

DEPARTMENT OF IRON RANGE RESOURCES & REHABILITATION
REQUEST FOR PROPOSAL (RFP) FOR
LEAD GENERATION AND DIRECT CONTACT/APPOINTMENT SETTING SERVICES

QUESTIONS & ANSWERS

Following are the Department of Iron Range Resources & Rehabilitation's (IRRR) answers to questions submitted by responders on or before 4:00 p.m., Thursday, October 1, 2026.

Question #1: Are foreign/non-U.S. legal entities eligible to submit as the prime contractor for this RFP?

IRRR ANSWER: Yes, all proposals are welcome.

Question #2: If so, what Minnesota business registration and tax identification requirements would apply to a foreign contractor? In particular, would a U.S. federal taxpayer identification number be required?

IRRR ANSWER: There are no requirements to submit a bid. However, if a contract is awarded, the vendor would need to obtain a Certificate of Authority from the Secretary of State and be authorized to conduct business in Minnesota.

Question #3: If the contractor's delivery workforce is based outside the United States, how would the Workers' Compensation requirement apply to those employees?

IRRR ANSWER: Not applicable.

Question #4: Given that the project is potentially renewable for a 5-year period, is it acceptable to include an annual "cost of living" increase each subsequent year?

IRRR ANSWER: Cost proposal should be submitted for current fiscal year only.