Request for Information No. I
RFP No. 23/24-03 Security and IT Administration
October 4, 2023

Response to Proposers' Questions

1.1 **Question**: I received this email this morning. It did not come from your email address and wanted to confirm that you sent it. If you did can you shed some light on what it is?

Answer: The email sent out to many vendors the morning of September 15, 2023 included information as detailed on Ed Tech JPA's website and in the advertisement placed with the Orange County Register regarding this RFP. For additional information please view our website at https://edtechjpa.org/procurement/current-procurements .

1.2 **Question**: Do you happen to have any statistics or estimates on how often your contracts are utilized for procurement?

Answer: Since our formation in 2019, approximately 375 sales have been made utilizing JPA contracts that have resulted from our consortium RFPs, totaling over $17.5 million in sales for our Vendor Partners. Ed Tech JPA has grown rapidly, adding forty new members in the last year. We expect that our membership and contract utilization will continue to grow.
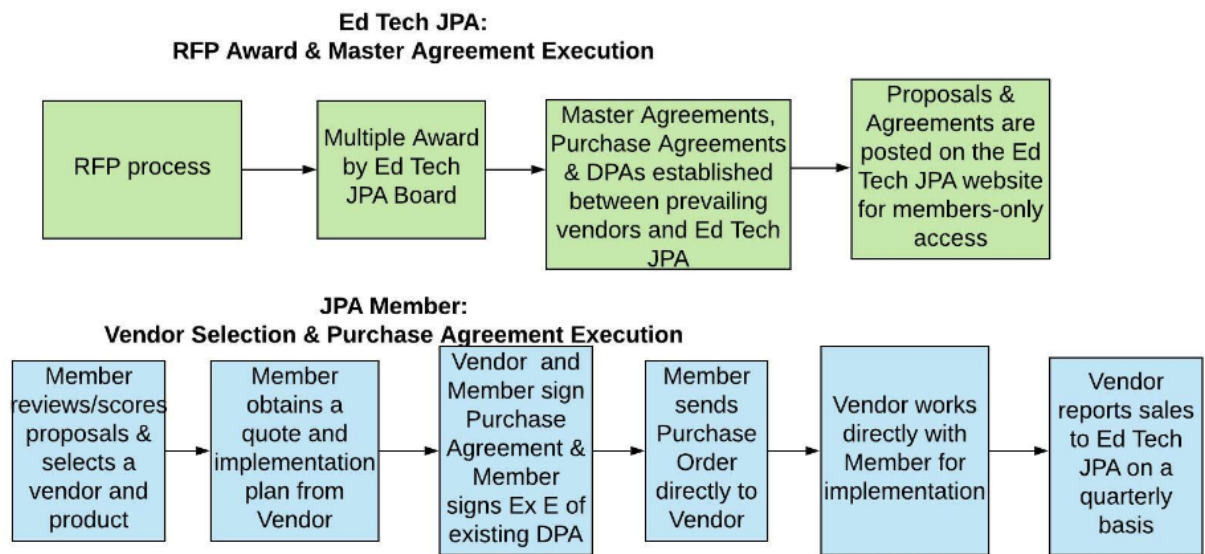
1.3 **Question**: We understand that your office has issued an RFP on Security and IT Administration for Irvine Unified School District (IUSD), CA. Please share the same for us to review and respond.

Answer: This RFP has been released by the Education Technology Joint Powers Authority. Irvine Unified School District is a founding member of Ed Tech JPA, along with Capistrano Unified, Clovis Unified, Fullerton, El Dorado County of Education, San Juan Unified, and San Ramon Valley Unified. The RFP and RFP response template can be found on Ed Tech JPA's website at: https://edtechjpa.org/procurement/current-procurements. Please be sure to make a copy of the response template to your drive prior to entering any responses.

1.4 **Question**: Do you have a moment to briefly discuss how Irvine Unified leverages the EdTech JPA?

Answer: Irvine USD's preferred procurement vehicle is Ed Tech JPA because it meets formal procurement requirements and streamlines the procurement process.

