

Public Questions & Answers

Event Information

Number: 24-03 Addendum 4
Title: Software Solutions and Services
Type: Request for Proposal - Region 4 ESC
Issue Date: 4/24/2024
Question Deadline: 5/16/2024 02:00 PM (CT)
Response Deadline: 6/13/2024 02:00 PM (CT)
Notes: Oral communications concerning this RFP shall not be binding and shall in no way excuse an Offeror of the obligations set forth in this proposal.

Only online proposals will be accepted. Proposals must be submitted via Region 4 ESC's online procurement system: region4esc.ionwave.net.

No manual, emailed, or faxed proposals will be accepted.

NON-MANDATORY PRE-PROPOSAL CONFERENCE

Meeting to be held on
Thursday, May 9, 2024 at 11:00 am
via ZOOM. Click [here](#) to join.

Offerors are strongly encouraged, but not required to participate in a pre-proposal conference with the Procurement and Operations Specialist.

Published Questions

Question: Can we get a list of attendees from the Pre-Proposal Conference?

Answer:

Region 4 ESC	Crystal Wallace
Omnia Partners	Christine Dorantes
EndGame Technologies	Macia Trotter
Cayuse Technologies	Cody Lee
GNC Consulting	Barb Perozzi

Reach Solutions Inc.	Malek Hamdieh
Britannica Education	Lori Drexler
Edmentum	Krystal Tranby
White Horse Distribution LLC	Chau Tran
White Horse Distribution LLC	Tammy Tran
Optiv	Natalie Castagno
AspireHR	Winnie Chu
Unicon	Jesus Cabanillas
Omnia Partners	Richard McVay
NITCO Inc.	Nancy Herrington
Frontline Education	Alex McKinnis
Reach Solutions Inc.	Andrew Mathers
Accruent, LLC	Jason Fields
	Tich Gandhle
Interplay Learning	Reid Fay
Reach Solutions Inc.	Monica Longoria
DLT Solutions LLC	Chris Kline
EndGame Technologies	Vickie Peterson
Agile Mind	Mandy Livingston

Hyland Software

Steph Gowin

Milliard Tek LLC

Vaiti Atchouda

Region 4 ESC

Adam Tabor

Agile Mind

Caroline Kimble

Packback, Inc.

Aiyanna Guadiz-Correa

Unicon

Jeff Von Rosenberg

DLT Solutions LLC

Adam Pritchard

New Tech Solutions Inc.

Parke Brinkley

Interplay Learning

Tiff Wales

Shay

Asked: 5/28/2024 10:23 AM (CT)

Question: With the RFP deadline being extended, are there any other deadline extensions being anticipated?

Answer: No

Asked: 5/16/2024 12:50 PM (CT)

Question: Under the response submission, what are the expectations for the supplier note to buyer section?

Answer: The Response Submission tab is to verify your company contact information.

Asked: 5/16/2024 12:43 PM (CT)

Question: Will a vendor be disqualified for not submitting a Dunn and Bradstreet report?

Answer: The Dun and Bradstreet report is a required component of a proposer's submission in this request for proposal. See the document titled: Exhibit A Response for National Cooperative Contract, Section 3.0 for a list of required components.

Asked: 5/16/2024 08:51 AM (CT)

Question: For the question "Describe the experience and qualifications of key employees," do those individuals need to be direct providers to Region 4? Can we provide a Response Attachment to include their resumes in lieu of answering directly in the Attributes due to character limits?

Answer: The Response Attachments tab does not have an area to upload resumes since they are not required. All items that have a red asterisk on the Attributes tab and Response Attachments tab are required in order to submit a response.

Asked: 5/16/2024 08:21 AM (CT)

Question: We are a NJ certified SBE and MWBE. Can we submit our certifications

Answer: These should be uploaded on the "Response Attachments" tab, # 12 and # 13.

Asked: 5/16/2024 07:30 AM (CT)

Question: On page 31 of #24-03 OMNIA Partners - Exhibit A Response for National Cooperative Contract, you request a Dunn & Bradstreet report. This is not requested elsewhere in the Attributes or Attachments. If the Supplier does not have a Dunn & Bradstreet report, how should it be addressed?

Answer: This is to be uploaded on the Response Attachments tab, #17.

Asked: 5/14/2024 11:01 AM (CT)

Question: Will the pre-proposal conference recording be made available to all? Thank you!

Answer: Yes. The request should be made to questions@esc4.net.

Asked: 5/13/2024 03:12 PM (CT)

Question: If we already have an OMNIA and DBITS/DIR AI contract in place, do we still need to respond to this RFP?

Answer: Each contract is separate. It is up to each vendor to choose to submit a response to a solicitation as Region 4 ESC cannot make a determination if someone should or should not submit a response.

Asked: 5/10/2024 08:16 AM (CT)

Question: We do not have a "manufactuer part #" or an "Offeror Part #." Can those be excluded from our pricing?

Answer: If you feel a question does not pertain to your company, you may indicate N/A or Does not pertain.

Asked: 5/9/2024 07:11 PM (CT)

Question: In the Attributes tab, question 16 states: Appendix D, Exhibit A, OMNIA Partners Response for National Contract Include a detailed response to Appendix D, Exhibit A, OMNIA Partners Response for National Cooperative Contract. Responses should highlight experience, demonstrate a strong national presence, describe how Offeror will educate its national sales force about the Contract, describe how products and services will be distributed nationwide, include a plan for marketing the products and services nationwide, and describe how volume will be tracked and reported to OMNIA Partners. Do we need to upload in Response Attachments a separate response to these or only provide our response in the Attributes line item for the Supplier Response portion?

