

## Request for Information No. I

### RFP No. 18/19-05 Classroom Management and Student Online Safety

May 20, 2019

#### Response to Proposers' Questions

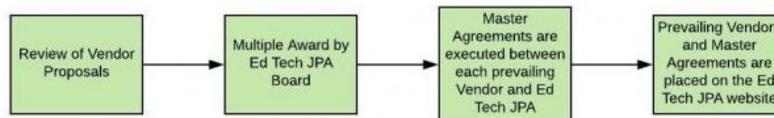
1.1 **Question:** Does the JPA look for the same scoring criteria as IUSD?

**Answer:** The JPA looks for more broad scoring criteria that will benefit each Member of the JPA. The JPA scores essential criteria based on a pass/fail basis. IUSD will score based on it's district needs, which are specific to IUSD.

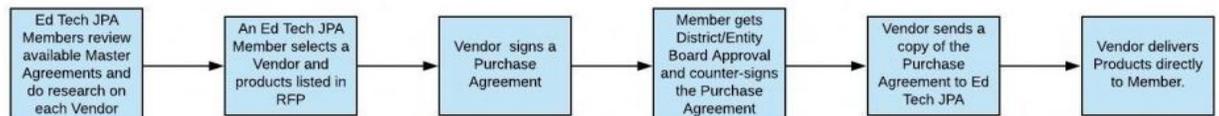
1.2 **Question:** If Go Guardian is selected as the JPA vendor would it grant access to other districts?

**Answer:** Yes. When a vendor is awarded through the JPA They are listed on the JPA website. The Vendor's Proposal, any Clarifying Question responses, and the resulting Agreements are posted on a password-protected, members-only website for JPA members. All JPA members may agree to the terms of the Master Agreement awarded to the vendor by signing a Purchase Agreement with the vendor.

#### RFP Award/ Master Agreement Execution



#### Vendor Selection by Member/Purchase Agreement Execution



1.3 **Question:** What is the current device count for IUSD & what does anticipated device growth look like over the next few years?

**Answer:** Currently IUSD has approximately 32,000 chromebooks, 7,000 PCs, just under 1,000 Macs, and 4,000 iPads. We are not planning to expand the number of Chromebooks substantially.

1.4 **Question:** Where does IUSD land with Chromebooks?

**Answer:** In IUSD, Chromebooks are used mostly in grades 2-12, with the largest concentrations in Grades 3-8 which are near 1:1.

1.5 **Question:** What metrics is the RFP measured on?

**Answer:** Price is a significant consideration. The JPA is looking for the lowest guaranteed price for its members. Awarding for the JPA is a multiple award on a pass/fail basis. All essential criteria (\*\*double asterisks) must be met.

1.6 **Question:** When the IUSD RFP comes out, will it show what is weighted?

**Answer:** Irvine will not be issuing a separate RFP. Irvine will select finalists from JPA award and conduct due diligence and scoring for those vendors. IUSD typically weights items as: Vendor Experience and Ability to Perform: 20%, Technology: 25%, Functionality and Usability: 25%, Price: 30%.

1.7 **Question:** What do you mean by the virtualized environment?

**Answer:** The RFP refers to a virtualized environment for products that are locally hosted. Vendors who may offer a locally hosted option will need to confirm if their system is compatible with a virtualized environment. This does not apply to hosted services.

1.8 **Question:** What windows are you using for PCs? Using Windows 10, 10Pro?

**Answer:** IUSD is mainly using Windows 10 Education Edition. JPA members may use different operating systems.

1.9 **Question:** Do you have a recommendation for who should take the lead on the RFP? Should the vendor and provider or reseller who would provide support and pricing take the lead?

**Answer:** The responding party should be the party the district will issue the Purchase Order to. It can be problematic if a district award does not match the PO. If a vendor responds, and the purchase will be through a reseller the reseller should be listed as a party in the Proposal. The JPA does not have a specific preference between vendor or resellers submitting proposals; its main focus is the most competitive pricing.

1.10 **Question:** The RFP mentions a general project plan and implementation plan....what is the difference?

**Answer:** The project plan/implementation plan in vendor's Proposals should be general, including major milestones and expectations of the district and vendor. JPA members/districts should

be able to get an idea of how long their implementation will take and what tasks they will be responsible for.

The specific district implementation plan is specific to a district contracting with a vendor. This will include dates and detailed information, as agreed on by the vendor and district, and will be included in the Purchase Agreement between the vendor and district. The JPA will not be involved in this process.

1.11 **Question:** There appears to be multiple criteria for RFP: operating systems, student online safety, and classroom management. Do you want one system for all components, or different solutions for all criteria?

**Answer:** The Functionality and Usability section of the RFP lists various system features: Administration/General, Classroom Management, Filtering, At-Home Features, and Other. The JPA is aware that a vendor may do a stellar job of providing one feature, and may not provide other features included in the RFP. The JPA can award for specific features within the Functionality and Usability portion of the RFP (ie: A vendor can be awarded for Classroom Management and not for At Home Features). Vendors should apply for the system features they can provide. If a vendor meets the criteria for one System Feature listed in the Functionality and Usability section of the RFP they will pass that section regardless of how it scores for other system features.

When vendors are awarded for select features they will be showcased on the JPA's website as providing that feature. An example of the list available for members is provided below for your reference.

| Vendor   | Administration/<br>General | Classroom<br>Management | Filtering | At-Home<br>Features | Other |
|----------|----------------------------|-------------------------|-----------|---------------------|-------|
| Vendor 1 | Yes                        | Yes                     | Yes       | Yes                 | No    |
| Vendor 2 | Yes                        | Yes                     | No        | No                  | No    |
| Vendor 3 | Yes                        | No                      | Yes       | Yes                 | Yes   |

IUSD is looking for a solution that best meets our needs, whether it be one system or a combination of the best in breed. Our highest priority is classroom management.