Ed Tech JPA members in need of a security/IT admin solution will determine which solution(s) is the best fit for their unique needs and contact the vendor directly. The member and vendor will work directly with each other to determine details related to the desired Solution and implementation. After implementation the vendor will invoice the Participant directly. Below are charts outlining the processes to enter into a Master Agreement and to enter into a Purchase Agreement.

Ed Tech JPA:
RFP Award & Master Agreement Execution

RFP process → Multiple Award by Ed Tech JPA Board → Master Agreements, Purchase Agreements & DPAs established between prevailing vendors and Ed Tech JPA → Proposals & Agreements are posted on the Ed Tech JPA website for members-only access

JPA Member:
Vendor Selection & Purchase Agreement Execution

Member reviews/scores proposals & selects a vendor and product → Member obtains a quote and implementation plan from Vendor → Vendor and Member sign Purchase Agreement & Member signs Ex E of existing DPA → Member sends Purchase Order directly to Vendor → Vendor works directly with Member for implementation → Vendor reports sales to Ed Tech JPA on a quarterly basis

1.5   **Question**: Is there a list of members of the JPA available?

Answer: A current list of Ed Tech JPA members can be found at https://edtechjpa.org/about/our-ed-tech-jpa-members. This list is updated as new members join.

1.6   **Question**: How are Ed Tech JPA RFPs run and awarded?

Answer: Ed Tech JPA offers multiple awards so its members can leverage the vendors that best meet their needs. Ed Tech JPA's RFP team will review Vendor Proposals and award to Vendors who comply with all terms and conditions (no substantial exceptions) and meet all essential requirements. Essential requirements are denoted in the RFP with double asterisks and green highlighting.

Vendors should also answer non-essential criteria (blue highlighting) to the best of their ability. Ed Tech JPA members vary in size from 1,500 ADA to 600,000 ADA, and have different needs. Ed Tech JPA will make all prevailing Proposals available to members for review. Members will determine what requirements are most important to them and use the information in Proposals to determine which Vendor best fits the needs of their organization.

Vendors who meet all essential requirements (green, double asterisks) and agree to the terms and conditions will be considered for award contingent upon successful contract negotiations. Non-essential criteria (blue) are optional. Vendors are encouraged to respond to non-essential criteria so member districts can make a determination regarding which solution is the best fit for their needs.

Additionally, the RFP is sectioned into different modules. Essential requirements are required only to be considered for award in those specific sections.   For example, if a vendor agrees to all terms and conditions and meets all essential requirements for section 4.3, but not for other sections they will be awarded for section 4.3. Below is an example of a possible award scenario.

Vendor	CIS Controls																				IT Administration		
	3.1	3.2	3.3	3.4	3.5	3.6	3.7	3.8	3.9	3.10	3.11	3.12	3.13	3.14	3.15	3.16	3.17	3.18	3.19	3.20	4.1 Help Desk	4.2 Project Mgmt	4.3 Classroom Mgmt
Vendor A	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No
Vendor B	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	Yes
Vendor C	No	No	No	No	No	No	No	No	No	No	Yes	No	No	No	No	No	No	No	No	No	No	No	No

JPA members have varying needs, and some may require services for only some modules included in this RFP. Members will evaluate Proposals based on their specific needs, so please include a clear description of what your solution offers.

If offering multiple separate solutions please be clear in your proposal which solution meets each criteria

Example:

3.1.1 Describe how the Solution can establish and maintain an accurate, detailed, and up-to-date **inventory** of Enterprise assets with the potential to store or process data, to include: end-user devices (including portable and mobile), network devices, non-computing/IoT devices, and servers. For mobile end-user devices, describe how MDM type tools can support this process, where appropriate. **
Product 1 Name (MDM): *Our MDM solution provides management and inventory control for all mobile device platforms ….(description of features)*   **Product 2 Name (Server Management Solutions):** *Our team provides professional services for managing server security, scalability, and overall health …. (description of services)*

1.7   **Question**: Are contracts available for future Ed Tech JPA members as well, or just to members at the time the RFP is run?

