



To: Deborah Bushnell  
National IPA

From: Robert Zingelmann  
Chief Financial Officer, Business/Operations Services

Date: April 12, 2017

Re: Determination for Request for Proposal (RFP)

Ref: RFP # 17-10

Region 4 has determined that the use of a RFP for **Total Cloud Solutions** will benefit TCPN members more than the use of an Invitation for Bid (IFB).

Region 4 ESC contracts are used by public and private schools, colleges and universities, cities, counties, non-profits, and all governmental entities throughout the country. The use of an RFP will allow vendors to decrease submitted pricing if needed based size of projects, as well as the ability to negotiate supplemental agreements. Each purchase made through this contract will be customized to the needs of the purchasing agency. In addition, competitive sealed bidding does not allow the ability to compare offers and determine the best value for our wide range of members.

Therefore, it is the opinion of Region 4 that a RFP, rather than an IFB, is more advantageous to TCPN members.