Answer: Appendix D, Exhibit A is not a required uploaded document on the "Response Attachments" tab. All questions on the "Attributes" tab are required to be answered in full.

Asked: 5/9/2024 03:19 PM (CT)

Question: For OMNIA's Exhibit B Administration Agreement Example, do we need to redline that document to provide exceptions (if any) and also list our exceptions on Appendix B Terms & Conditions Acceptance Form? Or should we only list our exceptions on the one form - Appendix B Terms & Conditions Acceptance Form?

Answer: Redlining is acceptable. All exceptions/deviations are required to be listed on Appendix B Terms & Conditions Acceptance Form.

Asked: 5/9/2024 03:16 PM (CT)

Question: The RFP prebid conference indicated this contract is a replacement of #1909. We were informed prior to release that Region 4 would NOT be renewing our contract #R19-19. Can you confirm whether vendors approved under Contract #19-19 should respond to this RFP to stay contracted with Region 4 and OMNIA?

Answer: Contract 19-09 is out of renewals. Therefore, is not able to be renewed.

Asked: 5/9/2024 01:00 PM (CT)

Question: - Regarding a minimum Contract Sales guarantee: Exhibit A, Section 3.3, mentions, "To the extent Supplier guarantees minimum Contract Sales, the Administrative Fee is calculated based on either the actual Contract Sales or the Guaranteed Contract Sales, whichever is greater." The wording "To the extent Supplier guarantees minimum Contract Sales", suggests that guaranteeing a minimum Contract Sales might not be mandatory. Is this the case? - If Edpuzzle is to include a Guaranteed Contract Sales figure, the amounts per year listed in section 3.3 of Exhibit A are blank. We have two concerns in this regard: a) In the event that a minimum contract sales guarantee is established, and the actual Contract Sales are less than that figure, will Edpuzzle still be charged the administrative fee based on the Guaranteed Contract Sales? b) Should a minimum Contract Sales be required, could Region 4 advise on how and when these figures will be established? Should these amounts be estimated un

Answer: This is not a requirement. Region 4 ESC cannot make a determination as to what information a vendor chooses to provide. If a vendor chooses to provide Guaranteed Contract Sales, then the administrative fee is based on the greater, the actual sales or guaranteed contract sales provided.

Asked: 5/9/2024 09:40 AM (CT)

Question: There is a required OMNIA Partners - Exhibit G New Jersey Business Compliance Forms. If we choose not to do work in New Jersey, do you want a document stating so and uploading as an attachment?

Answer: Yes that will be accepted.

Asked: 5/8/2024 01:34 PM (CT)

Question: Can you please provide a point of contact's name and phone number?

Answer: All questions are to be submitted via Ion Wave.

Asked: 5/8/2024 11:02 AM (CT)

Question: There is overlap and duplication of questions in "Attributes" and "Exhibit A". It is sufficient to respond "Please see the answer to Section X/Y/Z in Exhibit A" to these attribute questions?

Answer: Exhibit A is not a required uploaded document on the "Response Attachments" tab. All questions on the "Attributes" tab are required to be answered in full.

Asked: 5/3/2024 01:36 PM (CT)

Question: Could you kindly confirm if LOAs and EULA are required? We are not seeing the requirement listed in the Instructions documents at present.

Answer: All of the required information is indicted with a red asterisk on both the "Attributes" tab and "Response Attachments" tab.

Asked: 5/3/2024 08:15 AM (CT)

Question: For attribute 20, please define fill rate as it pertains to a company providing computer software.

Answer: If you feel a question does not pertain to your company, you may indicate N/A or Does not pertain.

Asked: 5/2/2024 05:06 PM (CT)

Question: Due to the number of potential OEMs and Reseller partners, would an extension to both the submission date and the question cutoff date be possible?

Answer: An Addendum will be issued to extend both.

Asked: 5/2/2024 01:31 PM (CT)

Question: On RFP # 24-03 Instructions to Offerors Section 4 "Past Performance": Is this a required portion of the submission and if so is there a template you would like us to utilize?

Answer: It is not a required portion of the submission.

Asked: 5/2/2024 12:57 PM (CT)

Question: For Response Attachment #18, should we attach "OMNIA Partners - Exhibit F Federal Funds Certifications" as the title states, or "Response for National Cooperative Contracts" as the description states?

Answer: Updated Descriptions for Exhibit F - Federal Funds Certifications on "Response Attachments" tab.

Asked: 4/30/2024 08:42 AM (CT)

Question: Can you please clarify the difference between Response Attachments 5 and 17 with the same title? Thank you in advance!

Answer: This is a duplicate. Addendum issued.

Asked: 4/29/2024 05:06 PM (CT)

Question: Can you confirm if we can apply for a single offering, example we have Education Software.

Answer: It is up to each vendor to choose to submit a response to a solicitation as Region 4 ESC cannot make a determination if someone should or should not submit a response.

Asked: 4/29/2024 01:33 PM (CT)

Question: Is the pre-proposal time CT or ET? Thursday, May 9, 2024 at 11:00 am

Answer: Central Standard Time

Asked: 4/24/2024 09:21 AM (CT)
