and evaluate proposals for this issued RFP from training providers that are listed on the Michigan ETPL, or are in process of obtaining ETPL designation. Only organizations and courses on the ETPL will be able to be offered to MAGMA employers.

- 3. What is meant by automotive systems in the Systems Engineering training? is this a review of the major vehicle subsystems—powertrain, chassis, interiors, electrical/electronics, etc.?**

- a. An overview of vehicle systems, including but not limited to CAN (computerized area network), LIN (Local Interconnect Network), etc., would be incorporated in a short course or courses dealing with automotive systems. An end user of this short course or courses should be able to contrast the differences between systems.

4. Is it a two to three-day seminar or apprenticeship program?

- a. MAGMA is asking for training providers to propose and develop a two to three-day short course.

5. Will the event be at hotel? If UT3D is selected, will funding be available to rent or purchase or borrow hardware, computers etc. Class room or office sitting? Download trial version, hotel stay covered, and memorandum of understanding. Will there be just one presenter?

- a. MAGMA prefers to leverage the site of the training provider. However, depending on the proposed training provided, employers may prefer training be delivered at their own facility. If training providers require funding for any additional elements (space rental, purchase/borrow hardware, etc.) please include and identify these within the overall course cost.

6. Is there funding for related development?

- a. There is no funding available at this time for course development. If a training provider chooses, they may incorporate the need for further development and related funding needs in their proposal for MAGMA consideration. Training providers are welcome to submit proposals outlining short courses that relate to and address any of the six specified training needs and the listed learning objectives and outcomes within the RFP. Payment will only be made to awarded training providers for selected short courses.

7. Is the RFP around development or delivery?

- a. MAGMA is asking for proposals that outline the delivery of each short course and provide information regarding each point listed on page six of the RFP. Training providers are welcome to outline the development of proposed short courses along with the delivery if they feel it will help their proposal.

8. Will there be multiple awards?

- a. Awards will be made solely at the discretion of MAGMA, multiple awards to one or more training providers may be made depending on the quality of submissions received.

9. There seems to be confusion over where training providers need to be registered - is MiTC is the same as Michigan Eligible Training Provider List (ETPL)?

- a. The Michigan Talent Connect (MiTC), formerly called the Michigan Eligible Training Provider List (ETPL), is what MAGMA is requiring training providers to be registered on. Registration for the MiTC can be done by searching the following URL: <http://mitalent.org/mitc>.

10. Total Cost for Training: Is this the amount pay to the provider each time a course is delivered?

- a. Each short course should have an identified total cost. This can include development and delivery, or only delivery if a short course is already developed. The total cost per course is preferred, or the minimum viable number of candidates for the course to run.

11. Total Cost for Training: Is it paid by MAGMA or the company receiving training?

- a. MAGMA will facilitate the financial transactions for each delivered short course.

12. Total Cost for Training: Does it mean that the provider will not get paid for developing the courses and labs?

- a. If a training provider does not already have a short course developed and needs to develop a new short course to meet the specified training areas and each of their respective learning objectives and outcomes, please identify and include this in the total course cost.

13. What is the estimated size of the target audience? How many people would you need to train? This would tell us how many classes we need to run.

- a. The number of people that will need training will depend on the quality of the short course in question.

14. Is the provider expected to provide the training facility or does the organization have one?

- a. MAGMA prefers to leverage the site of the training provider. However, depending on the proposed training provided, employers may prefer training be delivered at their own facility.

15. Will training be delivered in one location or in multiple locations throughout the state? Travel costs? Does organization pay for participant costs?

- a. Training will be delivered in one location. MAGMA will facilitate the financial transactions for each short course and travel costs should be included in the total cost of the course.

16. When would training be expected to start? Is there a launch date?

- a. There is currently no specific launch date for the start of training. MAGMA will be in touch with the awarded training providers to discuss all necessary details. All reasonable attempts will be made to launch some or all trainings by the fall of 2017.

17. Is it a long-term goal to create a network of CAV educational service providers, across the metro region?

- a. It is MAGMA's mission to provide rapid skill growth in emerging technologies for advanced mobility to meet industry needs. Creating a network of CAV educational service providers will help achieve this.

18. Any current thinking on how regional certification might work?

- a. Thank you for this question. MAGMA will continue to discuss this, but it is not germane to the RFP request.

19. The training model appears to fit a standard industry approach to training. Is there an interest in CAV skills becoming eligible for college credit?

- a. MAGMA will award certificates of completion to each individual that completes an approved short course. At the moment, these are not intended to be transferable as college credit.

20. With the current RFP topics, this might look like specific one or more credit hour courses. Is there an interest by industry to use as a standard?

- a. All RFP responses will be considered, but only non-credit courses have been requested.

21. Related to the topics of the RFP, please explain "System Bundling" This is mentioned in multiple topics.

- a. In this case "System Bundling" refers to the employee being able to interact and take multiple areas of the manufacturing and design process into account when performing their specific job. An end user of this short course or courses would be able to take multiple facets of the course(s) and bring them together. For example: taking local networks and wireless networks and understanding how information can flow from one to the other, as well as how that information can be used.

