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**STATE OF HAWAII
DEPARTMENT OF HAWAIIAN HOME LANDS**

Ka 'Oihana 'Āina Ho'opulapula Hawai'i

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October 20, 2026

Subject: RFQ Q27000359, Commercial Real Estate Data/Analytics/Listing Web Service, Addendum No. 1

Purpose

This Addendum No. 1 clarifies the treatment of firm offers and the documentation DHHL may request before award, and provides responses to questions received from prospective vendors. It clarifies the solicitation only to the extent stated herein and does not change the specifications or the offer due date. All other terms and conditions remain unchanged.

Quotations remain due Friday, October 23, 2026, 2:00 PM HST. Vendors who have already submitted a response may revise it in HlePRO before the due date.

Clarification No. 1: Firm Offers

Pursuant to the solicitation instruction "Offer Deemed Firm/Authority to Submit Offer," the price entered in the HlePRO response **constitutes a firm offer under the State's Terms and Conditions**. Any attached quotation or supporting document is for informational purposes only. Labels such as "draft," "preliminary," or "estimate" on attachments will be disregarded and will not modify the offer. Any attachment that conditions the offer in a manner inconsistent with the solicitation may cause the response to be deemed nonresponsive.

Clarification No. 2: Documentation Before Award

DHHL may request, before award, documentation demonstrating that the quoted platform meets the specifications stated in the solicitation, including:

- (a) Statewide (all counties) Hawai'i sale and lease comparables verified through independent research and not solely user-contributed or listing-derived;
- (b) Property ownership, tenant, and occupancy records with contact information;
- (c) Historical market trends, rental rate and vacancy analytics, and market and submarket reporting;
- (d) Searchable commercial property listings and the ability for DHHL to publicly advertise its available commercial and industrial properties to prospective investors, brokers, and tenants; and

(e) For resellers or solutions partners, written authorization from the platform publisher.

Documentation may include product documentation, sample reports, or demonstration access. As stated in the solicitation, the quoted price shall include all capabilities described in the specifications for the full term. Failure to provide requested documentation within the time specified may result in the quotation being deemed nonresponsive or the offeror being deemed nonresponsive.

Responses to Vendor Questions

Question 1. Authorized resellers.

Will DHHL accept a quotation from an authorized reseller or solutions partner, or must quotes come directly from the platform publisher? If resellers are accepted, should the subscription be issued in DHHL's name with four authorized users?

Response:

Quotations from authorized resellers or solutions partners will be accepted, provided the offeror is registered on HlePRO, is compliant on Hawai'i Compliance Express, and quotes a platform that meets all specifications. The subscription shall be issued in the name of the Department of Hawaiian Home Lands, with four authorized users. If awarded, a reseller or solutions partner will be the contractor responsible for performance, support, and invoicing under the AG-008 General Conditions. See also Clarification No. 2.

Question 2. Equivalent platforms.

Is DHHL open to any platform that meets the stated capabilities, or is a specific product preferred? What documentation will DHHL accept to show that comparables are verified through independent research?

Response:

DHHL will consider any platform that meets the specifications in the solicitation. No specific product is required or preferred. Documentation demonstrating that comparables are verified through independent research may be requested before award, as described in Clarification No. 2.

Question 3. Property marketing scope.

How many DHHL properties are expected to be advertised during the term? Is a minimum level of listing exposure or placement expected?

Response:

The number of properties to be advertised during the 12 month term has not yet been determined. As stated in the specifications, the platform shall include the ability for DHHL to publicly advertise its available commercial and industrial properties to prospective investors, brokers, and tenants. No specific level of placement is required. Enhanced or premium placement may be listed as an optional module, but optional modules will not be considered in determining award.

Question 4. Term and users.

What is the anticipated start date? Will the four users be named individuals, and may they be reassigned if staff change?

Response:

The anticipated start date is December 1, 2026, or earlier upon issuance of the purchase order. The four users will be named individuals. The solicitation does not require reassignment of users during the term.

Question 5. Pricing format.

Should the quote be a single all inclusive price for the full term, including Hawai'i General Excise Tax? Is there a required price form? Is annual prepayment acceptable?

Response:

Pursuant to the solicitation instructions, the price submitted shall include all applicable taxes, fees, and charges for the full 12 month term. The total price shall be entered in the HIEPRO response. Offerors may attach supporting documentation. Payment will be made in accordance with the State's Terms and Conditions, including the AG-008 General Conditions.

Question 6. License terms.

Will DHHL accept the publisher's standard license terms alongside the AG-008 General Conditions, with the General Conditions controlling in any conflict?

Response:

Pursuant to the solicitation instructions, a response submitted through HIEPRO constitutes an offer under the State's Terms and Conditions, including the AG-008 General Conditions. By submitting a response, the offeror agrees to those terms.

Question 7. Current service.

Does DHHL currently subscribe to a platform for these functions?

Response:

This is a new purchase. DHHL does not currently subscribe to a platform for these functions.

Question 8. Submission.

Should quotations be submitted only through HIEPRO, or is email submission accepted?

Response:

Only responses submitted through HIEPRO will be considered for award. Quotations must be submitted by Friday, October 23, 2026, 2:00 PM HST. Email submissions will not be accepted.