

Q#	Section	Page #	Question	Answer
1	1.2	5	Can you please provide further detail on what assistance you are looking for as it relates to your fund of fund investments. Would the consultant be expected to do work on them? Monitor them?	The consultant is expected to monitor fund of fund investments and report on their performance, fees and expenses.
2	1.5.1	7	Please find attached our exceptions to the Terms of Conditions (Standard and Modified), to be submitted during the Q&A Period.	DOI will not accept such changes at this time. DOI notes that Section 1 of the State of New Jersey Standard Terms and Conditions, as modified by 6.17 of the RFP, provides that a bidder may present terms and conditions that are in conflict with those set forth in the RFP during negotiations prior to contract award; provided that negotiated terms and conditions may not conflict with any of the material terms and conditions set forth in the RFP.
3	1.5.2	8	Can you please confirm if FedEx can deliver directly to DOI or if there would be a similar anticipated delay as noted with USPS?	FedEx can deliver directly to DOI.
4	3.1.2	15	Can you please provide further detail of the assistance required with regards to "secondary sales"?	The consultant is expected to review the portfolio, no less than semi-annually, to identify the desirability and potential for pursuing secondary sales based upon prevailing market conditions.
5	3.1.3	15	Can you please provide further detail on what would be required from the Consultant with regard to "reviewing and negotiating business terms of the agreements" and the level of involvement of DOI's legal staff and/or outside counsel?*	The consultant is not expected to perform legal reviews or to negotiate legal terms of agreements. Such review and negotiation shall be performed by DOI's legal counsel.
			<i>*Our question also applies to a similar requirement on page 20 section 3.2.3.H</i>	
6	3.1.4	16	Can you please provide further insight into what would be included in these ESG reports and what would trigger the need for updates?	The consultant is expected to provide a comprehensive analysis of a fund manager's ESG policies and initiatives. Updates would be needed in the event of material changes to the policies or initiatives or their implementation.
7	3.1.4	16	Can you please confirm what specific period you are looking for us to reconcile in order to align with DOI's fiscal year? For example, if a hedge fund reports on a calendar basis, would you want reporting from Jul-Dec based on financial statements and then projected values from Jan-Jun?*	The consultant is expected to reconcile the fund managers' returns for the period from July 1 through June 30 of each year.
			<i>*Our question also applies to a similar requirement on page 21 section 3.2.4.H</i>	
8	3.1.4	16	Can you please provide clarity as to what DOI defines as "fund expenses"? Is what is captured in the ODD financial statement review sufficient or are you looking for something more detailed, such as fee calculation, fee reporting, or any other information?*	The consultant should monitor management fees, partnership expenses, and carried interest/incentive fees paid to the fund manager. These fees and expenses should comport to the limited partnership agreements and other contracts executed by the Division and the fund manager. Some examples of fund expenses include, legal fees, travel, research, technology and other similar costs.
			<i>*Our question also applies to a similar requirement on page 21 section 3.2.4.I</i>	