     Answer: When a member joins Ed Tech JPA it can leverage any current or previously awarded contract. The membership process is very quick and straightforward. There are no fees for members to join. Ed Tech JPA provides sample board agenda and resolution templates for members in an effort to assist members with their boards' required approvals. The Ed Tech JPA website at https://edtechjpa.org/members/becoming-member contains detailed instructions for prospective members.

1.8   **Question**: What is the volume of business that Ed Tech JPA typically has?

     Answer: Ed Tech JPA has experienced rapid growth since our inception in 2019, having grown by 40 additional members in the last year. We currently have 157 members and over 60 active procurement vehicles, with 375 total sales made by vendors to this point.

1.9   **Question**: Do you have a rough estimated dollar amount of what sales equate to?

        Answer: Vendors have reported over $17.5 million dollars in sales leveraging Ed TechJPA contracts over the last three years. Please note, this amount may be significantly understated as for some Federally funded contracts, Ed Tech JPA has not collected the total sale amount of the contract.

1.10   **Question**: How widely accepted is the JPA? Is it widely used in California?

        Answer: Ed Tech JPA is widely accepted as a procurement vehicle, with 157 current members. Ed Tech JPA has focused our outreach efforts on California over the past few years. As a result, the majority of our members are located in California. Our California Members span 35 different counties and represent over 2 million California students. These members have obtained approval from their Board or Superintendent to join the Ed TEch JPA and leverage our agreements. Ed Tech JPA has worked closely with state and federal regulators to ensure compliance with relevant regulations. Our Members include large County offices, such as Orange County Department of Education (OCDE) and San Diego County of Education (SDCOE). CASBO and CITE have both supported Ed Tech JPA and the JPA has participated in their conferences. As a public agency run by current CBOs and CTOs Ed Tech JPA can run valid procurements that meet legal requirements for public agencies. Other agencies that are not public can not run public procurements and resulting agreements have more limited use for public agencies. Ed Tech JPA is happy to work with Vendors to support prospective Members (inside and outside of California) on the membership process.

1.11   **Question**: Is there somewhere to check JPA members?

        Answer: A current list of Ed Tech JPA members can be found at https://edtechjpa.org/about/our-ed-tech-jpa-members. This list is updated as new members join.

1.12   **Question**: Can an existing contract be leveraged as part of the response?

        Answer: Vendors may reference existing contracts (e.g., CMAS) as a part of their response. However, references to a different contract may not be substituted for clear and comprehensive responses to the criteria and required forms within the RFP. Vendors who wish to reference an existing contract must still complete the RFP Response Template in its entirety.
        Vendors may include product-specific contract terms in their response as well (e.g., licensing agreements, warranties, maintenance agreements). Ed Tech JPA will consider incorporating Vendor standard licensing agreements as part of the awarded Purchasing Agreement. To make the negotiation process more manageable for both parties, Ed TEch JPA will generally negotiate the Purchasing Agreement terms and

incorporate Vendor, product-specific agreements as an addendum to the Purchase Agreement, provided that the Purchase Agreement takes precedence.

1.13   **Question**: How do you determine the proposals which are ultimately selected by the JPA?

      Answer: When scoring proposals Ed Tech JPA considers what products may be a fit for any of its members. Vendors who meet all essential requirements (green, double asterisks) and agree to the terms and conditions will be considered for award contingent upon successful contract negotiations. There is no cap on the number of awarded vendors. Please see the response to RFI no. 1.6 for additional details.

1.14   **Question**: Please explain the different RFP sections in the RFP.

      Answer: <u>Section 1: Vendor Support & Ability to Perform</u> This section tracks company history, references, financials, and logistical capabilities. Ideally references are from California K-12 agencies. Please be sure to clearly respond to all essential requirements in this section which are denoted by double asterisks and green coloring.

      <u>Section 2: Technology Requirements</u> This section is designed to confirm the base solution meets all the basic technological requirements of the RFP (ability for maintenance, outages, support levels, etc.), and has been reduced from our standard RFPs due to the nature of this RFP. Please be sure to clearly respond to all essential requirements in this section which are denoted by double asterisks and green coloring.

