Request for Information No. II
RFP No. 23/24-03 Security and IT Administration
October 10, 2023

Response to Proposers' Questions

2.1   **Question**: 1.13 Minimum Price Guarantee: Can you provide more detail to this, we are used to setting a minimum discount percentage as a do not exceed price. We just need clarity if this is what pricing model you are looking for. Based on the phrasing in your docs we read that as once a lower price point is hit that is the price expectation in perpetuity. Is that the intent behind Section 1.13 or is the intent more along the lines of other Co-Op purchase agreements such as NASPO or GSA where the contract is "do not exceed pricing"

        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.

        Ed Tech JPA is also willing to consider a minimum discount level in response to this RFP.

        Please refer to RFIs no. 1.22, 1.26 and 1.27 and the RFP for additional information.

2.2   **Question**: Contract fee's: Can those be reported by the contract holder and paid by a 3rd party distributor ie [vendor name].

        Answer: Ed Tech JPA is open to Administrative Fees being paid by a third party distributor. The awarded Vendor would be ultimately be the responsible party to ensure payment of Administrative Fees. Ed Tech JPA is happy to discuss details related to this workflow after award for vendors who desire this setup.

2.3   **Question**: Section 2.3.6 would this answer be acceptable as we are data center software and security generally directly not accessed by students, teacher or administrators potentially protected under ADA : "[vendor name] does not fully conform to Web Content Accessibility Guidelines (WCAG) 2.0 and our products are not subject to the ADA or Federal Rehabilitation Act since B2B products are not a place of public accommodation. We do provide VPATs, under NDA, so our customers can review our offerings in light of their accessibility requirements. While many of our UI graphics do not contain text alternatives, in some instances, a Customer may use a 3rd party app that reads the screen."

        Answer: Criteria no 2.3.6 reads "Describe what features are embedded in the Solution to ensure that Solution and all Vendor-supplied content meet WCAG 2.0AA requirements and provide access to individuals with disabilities."

The provided answer would be acceptable to Ed Tech JPA. The response includes reasons why WCAG 2.0 may not apply to this specific product and a description of actions that could be taken to increase

accessibility. Please note that when members score proposals to determine which solution best meets their needs they may weigh each response differently.