

**Request for Information No. I**  
**RFP No. 22/23-03 Learning Management Solutions**  
*May 23, 2023*

**Response to Proposers' Questions**

1.1       **Question:** Just a quick note following up with you in light of the JPA notice. Our current Irvine USD contract runs through July 31, 2024. Do you require any additional contracting from us at this time?

**Answer:** Ed Tech JPA is a separate entity than each of its members, including Irvine USD. There are many benefits to contracting with Ed Tech JPA, such as streamlining procurement (especially for contracts that may exceed the bid limit) and offering one purchasing vehicle and set of contract documents for all members. We encourage vendors to consider responding to the RFP, even if your existing agreements are not immediately up for renewal. Ed Tech JPA contracts (and procurements) are generally valid for up to five years from the initial contract date. Therefore, JPA Members may piggyback on the agreement, without having to run their own separate procurement, at any point during the life of the agreement resulting from this RFP. For example, if a vendor is awarded and has a contract with the JPA effective 11/1/2023-11/2/2028, a JPA Member could leverage the agreement to purchase the product any time before 11/2/2028.

1.2       **Question:** Why is the JPA releasing a new RFP, when there are already LMS agreements awarded under the previous Ed Tech JPA RFP from 2019?

**Answer:** Ed Code section 17596 limits contract terms to a maximum five (5) years. The previous RFP for Learning Management Solutions was awarded in May 2019. Releasing this RFP allows for award and contract negotiations with responsive vendors with no lapse in contract availability for a learning management solution for Ed Tech JPA's members.

1.3       **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. 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 sections 3.1 - 3.4, but not for sections 3.5 - 3.11 they will be awarded for sections 3.1 - 3.4. Below is an example of a possible award scenario.

Vendor	3.1 Core LMS	3.2 Communication	3.3 Collaboration	3.4 Assessments	3.5 Data & Reports	3.6 Mobile Functionality	3.7 Content Authoring	3.8 Course Management	3.9 Gradebook	3.10 Notification System	3.11 Authenticity Validation Tools
Vendor A	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	No	No
Vendor B	No	No	No	No	Yes	No	No	No	No	Yes	No
Vendor C	No	No	No	No	No	No	No	No	No	No	Yes

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.

1.4 **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 Membership](#) site contains detailed instructions for prospective members.

1.5 **Question:** What is the deadline for submitting questions?

**Answer:** June 30, 2023 at 12:00 noon is the deadline to submit RFIs. Please see <https://edtechjpa.org/rfp-no-2223-03-learning-management-solutions> for a list of all deadlines for this RFP.

1.6 **Question:** When will responses to questions be posted?

**Answer:** Responses to RFIs will be posted no later than July 7, 2023. Ed Tech JPA will make efforts to post answers soon after receipt, so providers have desired information during as much of the open RFP period as possible. Please see <https://edtechjpa.org/rfp-no-2223-03-learning-management-solutions> for a list of all deadlines for this RFP.

1.7 **Question:** When are proposals due and when will bids be awarded?

**Answer:** Proposals will be due by July 13, 2023 at 12:00pm, with an anticipated award date of September 20, 2023 at 5:00pm. Please see <https://edtechjpa.org/rfp-no-2223-03-learning-management-solutions> for a list of all deadlines for this RFP.

1.8 **Question:** We received this notice out of the blue and aren't sure why we were notified about this RFP. Do you keep a repository of potential vendors?