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9	3.1.5.A.1	17	It is often found that custodian records are generally stale vs the actual manager reports due to early period closing requirements. If the consultant can access data through read-only access to custodian web portals to reconcile these discrepancies would this be sufficient? Regarding underlying investment information, are you looking for look through or would aggregated exposure information on underlying investments and qualitative notes on portfolio positioning fulfill the requirement?*	The consultant will have access to monthly cash flow data on the custodian's portal to assist with performance measurement. The consultant is expected to include information on the underlying investments of each fund, that is the investments within each fund on a look through basis as well as aggregated information on a portfolio level.
			<i>*Our question also applies to a similar requirement on page 21 section 3.2.5.A.1</i>	
10	3.1.5.A.3		Can you please confirm that the "underlying investments" refer to DOI's HF fund-level investments and not the underlying positions of any one fund? Additionally, please confirm that DOI is referencing retaining ownership of DOI's investment data and not all data in our database that is downloadable.*	"Underlying investments" include DOI's HF fund-level investments as well as the underlying positions of any one fund where available. DOI will retain ownership of DOI's relevant investment data.
			<i>*Our question also applies to a similar requirement on page 21 section 3.2.5.A.3</i>	
11	3.1.5.A.4	17	Our Client Operations & Accounting Team can report intra-month performance to the extent provided by the managers, which is available through our online database - can you please confirm that this is sufficient?	The consultant should send DOI early performance estimates via email as well as via an online database.
12	3.1.5.A.5	17	Can you please confirm that DOI is referencing retaining ownership of DOI's investment data and not all data in our database that is downloadable?*	DOI will retain ownership of DOI's investment data.
			<i>*Our question also applies to a similar requirement on page 21 section 3.2.5.A.4</i>	
13	3.1.5.B.1.b.1	17	Can you please provide further detail as to what the "other data requested by DOI" would be?*	Other data requests may include data such as: firm updates (flows, turnovers, drivers of performance, holdings), portfolio leverage (long, short, gross and net), historical shifts, look through security type, upcoming notice dates/liquidity profiles, side-pocket updates and fund-by-fund details/commentary.
			<i>*Our question also applies to a similar requirement on page 21 section 3.2.5.B.3</i>	
14	3.1.5.B.2	17	Can you please clarify what is required for cash flow modeling? Is this referring to a liquidity analysis to model projected distributions of capital following a fund's redemption? Additionally, can you provide additional detail on the types of customized or ad-hoc reports the DOI may need?*	DOI requests cash flow models as it relates to the ongoing liquidity of the overall portfolio as well as projected distribution for fund's redemption. Some examples of customized/ad-hoc reports include fee analysis, updates on holdings, review for the board, stress- test analysis and portfolio snap-shots.
			<i>*Our question also applies to a similar requirement on page 22 section 3.2.5.B.7 & 8</i>	
15	3.1.5.B.2	18	Can you please define "independent verification of performance by manager" – could this be achieved without manager position transparency? Additionally, can you please provide a sample of the data upload template that is being referred to here?*	DOI requests that consultants verify the quality of the statistics/performance metrics for reasonableness. Please see attached Annex C-2 for a sample template.
			<i>*Our question also applies to a similar requirement on page 22 section 3.2.5.B.9</i>	

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16	3.2	18	Can you please provide color on expectations regarding existing [Private Credit] investments? For example, would you like us to monitor them? Do accounting on them?	Please refer to Sections 3.2.4 (Fund Manager Oversight Duties) and 3.2.5 (Performance Measurement) of the RFP
17	3.2	18	What is the expected pace for new [Private Credit] commitments going forward, either by number of investments or dollar amounts deployed annually?	The consultant is expected to complete an annual pacing study for the Private Credit portfolio that is customized for the Division based on actuarial assumptions, asset allocation limits, investment strategy, the expected behavior of the existing investments and statistical distribution of the future valuation of the portfolio. The pacing study should include a commitment recommendation that is designed to achieve an on target asset allocation.
18	3.2.1	18	On a forward looking basis, what is the anticipated level of new capital commitments per year for the GDC portfolio (for example in years 2020 through 2026)? If possible, please provide the current annual pacing plan for GDC investments.	The consultant is expected to complete an annual pacing analysis for the Private Credit portfolio that is customized for the Division based on actuarial assumptions, asset allocation limits, investment strategy, the expected behavior of the existing investments and statistical distribution of the future valuation of the portfolio. The pacing study should include a commitment recommendation that is designed to achieve an on target asset allocation. The Private Credit/ GDC portfolio is currently above allocation.
19	3.2.5.B.1	21	Can you please provide a sample outline of what you are looking for in the net investment performance report?	DOI is not providing a sample outline. Bidders can choose to provide redacted samples of similar reports they provide to existing clients and/or a sample report consistent with industry standards.
20	3.2.5.B.6	22	Can you provide a sample of the portfolio risk attribution report?	DOI is not providing a sample report. Bidders can choose to provide redacted samples of similar reports they provide to existing clients and/or a sample report consistent with industry standards.
21	3.2.5.B.7	22	Can you please provide a sample outline of what you are looking for in the capital calls and distributions report?	DOI is not providing a sample outline. Bidders can choose to provide redacted samples of similar reports they provide to existing clients and/or a sample report consistent with industry standards.
22	3.2.5.B.8	22	Can you please provide a sample outline of what type of ad-hoc reports you are looking for and the anticipated frequency of such? Can you also provide further detail on what the assistance with co-investment analysis would entail?	DOI is not providing a sample outline. By their very nature these reports are ad-hoc and difficult to predict. Additionally, see response to question #14 above. With respect to co-investment analysis, examples may include things like validating assumptions used in underwriting, such as whether or not a certain return expectation is market for the corresponding level or risk, whether or not fees/terms are market for co-invest, etc.