      <u>Section 3: Functionality and Usability - Security</u> This section addresses features of your proposed solution. Please identify the sections that apply to your product(s). You do not need to respond to section(s) that do not apply to the product you are proposing.
      Subsection 3.1 - 3.18 - Security Section which is directly aligned with CIS Controls
      Subsection 3.19 - covers security or incident management solutions as a service
      Subsection 3.20 - covers campus or physical security such as cameras, lockdown products, etc.

      <u>Section 4: Functionality & Usability - IT Administration</u> encompasses help desk, project management, and classroom management & student safety solutions. You do not need to respond to section(s) that do not apply to the product you are proposing.

      <u>Section 5: Price</u> All vendors are required to complete the provided pricing form. If offering multiple alternatives please specify the pricing for each.

1.15   **Question**: If multiple vendors comply, would price be a factor in award or could multiple vendors be awarded with varying pricing as long as they comply?

     Answer: Multiple vendors may be awarded with varying pricing as long as they comply with the requirements of the RFP. If multiple Vendors propose the same Solution(s), Ed Tech JPA will make a determination for an award based on the diverse needs of our membership.

1.16   **Question**: It sounds like this RFP could potentially cover a lot of different solutions all over the board. Is that the intent, or are there a few solutions you are looking for?

     Answer: It is Ed Tech JPA's intent that this RFP creates a comprehensive list of security solutions available to public entities in California. Ed Tech JPA's members have overwhelmingly requested this procurement. Awarding to a variety of vendors allows Ed Tech JPA members with a wide variety of needs to be agile when identifying needs and procuring solutions.

1.17   **Question**: What happens if multiple respondents offer the same product? For example, multiple resellers selling the same product.

     Answer: Each Vendor proposal will be evaluated independently and thoroughly based on their compliance with RFP requirements and response to the criteria in the RFP. If multiple vendors propose identical Solutions, Ed Tech JPA will determine whether the offerings are differentiated enough to warrant a multiple award (e.g., differences in implementation services, Vendor's ability to serve different geographic areas). If the offerings are not differentiated, Ed Tech JPA may award to the lowest price responsive Vendor. If multiple vendors submit proposals that include some of the same products (e.g., there is overlap in the two proposals), a multiple award will be considered to allow Members to select the best menu of offerings and service provider to meet their needs. Previously a reseller and manufacturer both proposed the same product and during the negotiations/clarification process we worked with both parties and narrowed the offering to just the manufacturer, based on their preferences.

1.18   **Question**: Would you encourage working with a manufacturer to submit one proposal?

     Answer: If a Vendor is focused on a single product line working with a manufacturer would allow for a more streamlined JPA agreement, however Ed Tech JPA does not want to limit the proposals offered. Ed Tech JPA anticipates having some overlap in products awarded given the nature of this RFP.

1.19   **Question**: Can vendors respond with a product that isn't fully developed as of today, but would be developed, sellable, and usable by the time this RFP ends?

     Answer: Ed Tech JPA is willing to consider proposals offering products that are available for purchase when the RFP is awarded. Some factors that will be considered include: The timeline of development, if a go-live date has been set, and if the vendor has other products that are currently available. In this situation Ed Tech JPA would ask clarifying questions during the review process to determine if the product is deserving of award. If you are in this situation, we recommend providing detailed information, screenshots, and the exact projected release date. If detailed information is not provided, the product does not seem ready for purchase by the date of award, or there is insufficient information to support that a Solution will be fully developed, the proposal may not be awarded.

1.20   **Question**: After award, how do Ed Tech JPA members use this vehicle moving forward?

     Answer: Once proposals are received, the Ed Tech JPA evaluation team will review proposals, send clarifying questions to Vendors if needed, and evaluate the proposals. After the evaluation is completed, the team will post an intent to award and negotiations with awarded Vendors commences. The contractual process usually includes the following documents:
 Master Agreement between the JPA & vendor.
Purchase Agreement - template agreement for use between vendor and customer/member.
Additional attachments/licensing agreements - unique to your company.
DPA - applicable to any products with access to student data.

