



Logistics Software Requirements and Proof of Concept RFP

Answers to Questions

1. Scope & Deliverables

- Will ARMI provide the five use cases upfront, or will vendors be expected to help define/refine them with stakeholders?
 - ARMI will provide the use cases
- For the functional prototype, how sophisticated should it be (e.g., clickable wireframe, MVP with sample integrations, or simulation only)?
 - At least MVP with sample integrations. Vendor should propose what is achievable within the project timeline.
- Is the Supply Chain Disruptor Analysis expected to be primarily qualitative (risk mapping, interviews) or quantitative (data-driven modeling and simulation)?
 - Vendor should propose what they think provides the most value
- To what extent should the prototype align with compliance and regulatory frameworks such as FDA 21 CFR Part 11, GMP traceability, and cybersecurity standards (e.g., NIST SP 800-53, CMMC, ISO 27001)?
 - Yes, the prototype should align with industry standard compliance and regulatory frameworks.
- Will ARMI provide access to member systems, APIs, or datasets to ensure requirements gathering and realistic integration scenarios?
 - ARMI will provide information required for realistic integration scenarios. Vendor should include in proposal requested information types.
- Do you have any preferences or requirements for the technology stack or architecture of the prototype (e.g., cloud vs. on-premise, open-source vs. proprietary, programming languages, database systems, or cybersecurity frameworks)?
 - No



- Should the prototype emphasize scalability and demonstrate capabilities using emerging technologies (AI/ML for predictive logistics, blockchain for traceability, digital twins for simulation), or would you prefer more conventional approaches?
 - Vendor should propose what they think provides the most value
- What decision cadence and approval structure should we plan for?
 - Vender should propose what they think is necessary to achieve project goals and timeline
- Are there federal or DoD oversight requirements influencing governance cadence?
 - No
- We are a US based entity with a global presence. Are you open to global teams supporting the US Entity?
 - Yes

2. Budget & Cost-Share

- What percentage or type of cost-share is expected (cash, in-kind labor, software licenses, infrastructure)?
 - Cost share must meet U.S. Economic Development Administration cost share requirements
- Are there upper/lower bounds on budget expectations for the prototype phase?
 - Vendor should propose the budget adequate to perform the work
- Will ARMI consider phased budgets (requirements phase vs. prototype build) rather than a single number upfront?
 - No
- Can ARMI provide the number of transportation providers (ie FedEx, FedEx CC, UPS, UPS SCS, WC, Marken, etc); Est. shipment volume, by mode if possible; Est. shipment spend, by mode if possible.
 - This is beyond the scope of this RFP

3. Eligibility & Evaluation

- How heavily weighted is cost-share versus technical strength in the evaluation criteria?



- Each criteria is essential and will be separately considered

4. Future Outlook

- Is this prototype project expected to transition into a Phase II or larger implementation contract?
 - This is beyond the scope of this RFP
- Will successful prototype vendors receive preferred consideration for the implementation phase?
 - This is beyond the scope of this RFP
- Does ARMI have a long-term vision for this software (e.g., ARMI-managed platform, vendor-managed SaaS model, or open-source framework)?
 - This is beyond the scope of this RFP

5. Goal

- Is the goal of this project to design and recommend technology and systemic processes for ARMI to implement for its own operations? Or as a recommendation for suppliers / contractors with ARMI?
 - The focus is on the safe and effective distribution of cell-based products at scale

6. Audience

- What is the audience for this work? Much like the Goal question, is this intended to be guidelines for companies wishing to do work with ARMI? Or for ARMI to implement internally?
 - The focus is on the safe and effective distribution of cell-based products at scale