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23	3.2.5.B.1	22	Can you please provide a sample outline of what you are looking for in ESG-related reporting and the anticipated frequency of such?	DOI is not providing a sample outline. The consultant is expected to provide written reports on fund managers ESG policies and initiatives that are supportive of the Division's Environmental, Social and Governance Policy for its Alternative Investment Program. The reports should incorporate a comprehensive analysis of the fund manager's overall ESG approach as part of the due diligence and monitoring processes, including an evaluation of the fund manager's ESG policy. The Division's policy is publicly available at https://www.nj.gov/treasury/doinvest/pdf/ESG-Policy-Approved-by-Council-September2018.pdf . Updates would be needed as the fund manager's ESG policy evolves.
24	3.3		Do staff members request to travel with the Consultant for manager meetings in US, Europe, and Asia?	Yes.
25	3.4.D	23	Can you please advise as to whether this bid is to be PFRS's consultant as well?	This RFP is for consultant(s) to DOI. DOI makes investments on behalf of the pension funds, including PRFS.
26	3.4.G	23	Can you please provide further detail on the extent and frequency of evaluation of individual real assets that would be required?	Review of Real Asset investments including due diligence, research and performance evaluation will be on an as requested basis.
27	4.2.1	25	The submission requirements state "seven (8) complete and exact copies" – could you please clarify whether seven or eight copies are required?	Please provide eight (8) complete and exact copies.
28	4.2.1	25	Please clarify if you are requesting seven (7) or eight (8) complete and exact copies marked "COPY".	Please provide eight (8) complete and exact copies.
29	5.6	32	Is a general statement of financial condition and an audit opinion acceptable, or are financial statements required? If required, have financial statements been treated confidentially when submitted with such a request in prior RFP processes that were subject to public disclosure requests	Financial Statements should be submitted. As noted in Section 1.6.4 of the RFP, the bidder may designate specific information as not subject to disclosure pursuant to the exceptions to OPRA (see N.J.S.A. 47:1A-1.1) or the common law, when the bidder has a good faith legal and/or factual basis for such assertion. The location in the proposal of any such designation should be clearly stated in a cover letter. A bidder may submit specific financial documents in a separate, sealed package clearly marked "Confidential - Financial Information" along with the proposal. The State reserves the right to make the determination as to what is exempt from disclosure, and will advise the bidder accordingly. In the event of any challenge to the bidder's assertion of confidentiality with which the State does not concur, the bidder may elect to defend its assertion in a timely manner at its own expense.

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29	5.14	39	We have noted the bidder must submit pricing separately for each asset class using Price Schedule A and B, however, could you please advise how/where we should note a price for bundled services (hf & pc together) ?	Bidders must submit Price Schedule A and Price Schedule B separately. For those bidders wishing to bundle services for both the Hedge Fund and Private Credit consulting, in addition to submitting both Price Schedule A and Price Schedule B, the bidder can attach a separate schedule with proposed bundled pricing that includes on a line item basis the items covered in each schedule.
	MISC.			
30			What has the advisor for HFs and Private Debt been paid annually for the past 3 years?	Not relevant to this RFP.