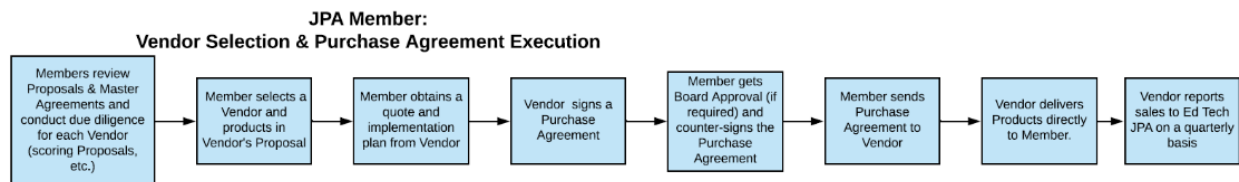
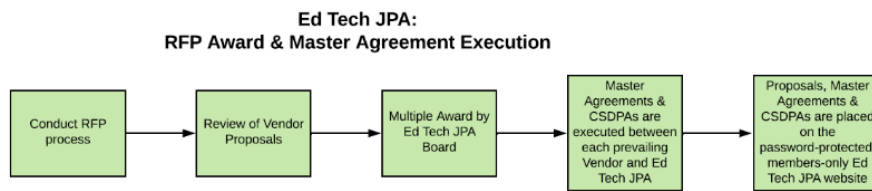
**Answer:** The procurement Ed Tech JPA issues are decided upon by membership. Vendor lists are developed based on member feedback and research into leading vendors in the field requested. Due to our members' diverse needs we try to reach out to a large variety of vendors in the requested field. Ed Tech JPA also keeps a list of vendors who have asked to be notified about the release of all procurements, and attempts to notify those providers as well..

1.9 **Question:** Our company provides IT products, but not [software] solutions. Are you looking for a solution or a product?

**Answer:** For this learning management RFP we anticipated that most of our members are looking for software and implementation. Typically more IT products would be applicable for the upcoming Nutrition RFP and Security and IT Administration RFP.

1.10 **Question:** You represent multiple districts, once the RFP is awarded, do members choose if they want to add the awarded vendor to their approved list or are they automatically added to members' approved vendor lists?

**Answer:** Prevailing vendors will enter into a Master Agreement with the Ed Tech JPA. When JPA members elect to purchase a vendor's product they will enter into a Purchase Agreement between the vendor and JPA member. Samples of the Master Agreement and Purchase Agreements are included as Appendix A of the RFP. For additional clarity please refer to the illustration below.



1.11 **Question:** What product is currently in place at the district that would align with this RFP? I don't believe this bid is in our wheelhouse and knowing what's already in place would make it easy to tell.

**Answer:** Irvine USD currently uses Canvas by Instructure as its learning management system. Different Ed Tech JPA members may have other learning management providers. You may also view previously awarded vendors from RFP No. 18/19-03 Learning Management Solution Platform at <https://edtechjpa.org/services/jpa-contracts>.

1.12 **Question:** Whether companies from Outside USA can apply for this? (like, from India or Canada)

**Answer:** Pursuant to section 4.1 in the RFP: "Vendors submitting Proposals must be located in either the United States or in a country where the General Data Protection Regulation (GDPR) governs and must perform the proposed Solution in either the United States or in a country where the GDPR governs. Vendors outside of the United States must agree to the Standard Student Data Privacy Agreement CA-NDPA with no redlines/amendments. Vendors should note that some Members may have board policies and procedures that limit their ability to contract with agencies outside the United States."

1.13 **Question:** Whether we need to come over there for meetings?

**Answer:** The Vendor Conference will be held via Zoom, per section 3.5 in the RFP. Vendors should not show up for virtual meetings in person.

If individual members desire meetings with awarded vendors when determining which vendor best meets their needs they will work directly with vendors to schedule meetings.

1.14 **Question:** Can we perform the tasks (related to RFP) outside USA? (like, from India or Canada)

**Answer:** Pursuant to section 4.1 in the RFP: “Vendors submitting Proposals must be located in either the United States or in a country where the General Data Protection Regulation (GDPR) governs and must perform the proposed Solution in either the United States or in a country where the GDPR governs. Vendors outside of the United States must agree to the Standard Student Data Privacy Agreement CA-NDPA with no redlines/amendments. Vendors should note that some Members may have board policies and procedures that limit their ability to contract with agencies outside the United States.”

1.15      **Question:** Can we submit the proposals via email?

**Answer:** All proposals must be submitted pursuant to the directions in sections 3.2 - 3.5 in the RFP. Proposals that are submitted only via email may be rejected as non-responsive.