22. Are we able to respond to subsets of this RFP? We can deliver the Project Management and Soft Skills portions

- a. Yes, any training provider can respond to one or multiple training areas of this RFP.

23. Private group training appears to be preferred. Is there any consideration to leveraging Open Enrollment classes or a mix of Private Group and Open Enrollment?

- a. Open enrollment proposals will not be excluded from consideration.

24. Will MAGMA be facilitating training locations? Or do you prefer leveraging a training providers site(s)?

- a. MAGMA prefers to leverage the site of the training provider. However, depending on the proposed training provided, employers may prefer training be delivered at their own facility.

25. What does MAGMA anticipate as an ideal class size?

- a. There is no set class size that must be adhered to. Class sizes should vary and be proposed depending on the training being provided as well as the best way to deliver said training. Training providers are encouraged to document minimum and maximum class sizes for viability.

26. Our understanding is that each course/program will be 2-3 days in length. How much time is MAGMA allocating for each of the six training areas?

- a. Any of the proposed and developed short courses should last no longer than two to three days. Of the six requested training areas, some contain sufficient learning objectives and outcomes to develop multiple short courses.

27. Are certificates of completion tied to each individual class or to each of the above listed training areas?

- a. Certificates of completion will be tied to each developed short course. They will note which of the six primary training areas the short course fell under.

28. Will each training area include a cohort of the same students? Or will students be able to pick and choose the courses they attend?

- a. Employers will select which short courses each employee attends.

The following questions were submitted by one organization regarding **Systems Engineering Concepts**

29. Will this be unique to the vehicle, or does system engineering refer to the holistic ecosystem relating to connected and autonomous vehicles? What are the software languages, code, frameworks and other technologies to be leveraged in these systems? How many aspects of the following infographic should be covered in this track? See PDF on the MAGMA RFP page for the infographic.

- a. Systems engineering refers to the holistic ecosystem relating to connected and autonomous vehicles. This can be focused on but not limited to vehicle to infrastructure (V2X) applications. Regarding the provided infographic, as much of it should be covered as deemed necessary to provide an adequate overview.

30. Innovation and User Interface: Does innovation refer to innovative thought processes and ways to gather specific system requirements? What user interface is being referenced? Is this referring to the vehicle user interface?

- a. In this case, “Innovation and User Interface” refers to the need for training concepts on how to incorporate new technology and applications into the user (consumer) interface. It can encompass the study of HMI (human machine interface), infotainment systems, connectivity, etc., that allow the driver and passengers to interact with the vehicle.

31. System Bundling: What systems and/or sub-systems will be bundled? Do these include on-board vehicle systems and/or networked communications systems?

- a. We are asking for an overview of system bundling as it applies to the consumer-user interface including on-board vehicle systems and networked communications systems, with attention given to how the two interact.

32. End-user Design Methods: What end-users will be the focus of this training?

- a. In this case “end-users” refers to the consumer (employer) purchasing the finished product. This ties in with HMI concepts and how to make the various incorporated functions intuitive.

33. Intro to Systems: What are the various systems to be covered?

- a. We understand there is a broad range of systems that can be covered, including but not limited to control and management systems. It is up to each respondent to submit a proposal with short courses they feel encompass vital and fundamental systems used by employers. If a respondent feels there are various systems they can create a short course or courses around, please list all capabilities.

34. Analytics: Are these technical analytics? If so, what types of tools would be covered? Or is this relating to BA/requirements gathering and analytic thought processes?

- a. This relates to technical analytics. For example, in the process of generating data, one must understand how the data is managed, exported, imported, distributed, etc. If a respondent feels there are various technical analytics and tools they can create a short course or courses around, please list all capabilities.

The following questions were submitted by one organization regarding **Embedded Controls**

35. Interface: What kind of GUI is to be covered in this training?

- a. It is up to each respondent to submit a proposal with short courses they feel encompass vital and fundamental interfaces, such as GUIs used by employers. Respondents should be able to speak to those GUIs and have some knowledge of other less common approaches. If a respondent feels there are various interfaces related to embedded controls that they can create a short course or courses around, please list all capabilities.

36. Networking: Will this cover wireless and/or computer systems/IP networking theory?

- a. This should cover both wireless and computer systems, as well as the ability to contrast the systems and identify special considerations for the systems.

37. Software Design: What kind of software development options, languages, and frameworks will be covered?

- a. It is up to each respondent to submit a proposal with short courses they feel encompass vital and fundamental software development options, languages, and frameworks. If respondents feel they have a mastery or solid grasp of the most common software approaches that are used in the embedded software area and that they can create a short course or courses around, please list all capabilities.

38. System Bundling & End-user Design Methods: Will this cover the same areas as called out in Systems Engineering Concepts?

- a. Yes, this will cover similar areas as mentioned in Systems Engineering Concepts, with more emphasis put on the engineering design tools aspect.

39. Hardware/Software Interactions: Is this related to networked communications between hardware and software? What type of communications protocols (IP, etc.)?

- a. Yes, a short course in this area should provide insight into the design methodology for when one must rely on hardware and when one must rely on software, as well as what the best practices are for both areas. An end user of this short course or courses should understand how to manage the interfaces and how they interrelate.