

RFP 2020-12 Education Software and Related Products and Services Questions & Answers

Documents 7 and 8

<i>Question</i>
Page 35 of the RFP refers to doc 7 Boycot Certification and doc 8 Terrorist State Certification but neither document is included in the RFP. Please clarify what needs to be included in the proposal for doc 7 and doc 8.
<i>Answer</i>
If the vendor lists no exceptions to these documents, signing the contract signature page certifies the requirements of both these documents.

Order for required forms

<i>Question</i>
Please confirm the order of the required forms. For example, Appendix A, Appendix C, Appendix D (doc 1-10), General Terms and Conditions Acceptance Form (doc 11), and open records policy acknowledgment and acceptance. Where should the "Open Records Policy Acknowledgment and Acceptance" form from RFP page 2 be included?
<i>Answer</i>
Documents should be given in the order presented. However, if documents are reordered, it will not be grounds for automatic rejection.

Scope

<i>Question</i>
The RFP states "The scope of the EdTech Purchasing Cooperative is limited to online or computer-based products/solutions that enhance school operations, design and delivery of instruction, assessment/feedback, and/or data utilization." Will web-based professional development or on-site professional development be considered, including those courses that support online products being proposed by the vendor?

Answer

Vendors' offerings should be mainly computer-based, whether online or as software. Additional services or products may be suggested but Region 10 reserves the right to reject proposals it deems not within the given scope.

Addenda

Question

Page 7 of the RFP states "The vendor shall acknowledge on the Signature Form the number of addenda received." Please clarify, as there is not a place on the signature form to indicate the number of addenda received.

Answer

Vendors should indicate that they have received the addendum on the signature page. Failure to do so will not result in automatic rejection.

Scope Clarification

Question

Could you clarify in more details what the scope of service is for this RFP? We are an English and Spanish ELA Curriculum company and were wondering if this bid aligns with our company scope.

Answer

The scope of this RFP is educational software for the classroom or education administration. Curriculum software would be within the scope of this RFP.

Insurance requirements

Question

Pg 25, Section 12.6 (Certificates of Insurance) As the RFP does not specify coverage amounts or the need to name ESC Region 10 as an additional insured, can you verify that if awarded we need only provide our sample certificate to the ESC Region 10 participate(s) once a Purchase Order is received?

Answer

Yes.

Proposal Formatting Question

Question

On the first page of the request, you stated that responses should be submitted on the forms provided. Regarding Appendix A, are we permitted to respond in our own format to expand upon several questions within this section?

Answer

Yes.

Resume requirement

Question

Regarding the resume requirement for the persons responsible, I cannot obtain all the resumes. Will that be a reason we could be rejected?

Answer

Vendors must respond to the evaluation criteria as they are able. Region 10 will assign points according to the evaluation criteria. Missing documents will be factored into scoring but will not mean an automatic rejection.

Question

Question

If we were awarded under RFP 2019-08 EdTech Purchasing Cooperative, do we need to submit?

Answer

No.

Best Pricing Guarantee

<i>Question</i>
Is the best price guarantee the lowest price that our company offers to Texas or nationwide?
<i>Answer</i>
It pertains to any area where vendors intend to make the contract available.

Previous Contract

<i>Question</i>
I believe we were awarded under a prior contract that is valid through 8/31/2023. The contract/RFP number is 2018-16. Please confirm that we do not need to apply for this RFP. Thank you.
<i>Answer</i>
You do not need to apply for this RFP.

(No Subject)

<i>Question</i>
Would online tutoring be included in this RFP?
<i>Answer</i>
Yes, online tutoring fits within the scope of this RFP.

Article 4- Formation of Contract; 4.9

<i>Question</i>
We are unclear on this section and request clarification. Does this section apply only to authorized distributors and dealers who may offer products to EdTech Cooperative Customers under this

agreement, or does this imply, that if we sign an agreement with Region 10, that we can't add a distributor anywhere? We assume the former, but want to verify.

Answer

Vendors may add distributors to the contract contingent on Region 10's approval of the distributor.

Article 12-Miscellaneous 12.6

Question

While ObjectiveEd maintains comprehensive insurance, we are unsure of what insurance is required and under what circumstances for this agreement. Please clarify.

Answer

Certificates of Insurance may be required by members according to local statutes and should be available upon request.

Question regarding Education Software and Related Products Bid

Question

Hello, Will Educational Hardware Solutions (Interactive Flat Panel Displays) that come with Interactive Learning Software be considered for this bid? Or is this bid solely software that can be purchased?

Answer

Hardware may be submitted as value add in response to this RFP, however it must accompany a software solution, and the evaluation will be based almost entirely on the software solution proposed.

Clarifying Pricing Question

Question

What is meant by 'proportionate' here - Does the respondent agree to offer all future product introductions at prices that are proportionate to contract pricing offered herein? We are going to

add new features and add ons available at additional cost and their price is to be determined.

Answer

Yes, pricing for new products must be proportionate to what was originally offered.

Ed Tech Discount

Question

What is the 'Ed Tech' discount listed in a column on a pricing sheet? Is this a general discount that is determined by us? Is this discount contingent on anything? (order size, etc.)

Answer

EdTech discount is the discount offered for the cooperative membership, and is defined by the vendor.

Pricing Sheet

Question

What is the 'UOM' column for on Pricing Sheet? Is the 'Product Number' our own internal product number?

Answer

stands for Unit of Measurement. Product Number is whatever product number may be used to identify products on POs.

Evidence-based data, behavior identification, enhance student learning and safety

Question

Our computer-based Education software product/solution provides school leaders with evidence-based data to better understand which students are having behavioral concerns or may be in need of mental health based on how they are using the school-owned computer. Should we respond to the RFP?

Answer

The stated solution fits within the scope of the RFP. Vendors must decide for themselves whether they wish to respond.

Question

Sounds good, thanks so much Mr. Pechacek. Can you please confirm that our company is on file with Region 10 ESC for the purpose of receiving addenda? We are SlateXP, Inc. located at: 2477 Valleydale Road, Suite A-1, Birmingham AL 35244. Contact is: David Macleod; dmacleod@slatexp.com. 205-492-0128. If not, is there a formal process we need to follow to ensure Region 10 ESC has this appropriate contact information?

Answer

Addenda will be issued through Bonfire. All vendors who have downloaded the files through Bonfire will receive notice of any new addenda. Vendors who received the documents via another source will need to check the Bonfire portal for any new addenda.

Historical purchasing information*Question*

Can you share how many unique contracts that Districts signed with vendors listed on this particular Edtech Cooperative purchasing project over the last few years? thank you so much, David

Answer

This information is not available.

Submission*Question*

There are parts of the form that you can fill in--other questions you are not able to--how would you like the other answers presented?

Answer

Vendors may present information as they wish as long as it is presented according to the order given in the RFP.

UOM Attachment A

<i>Question</i>
Does UOM in "Attachment A - Pricing" refer to unit of measurement?
<i>Answer</i>
Yes

EdTech

<i>Question</i>
Can you please clarify this statement: "EdTech Exchange charges a 1% administrative fee to the vendor on any sales through the contract, which has already been factored into the pricing submitted."? Where is this 1% factored? Do we need to incorporate a 1% increase into our product prices after they have been discounted? Is this collected at the point of sale?
<i>Answer</i>
The 1% admin fee is applied to the discounted final price. Vendors will remit the the admin fee during quarterly reports as described in the RFP.