Ed Tech JPA then posts finalized agreements to a members-only, password-protected webpage and notifies members of their availability through monthly newsletters, quarterly updates, presentations and participation in vendor shows at conferences. Members may view awarded vendors and contracts & proposals directly on Ed Tech JPA's website. Members who are interested in making a purchase should reach out directly to vendors to set up any desired demos/pilots, to obtain quotes, for the contracting and Purchase Order process, and implementation. Ed Tech JPA typically sends a checklist to awarded vendors after board award to help provide clarity. Additional information about making a purchase can be found on our website at https://edtechjpa.org/services/jpa-contracts .

Ed Tech JPA is free for public agencies to join as associate members. The membership process is simple and sample documents are available on our website. PUblic agencies that have made a determination and want to make a purchase quickly can join the JPA and leverage a Purchase Agreement.   Additional information about how prospective customers can become members can be found on our website at https://edtechjpa.org/members/becoming-member .

Vendors should note that there is an administrative fee for sales. The intent of the Administrative Fee is to assist Ed Tech JPA in covering operating costs, including the cost to advertise the RFP, as well as staff time and legal costs associated with the development, administration, and negotiation of the RFP and resulting contracts. The Administrative Fee is not intended to create a profit to Ed Tech JPA or any of its members. Ed Tech JPA has assumed significant operating costs, and hopes that in future years, as we continue to grow and have abated the start-up costs, the Board will be able to lower the Administrative Fee. Since its inception Ed Tech JPA has lowered the Administrative Fee for vendors with individual sales of three hundred thousand dollars ($300,000.00) and above as follows:

Individual Transaction Amount	Administrative Fee
Under $300,000.00	4%
$300,000.00 and above	3%

1.21   **Question**: What if as a manufacturer we are adding security to what might be considered in other non security categories but will have newly added security to increase security posture as whole, would this be considered under this contract? For example: add security that creates the telemetry of devices infected across entire network (firewall switching AP, endpoint software, etc all under one product).

Answer: Vendors should review criteria in sections 3 and 4 to determine which sections align with their product offerings. Ed Tech JPA also strives to allow for flexibility that allows Vendors to showcase their offerings by including criteria at the end of each section for products not specifically called for (Ex: "3.1.11 Describe any additional features of the Solution that support inventory and control of Enterprise assets").

If Solutions in section 4 have security features within their platform (Ex: a classroom management and student safety solution also meets criteria for section 3.9 Email and Web Browser Protections) they may respond to both sections to clearly delineate the product functionality.

1.22   **Question**: Can you explain how the JPA works for a manufacturer that doesn't sell to the end user/customer but requires resellers. Should the manufacturer submit a response or should it suggest that some of its resellers submit a response? Should both manufacturer and reseller submit?

   Answer: A manufacturer may submit a proposal directly or partner with a specific reseller to submit a proposal.

<u>Manufacturer-Submitted Proposal:</u> A manufacturer may submit a proposal and list all authorized resellers in their proposal (see Appendix B: Authorized Resellers Form in the RFP). Please be sure to list the resellers' full legal name (exactly as it would appear on an invoice or purchase order). If the proposal is selected for award, Ed Tech JPA would award to the manufacturer and reference the authorized resellers in the intent to award and resulting Master Agreement. The manufacturer will be expected to negotiate the Ed Tech JPA agreements on behalf of all resellers, and resellers must agree to the negotiated terms. Please keep in mind that public agencies are typically required for POs to match awarded vendors and contracting organizations. Manufacturers may then complete the pricing form including an exact price for the products, minimum discount level (i.e., standard percentage discount extended to the resellers), and/or a not-to-exceed price on the proposal similar to CMAS and NASPO-style agreements. If responding with a not-to-exceed amount and resellers desire to offer lower pricing than proposed pricing that is acceptable, however resellers must agree to the same terms and conditions, including the Minimum Price Guarantee.

<u>Reseller-Submitted Proposal:</u> Resellers may submit proposals on behalf of a manufacturer. Resellers must submit proof from the manufacturer that they are authorized to sell the proposed products (see Appendix B: Manufacturer's Letter(s) Authorizing Vendor to Sell in the RFP). Resellers may propose exact pricing or a standard discount level on all products in a product family/brand.

1.23   **Question**: If you submit as a manufacturer do you have to list your resellers?

