

**REQUEST FOR PROPOSALS  
FOR  
PROGRAM MANAGER  
NJ PAY IT FORWARD PROGRAM**  
Potential Bidders Questions & HESAA's Answers  
June 15, 2021

**Below are the responses to questions received relevant to the present procurement:**

*Q1: Are collaborative responses (those including more than one organization) to the RFP acceptable?*

**A1: Yes, collaborative responses to the RFP are acceptable, however one organization must take the lead as the prime contractor.**

*Q2: If collaborations are acceptable, do they require one organization to act as a prime contractor, and the other as subcontractor? (Language in the RFP suggests that subcontractors must be selected "in consultation with the State" [5.4, 5.5], but also allows for "proposed collaboration or subcontracting" in the RFP response [6.1].)*

**A2: Yes, collaborations require one organization to act as a prime contractor and the other organizations to act as subcontractor. The prime contractor shall include information on their proposed subcontractors in their proposal.**

*Q3: If collaborative responses are permitted, can one party (i.e., a subcontractor) fulfil some requirements of the RFP despite not being a licensed student loan servicer?*

**A3: The prime contractor and all subcontractors must either already be licensed or become licensed if selected for this program, unless a subcontractor does not play a role in originating, disbursing, administering, servicing or collecting the Pay It Forward Loans.**

*Q4: Despite the Pay it Forward program not having any fees associated with it, will loan servicing costs be covered as a part of the financing?*

**A4: No, loan servicing costs cannot be covered by State funds via the Pay It Forward Program. The Pay It Forward Program will only finance the principal amount being borrowed. Since the Pay It Forward Loans are required to be "zero-interest" AND "zero fees," servicing costs cannot be added to the loans.**