

Request for Information No. 1
RFP No. 21/22-03 English Learner Platform Managements Systems
March 29, 2022

Response to Proposers' Questions

1.1 **Question:** I didn't see the RFP details listed on the website link provided. Am I looking in the right place?

Answer: Our apologies, it appears that the website had a temporary glitch the day of posting. The RFP documents can be viewed at <https://edtechjpa.org/procurement/current-procurements> and also at <https://iusd.org/business-services/purchasing/current-bids-rfps>.

1.2 **Question:** If an entity is not currently a member of Ed Tech JPA can they join the JPA and leverage the contract after award?

Answer: Yes. 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.

1.3 **Question:** If a vendor meets essential criteria, but is not selected for Irvine USD can their product be available through the JPA for other entities?

Answer: Yes. Ed Tech JPA offers multiple awards so its members can leverage the vendors that best meet their needs. 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 members 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 - 3.8 they will be awarded for sections 3.1 - 3.4. Below is an example of a possible award scenario.

Vendor	Student Support	Process	Progress	Data Analysis and	Mobile
--------	-----------------	---------	----------	-------------------	--------

	and Planning	Management	Monitoring	Reporting	Functionality
Vendor A	Yes	Yes	Yes	Yes	Yes
Vendor B	Yes	Yes	Yes	Yes	No
Vendor C	Yes	Yes	Yes	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.

1.4 **Question:** Please explain the Minimum Price Guarantee.

Answer: The Minimum Price Guarantee is the expectation that Vendors provide the lowest available price to the Ed Tech JPA so there is no 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 are compliant with privacy laws. Ed Tech JPA seeks to mutually benefit both members and vendors through consortium style procurement.

1.5 **Question:** A lot of times implementation pricing is determined by the complexity of implementation. How do we price this when we don't have the specifics for an implementation?

Answer: It is acceptable to propose implementation pricing with an hourly rate, daily rate, tiered rates (based on size, etc.), or tiered based on packages (number of days, number of staff assisting, etc).

1.6 **Question:** If we have more than one solution to offer, can we respond for both?

Answer: Yes. If a vendor has a base solution with add-ons it can submit a single proposal and note which requirements are met by the add-ons and which are met by the base solution. For example if a Vendor meets all criteria but the facilities module is an add-on for an additional cost, Vendor should submit one proposal and note in the criteria that there is an additional cost for the features listed. The Cost should be outlined in the Optional Services/Solutions and Costs Form in Appendix C.

If a Vendor has two separate distinct products it can submit two separate proposals. Each proposal will be evaluated separately.

1.7 **Question:** Can you have more than 2 tiers of pricing?

Answer: Yes. Vendors can expand the pricing form as needed. While vendors may add additional tiers and add information, we do require that vendors use the pricing form so it is easier for our members to compare pricing.