   Answer: Your authorized resellers must be named at the time of the award. The format in how they are named can vary (i.e. list or link to web page or document).

1.24   **Question**: Would you be able to add resellers to an existing contract?

   Answer: Yes. The JPA agreements allow for amendments after award. A change in reseller would require an amendment to the agreement.   Acquisitions of companies with similar products, different packages of offered products may also be incorporated via an amendment.

1.25   **Question**: Can multiple products within the same category be proposed?

Answer: Absolutely, Ed Tech JPA anticipates that Vendor may offer multiple products in each category given the nature of this RFP. If a vendor offers multiple Solutions that are similar they may submit one proposal for all solutions. When the proposed Solutions offer varying features, or would otherwise elicit different responses to RFP criteria, be sure to clarify which solution the response references (responses may be broken down into different Solutions). If one proposed Solution meets the criteria but another does not, Vendors must be clear in their proposals regarding each Solution's capabilities.

Example:

3.1.1   Describe how the Solution can establish and maintain an accurate, detailed, and up-to-date **inventory of Enterprise assets with the potential to store or process data, to include: end-user devices (including portable and mobile), network devices, non-computing/IoT devices, and servers. For mobile end-user devices, describe how MDM type tools can support this process, where appropriate. **

Product 1 Name (MDM): *Our MDM solution provides management and inventory control for all mobile device platforms ….(description of features)*

Product 2 Name (Server Management Solutions): *Our team provides professional services for managing server security, scalability, and overall health …. (description of services)*

 If proposed Solutions have significant differences it is recommended to submit different proposals to avoid confusion during the scoring process.

1.26   **Question**: How is the "Minimum Price Guarantee" interpreted in the scenario just discussed with the reseller and/or manufacturer involved?

Answer: The intent of the Minimum Price Guarantee is that Vendors do not intentionally undercut JPA pricing to drive people away from the JPA as a procurement vehicle. Vendors should propose the best price they offer to comparable agencies in California (tiered pricing is recommended). Resellers should propose the best price they can offer in California. If the manufacturer offers lower discounts to other

resellers, resellers are not held to that standard. The Minimum Price Guarantee applies to products sold by the Vendor, not all comparable products sold by other parties.

1.27   **Question**: Can you expand on the Minimum Price Guarantee? Are you saying that if we would not be able to sell our product at a lower price to anyone else in California?

    Answer: The Minimum Price Guarantee is the expectation that Vendors provide the lowest available price to the Ed Tech JPA so there is not negotiation outside the JPA undercutting the pricing offered through the JPA. The intent of the Minimum Price Guarantee is to secure competitive pricing for our members, while participating Vendors experience reduced costs of procurement and contract negotiations with individual local education agencies.

The Minimum Price Guarantee does not apply to contracts and partnerships that were in effect prior to the Master Agreement between Ed Tech JPA and Vendors.

Ed Tech JPA also recognizes that some exceptions may be required for exceptionally large clients (such as LAUSD). If a vendor feels a lower price should be offered to a certain customer Ed Tech JPA would be open to discussing an exception to the Minimum Price Guarantee with that vendor.

    The intent of the Minimum Price Guarantee is to create a partnership with vendors. The goal to streamline procurement results in vendors responding to only one RFP, and negotiating one Master agreement with competitive pricing and terms that is compliant with privacy terms. Ed Tech JPA seeks to mutually benefit both members and vendors through consortium style procurement.

1.28   **Question**: Are you able to take any exceptions to the terms and conditions and negotiate upon award?

    Answer: Ed Tech JPA makes award contingent upon successful contract negotiation and is willing to negotiate certain terms, such as terms that don't apply to the awarded Solution. Ed Tech JPA is unable to negotiate the Administrative Fee. Recently the Administrative Fee was lowered for individual sales of three hundred thousand dollars ($300,000.00) and higher. Ed Tech JPA's goal is to reduce this overall (including for existing agreements).

Vendors should include what they would like to negotiate in the exceptions section of their proposals. This helps start discussions, however exact contract language is not necessary in proposals. After award Vendors may enter suggested redlines in contract documents and we can work to come to mutually agreeable language.

