

## Request for Information No. I

### RFP No. 19/20-01 Mobile Device Management

June 28, 2019

#### Response to Proposers' Questions

**1.1 Question:** In other RFPs the minimum price guarantee is typically written a different way. Usually we see the price that is guaranteed, but in this RFP it appears that Ed Tech JPA wants a minimum price that vendors cannot sell below.

**Answer:** That is correct. Ed Tech JPA is a Joint Powers Authority comprised of several school districts. Ed Tech JPA wants to ensure that the contracts awarded through the JPA are competitive. The purpose of Ed Tech JPA is to streamline the procurement process for Ed Tech JPA Members and Vendors, and to provide consortium pricing to Ed Tech JPA Members. The Ed Tech JPA is designed to also streamline the process for Vendors, allowing them to leverage a single RFP and contract for all eligible school districts and other local education agencies. The minimum price guarantee is the expectation that the Vendor provides the lowest available price to the Ed Tech JPA. The Vendor is making a commitment not to offer a lower price to other entities that are eligible to join the JPA (e.g., school districts and county offices of education in California). To be compliant with this requirement in the RFP, Vendors must not independently negotiate reduced pricing with other eligible entities. Ed Tech JPA asks that Vendors offer the lowest price so there is not negotiation outside the JPA undercutting the pricing offered through the JPA. Vendors should agree not to approach a California education entity with a lower price.

**1.2 Question:** Regarding the pricing structure, does Ed Tech JPA want to see multiple year increments, etc. and what is the preferred way to see pricing broken down?

**Answer:** This is up to the vendor's discretion. Recognizing that the volume of Ed Tech JPA purchases is unknown at this time, the RFP does invite vendors to offer tiered pricing to ensure that the contract expectations resulting from the RFP award are sustainable. Vendors can tier based on any criteria (such as license numbers, enrollment numbers, number of sites, etc.).

**1.3 Question:** Is there no award for this RFP?

**Answer:** Ed Tech JPA does establish a Master Agreement and California Student Data Privacy Agreement with all awarded vendors. A Purchase Agreement is negotiated and prepared for each awarded vendor. Purchase Agreements are finalized when a member elects to purchase products from an awarded vendor. When a member elects to enter into a Purchase Agreement with a vendor they will establish specifics with the vendor, obtain board approval (if required) and sign a Purchase Agreement.

The RFPs released by Ed Tech JPA have been based on founding members' needs and we anticipate a Purchase Agreement will be established with at least one vendor for each RFP. The

initiating district for this RFP is Fullerton School District. Ed Tech JPA is growing rapidly, with four founding members, and five associate members, with total combined enrollment approximately 175,000. Many additional school districts and county offices have expressed interest in joining Ed Tech JPA and we anticipate added growth over the upcoming months.

**1.4 Question:** When are written questions due?

**Answer:** Written questions are due on July 15, 2019 at 2:00pm. The website incorrectly stated June 15, 2019 at 2:00pm; this has been corrected.