



May 1, 2023

NCPA has determined that the use of a RFP for Software Products and Services will benefit our members more than the use of an Invitation for Bid (IFB).

Region 14 ESC contracts are eligible to be used by over 90,000 agencies nationwide from both the public and nonprofit sectors. These include, but are not limited to School Districts (including K-12, Charter schools, and Private K-12), Higher Education (including Universities, Community Colleges, Private Colleges, and Technical / Vocational Schools), Cities, Counties, and any Local Government, State Agencies, Healthcare Organizations, Church/Religious, Nonprofit Corporations throughout the country. The use of an RFP will allow vendors to decrease submitted pricing if needed based on quantity and 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 our opinion that a RFP, rather than an IFB, is more advantageous to our members.

Sincerely,

Matthew Mackel