Please note that Ed Tech JPA expects a large response to this RFP, so vendors who are willing to accept template contract terms will be awarded and contracts finalized faster, in an effort to make contracts available to members as soon as possible. Vendors who request exceptions and redlines may be awarded at later dates, depending on the volume of responses, and contract negotiations may take longer.

1.29   **Question**: After the RFP is submitted, are you able to work with the submitter? For example maybe they forgot an element and have the opportunity to fix it?

Answer: Ed Tech JPA typically sends clarifying questions to vendors after its initial review of proposals to obtain further information if necessary (ie: clarification for questions the scoring team when scoring and/or a form that was not complete). Proposals must be complete when submitted, but this allows vendors to answer questions and complete items that may have been inadvertently excluded.

1.30   **Question**: There are documents requested in the RFP that our organization requires an MNDA to have signed before sharing - would the team be willing to sign an MNDA before these documents are shared?

Answer: Unfortunately, as a public agency Ed Tech JPA is unable to sign a non-disclosure agreement (NDA) of any kind. As a public agency Ed Tech JPA is subject to public records act requests (PRAs). Please note that when Ed Tech JPA receives a PRA it typically reaches out to Vendors whose documents are included in the request to give them an opportunity to request redactions of trade secret and proprietary information (ex: financial data for privately held companies). Vendors may also mark information in their proposals as proprietary and confidential (ex: development in process). Please note that Ed Tech JPA cannot prevent pricing from being disclosed in response to a PRA. Please see section 3.11 in the RFP for additional information regarding how the Public Records Act pertains to this RFP.

1.31   **Question**: Can multiple products within the same category be proposed?

Answer: Yes, please see the response to RFI No. 1.6 for additional details.

1.32   **Question**: Didn't you say the Irvine team was going to let us know their immediate needs?

Answer: Irvine USD's immediate needs related to this RFP include the help desk, project management, and classroom management products. Irvine USD's current agreements for these products are approaching term end dates. Irvine USD currently has a high number of

projects it is focused on, but is interested in reviewing product offerings for security as our security team has more capacity for additional implementations.

Ed Tech JPA Master Agreements can be leveraged by Ed Tech JPA members at any point during the Master Agreement term, which allows for flexibility when determining timelines. This procurement has been widely requested by Ed Tech JPA members and prospective members and Ed Tech JPA anticipates a high amount of interest.

1.33   **Question**: Proposals are due via email, is that correct?

Answer: No, physical proposals are due by *4:00pm on December 14th. Vendors must submit two hard copies and one digital copy (flashdrive) to Irvine USD's District Office. Please see section 3.2 of the RFP for details related to submissions.
        Updated 10/13/23

1.34   **Question**: Are you looking for information on these solutions prior to the RFP?

Answer: No, all discussions related to the RFP must be part of the official RFI process or submitted in proposals. Irvine USD is highly involved in this procurement and team members are unable to discuss the RFP or possible Solutions with individual members while the RFP is open.

1.35   **Question**: Are there any specific features for the help desk software and the project management that IUSD is looking for?

Answer: Irvine USD drafted the criteria for section 4 of the RFP, which highlight the features and functionality our team feels is important to consider when selecting these products.

1.36   **Question**: We have a current Master Agreement with Ed Tech JPA. Why should we respond to this RFP?

Answer: Current Ed Tech JPA agreements in place with vendors awarded as a result of previous RFPs have a limited term left. Ed Code limits agreements to five year terms. Formal procurements and contract negotiations are a timely process, and Ed Tech JPA only re-issues RFPs every 4 - 5 years. Ed Tech JPA welcomes Proposals from new and existing vendors so our members have continuous services available from the best providers.

1.37   **Question**: Can you please confirm that even if there are green fields with asterisks but we do not have an offering for that service, we can skip it/leave it blank and still be considered for the areas we have solutions for?

   Answer: Yes, in sections 3 and 4 (Functionality & Usabiility please only respond to sections that apply to the product(s) you are proposing. Vendors should respond to all criteria in sections 1 (Vendor Support & Ability to Perform) and 2 (Technology Requirements). Please see RFIs 1.6 and 1.14 for additional information.