STATE OF NEW YORK
DEPARTMENT OF TAXATION AND FINANCE
Office of Budget & Management Analysis
Bureau of Fiscal Services
Building 9, Room 234
W.A. Harriman Campus
Albany, NY 12227

Eric Mostert, Chief Financial Officer
Budget & Accounting Services

Catherine Golden, Director
Procurement Services

October 7, 2011

Dear Vendor,

The New York State Department of Taxation and Finance is issuing a Request for Information (RFI) in order to obtain information from the vendor community regarding availability of external data services which would assist in the administration of the Tax Law. These data services must meet the collective needs of the Department's various Audit and Collection programs.

Vendors are requested to review the RFI and respond to ***all*** questions by October 28, 2011 though are strongly encouraged to submit a response as soon as possible. After the Department's review of the responses submitted, a conference may be scheduled to gather further information regarding your product.

The Request for Information (RFI) is posted on the Department's website at http://www.tax.ny.gov/about/procure. If you are unable to obtain a copy of the RFI from our website, please e-mail bfs.contracts@tax.ny.gov or call (518) 457-0954 to request a copy.

Sincerely,

Catherine Golden

Catherine Golden
Director, Procurement Services

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Request for Information (RFI)
Comprehensive Taxpayer Data Provider Solution

October 7, 2011

The New York State Department of Taxation and Finance (the “Department”) is requesting qualified vendors to supply the Department with information to assist in the discovery, completion and validation of taxpayer information.

This is a Request for Information only. This RFI is issued solely for information and planning purposes – it does not constitute a Request for Proposal (RFP) or a promise to issue an RFP in the future. Respondees are advised that the State will not pay for any information or administrative costs incurred in response to this RFI; all costs associated with responding to this RFI will be solely at the interested party’s’ expense. Not responding to this RFI does not preclude participation in any future RFP, if issued.

Timeline

Event	**Date**
Issuance of RFI	October 7, 2011
Vendor Response Due	October 28, 2011

NYS Department of Taxation and Finance Background

The Department of Taxation and Finance is responsible for the collection of tax revenue and the provision of associated services in support of government operations in New York State. In fulfilling its responsibilities, the Department collects and accounts for approximately $60 billion in State taxes and nearly $40 billion in local taxes; administers 37 State and nine local taxes, processes almost 28 million returns, registrations, and associated documents; and oversees the local property tax administration. The Department also manages the State Treasury, which provides investment and cash management services to various State agencies and public benefit corporations, and acts on the Commissioner’s behalf as the joint custodian of the State’s General Checking Account.

Objective

It is the objective of this solicitation to canvas suppliers of data solutions that can be leveraged by the Department to assist in discovering unknown or incomplete taxpayer information (businesses and individuals) as well as validating the taxpayer information already known to the Department or returned via the data providers' results. Responses may be used to assist the Department in the development of specifications of any future bid document.

The Department has multiple Programs (Audit Division, Criminal Investigations, and Collections) that require the most recent taxpayer information known. The Department is seeking information on having one comprehensive supplier of data for all Program areas,

Information Requested

The Department is open to any and all solutions the vendor community may have. Vendors are requested to submit a response that fully answers ***all*** of the questions outlined herein.

General Questions:

- What are the sources for all of your data items? (Includes but not limited to physical addresses, phone numbers, e-mail addresses, financial sources)
- What is your validation method?
- How do you determine your confidence level?
- What percentage of records is validated?
- Are entity, address, and financial data all validated?
- What data or criteria do you use to determine whether any individual or business has Nexus to New York State?

Specific Topics

Address and Nexus

- How do you identify NY businesses?
- How many NY business records do you have?
- How do you identify NY individuals?
- How many NY individual records do you have?
- What are your criteria for NY active businesses?
- What are your criteria for a NY individual?
- Do you have e-mail addresses and phone numbers available for individuals believed to have NYS nexus?
- Do you have mailing addresses with source file dates available to perform batch address updates? Do you validate addresses first, e.g. using Delivery Point Validation?

ID'S

- How many business records have EINs/SSNs?
- How many individual records have SSNs?
- How do you determine your confidence level in the accuracy of the IDs?

Financial and Asset information

- Does your product provide estimated sales volume and number of employees for businesses, for each location?
- Does your product offer information on small and medium-sized companies that may not have a website?
- Do you capture property owned or property rented by corporations?

- Do you provide data on rental property, both the tenant and owner information?
- Can you provide Real Estate transactions information, especially high dollar amounts? This would include buyer and seller data.

Industry

- Does your product provide SIC Code classifications?
- Does your product offer a methodology for the classification of certain SIC Codes used to identify the franchise/brand affiliation or professional specialty?

Affiliations and relationships

- Is data provided by parent company or is it available by individual subsidiary?
- Does your product identify corporate officer and owner information including up-to-date addresses and phone numbers?
- Does your data provide the following relationship data
    - Employee/employer relationships.
    - Partner/Partnership relationships.
    - Parent/subsidiary relationships.

- How does your product help with identification of related businesses in addition to the above?

Individuals

- Do you have personal address data available?
- Do you have any income data available?

Business Life Cycle

- Does your product provide information regarding risk of staying in business?
- How does your product help with identification of new businesses?
- How do you determine if a business is active or inactive? Do you capture the home state of incorporation and the date the business became inactive?
- Can you provide the FEIN numbers for those corporations who have bankruptcy records?

Features of the Product

- Can you provide us with an Application Program Interface (API) against your database?
- Can you provide mapping overlays?
- Can users perform both individual searches and batch processing?
- How does your product allow for customized searches?
- How does your product allow for drill down capabilities?
- How does your product allow for bulk data analysis?
- How does your product allow search results to be downloaded?
- How frequently do you update your data?

Analytical Modeling Questions

- What level of detail are you willing to provide on how the analytical models work? (For example, Identifying out-of-state nexus prospects using Analytical Models and trade credit information.)
- We use Identity Insight. Could you supplement this information with your model?
- Do you provide information to feed the federal government as they use Identity Insight?
- How does your analytical model predict risk?

Miscellaneous

- What are your pricing options for your solution?

- What other New York State agencies do you currently provide data to and what data do you provide?
- Are you willing to run a pilot project for testing? Is there a cost associated with this pilot?
- Is your solution already on a NYS Centralized Contract? If yes, please state the contract number.

RFI Response

Please respond to the above questions by Friday, October 28, 2011though vendors are strongly encouraged to submit their responses as soon as possible. Be sure to provide the name, location, contact person, phone number and e-mail address for your company.

Your response related to this RFI may be e-mailed (preferred), faxed or mailed to:

e-mail address: bfs.contracts@tax.ny.gov

FAX number: (518) 435-8413 FAX

Mail Address:
ATTN: Catherine Golden, Director, Procurement Services
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New York State Department of Taxation and Finance
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A response does not bind or obligate the responder or the Department to any agreement of provision or procurement of products referenced.