

RFP 19-08 Oracle Products & Services

Q. Amendment 1 added “AWS/Azure Platform Integration” to the requested Products and Services. Can the contracting office clarify if AWS/Azure IaaS cloud service instances are being requested, or if you are asking for professional services to perform integration or “lift and shift” tasks between Oracle products and an AWS/Azure cloud environment (to be procured separately from this agreement)?

A. Please refer to Addendum No. 2

Q. If an Offeror takes exception to any terms in Appendix A, should the Offeror still submit a signed version of the document along with the Exceptions noted in Appendix B?

A. Yes

Q. Does Region 4 intend to provide a standardized Excel price attachment for all Offerors to complete?

A. No

Q. If Region 4 does not intend to provide a standardized Excel price attachment, are Offerors permitted to provide pricing in the format of their choosing, provided all information required in Section V Evaluation Process and Criteria is represented?

A. Yes

Q. Can the contracting office confirm that no price catalog information is required to be included in the printed/bound bid volumes, and can be provided as a separate, digital Excel file only?

A. Correct, digital file only

Q. Are Offerors required to include Oracle products in their bid as a prerequisite for award consideration?

A. Refer to Addendum No. 2

Q. If offering additional manufacturers beyond Oracle, do Offerors need a Letter of Authorization from each manufacturer?

A. Please refer to Addendum No. 2

Q. Exhibit A in the Omnia Partners Exhibit, Section 2.2., states that a Supplier must commit that the pricing available under the Master Agreement is its lowest available to Public Agencies nationwide. The concern we have is that the 3% administrative fee charged by Omnia/Region 4 is the highest fee charged by all SLED contracts nationwide. Can this statement be revised to read as follows? "Supplier commits the not-to-exceed pricing provided under the Master Agreement pricing is its lowest available (pre-admin fee) to Public Agencies nationwide."

A. Respondents may take exceptions for consideration.

Q. Are hardware products considered in scope for any additional, non-Oracle manufacturers included in the bid?

A. Please refer to Addendum No. 2

Q. Please define "*agencies for the public benefit*".

A. Agencies for the public benefit include, state government, local government, higher education, k-12 education and nonprofit organizations.

Q. Section 11, Termination of Contract (pg. 16 of 27) includes language that "*Region 4 ESC may terminate the Contract if purchase volume is determined to be low volume in any 12-month period.*" Please advise what Region 4 constitutes as low volume?

A. Volume will be reviewed by Region 4 during the contract performance period and evaluated as needed.

Q. Addendum No. 1 added the following language under Vendor Requirements: "*Offeror shall include certifications or past project implementations*". Please confirm that the certifications Region 4 is seeking are individual and/or corporate-level Oracle certifications.

A. Refer to Addendum No. 2

Q. Addendum No. 1 added the following language under Products and Services: "*AWS/Azure Platform Integration*". As this is an Oracle Products and Service contract, in order to best respond, could Region 4 please provide the rationale behind this requirement. Furthermore, as there are other platforms, is there a reason it was limited to these two specifically?

A. Refer to Addendum No. 2

Q. Under the Products and Services section, there are two separate bullets; one for "*Professional Services and Managed Services Offerings*" and the other for "*Implementation Services / Audit Services*" which was added via Addendum No. 1. Our general understanding/industry practice is that Professional Services is often synonymous

with and/or includes Implementation Services. If Region 4 is delineating between these services, could you please clarify the distinction?

A. Refer to Addendum No. 2

Q. Please confirm the “*Audit Services*” requested are those related to helping customers ensure they are in compliance with Oracle licensing requirements?

A. Yes