RFP 20-14 Learning Management System Q&A

(1) The PDF document for solicitation 20-14 does not include <u>any</u> functional requirements beyond a high level list of generic features on p.3. There is no information provided regarding current LMS environment, integration requirements with other systems, data migration needs, technical environment or any other functional or business context.

This is a new contract category that will be marketed across the country to Participating Public Agencies therefore, the requested information will be determined by the Participating Public Agency's own environment and needs.

(2) Are there additional documents besides the PDF file? Is there a requirements document that can be reviewed in order to assess product fit?

There are no additional documents. This is a new contract category that will be marketed across the country to Participating Public Agencies therefore, the requested information will be determined by the Participating Public Agency's own environment and needs.

(3) Can you advise whether the Learning Management System being requested is for _academic_ use --- for K-12 students and teachers to deliver K-12 classes OR for _employee/staff_ use --- for employee professional development and compliance?
The term Learning Management System can be applied to both scenarios, but the two solutions are completely different, with entirely separate vendor ecosystems.

Both. Please refer to National Contract and Vendor Requirements, RFP pg. 3

(4) Does any companion doc exist that outlines specific desired functionality in the learning management software beyond the broad bullet points on page 3-4?

There are no additional documents. This is a new contract category that will be marketed across the country to Participating Public Agencies therefore, the requested information will be determined by the Participating Public Agency's own environment and needs.

(5) The Texas Department of Education signed an $18M deal this summer for Powerschool's Schoology LMS for statewide use; how does this solicitation reconcile with that?

It does not, this is totally separate and goes beyond Texas education agencies.

(6) Is this RFP also in partnership with a specific district or is to be added solely as an approved vendor for Omnia Partners and their members?

No. Region 4 has issued the solicitation and resulting contract(s) will be available for "piggyback" by Participating Agencies

(7) I am evaluating RFP 20-14 Learning Management System and was curious if this was for student/academic use or if it was for administration/faculty use? I ask because we often provide the LMS solution for the administration/faculty/staff of education institutions, however we are not ideal for K-12 or Higher Ed academic use directly with students in most cases. Any insight is greatly appreciated.

Please refer to Q&A # 3

(8) Is the LMS for employees, students or both?

Please refer to #3

(9) Is the LMS for _student_ (K12) academic use or for employee (teachers/staff) use - or both?

Please refer to refer to # 3

(10) Is this an LMS need targeted at virtualizing what happens in the classroom or a more traditional corporate LMS?

Region 4 supports K-12 agencies, however as indicated in National Contract language, the contract will be available for all eligible public agencies

(11) Some SaaS products price by user count. What user count should be used when calculating pricing?

Offeror should provide their base cost. Refer to #1

(12) Are there any detailed functional requirements by R4 to detail what you are looking for in an LMS, what systems does it need to integrate with, what data migration might be required from an existing LMS, etc.?

Please refer to # 1

(13)   If awarded, is there a 3% fee for each purchase/sale the awarded vendor makes or is this 3% determined some other way?

3% per total sale

(14) Will multiple LMS vendors be selected. Traditionally a staff level LMS and a Student based LMS are different products.

Yes

(15)   How are we to provide details about one time _implementation_ effort/cost --- as no details are provided AND they vary from one customer to the next based on specific requirements?

Offeror should provide their base cost. Refer to #1

(16) Guaranteed minimum sales - is this weighed in the scoring criteria - and if so how much? And if we are unable to commit to a specific dollar volume, will we be disqualified per 3.3 L section in the Omnia contract

No

(17) So things like content libraries, knowledge management, authoring tools can be included as add-on line items?

Additional product/services that meet the scope of work can be added in the Value-Add section

(18) Is pricing considered proprietary information that we can restrict?

Please refer to Proposal Format; pg. 6, section 5

(19) Will you please describe and/or explain why Omnia partners was selected over other potential coop/convenience partners?

Region 4 has partnered with OMNIA Partners as their market their contracts across the country

(20) Does this contract create a vehicle for a GSA schedule, e.g. can a federal buyer use this contract as a GSA scheduled purchase?

No, the resulting contract(s) is not a replacement for GSA no an addition to

(21) Would you please confirm that public and private higher education institutions are included in the 'piggybacking'?

Yes

(22) Our pricing must match our GSA contract pricing?

Region 4 cannot tell a supplier how to respond

(23) Is there any preference awarded for minority/veteran/small business... statuses?

No

(24) Any preference for being in region 4 Or based in Texas?

No

(25) So, Omni would understand pricing could be negotiated with each sale for each entity? Therefore, Region 4 could negotiate a lower price than what we submit?

Yes. Requested pricing is "not to exceed". Suppliers can always negotiate a lower price

(26) Please provide what format you would like the responses to Appendix D, Exhibit A,? Table? Narrative? As it appears you need more information than the space on the form requires.

Format shall be as indicated in the RFP and Offeror should use additional pages if necessary

(27) Do you prefer pricing in a specific format?

Preferably excel

(28) Can you please confirm what parts, or pages, of **Appendix D** must be returned **signed** and **complete** as part of the final submission?

Exhibits A, B, F and G

(29) **The following statement is provided as response to questions on pages 5 & 6**

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S.No.	Category	Questions
1	Existing system(s)	We want to understand the current ecosystem of ECS in terms of: ● ECS Proprietary systems ● 3rd party applications used
		How is the current learning delivered?
		Do you have a course library? If yes, can you please list different types of assets? Eg - Videos, Audios, Files, SCORM, IMSCC packages, etc.
2	Users	How many teachers will use the application for content authoring?
		How many concurrent LMS users do you foresee to be using the system at a given time?
		Which is the targeted LMS users: primary, mid-school, or high school students or all from K-12?
3	Content/ Course	Which subject(s) are you planning to deliver in the LMS?
		Do you have a sample course structure in mind? For eg. a course will consist of: ● Weeks/Topic wise ● Activities - Discussion forums, Chats, Assignment, Assessment, etc. ● Resources - Files, Assets, etc. to be shared with students
		Will the same course get delivered to the students of different schools/districts (OR) each school/district will have a separate course structure?
		Does this RFP also have a scope for end-to-end content development or it is only looking for LMS providers?
		Is there a requirement for a comprehensive course authoring solution with competency management, learning object repository, taxonomy and metadata management, and analytics (LRS), thus helping content/course management and distribution across multiple LMS from a single system of truth? OR Is the need to have authoring capabilities limited within the LMS capabilities like what is provided by standard off-the-shelf LMS tools?
4	Integration	Are there applications that need to be integrated with the LMS? If yes, can you

		please list them? For e.g. - Student Information System (SIS)
5	Migration	We would want to get an understanding of any content migration required from the existing platforms to the LMS. If yes, can you please provide relevant details?
6	Tenancy	Do you plan to have multi-tenancy implementation, wherein, each school/district will be a separate tenant and will be managed within the same LMS instance?
7	Timeline/ Pilot	Can you please share an indicative timeline for the launch of the application?
		Also, what is the timeline for onboarding different schools/districts?
		Are you planning to launch any LMS pilot immediately? If yes, is it possible to share a high-level scope?
8	Scope	What is ECS's idea of an Extended Enterprise? We need some clarity over the scope line item.