

Request for Information No. II
RFP No. 19/20-06 College and Career Planning Platform
April 15, 2020

Response to Proposers' Questions

2.1 **Question:** Is it a single platform?

Answer: Ed Tech JPA is soliciting proposals for a comprehensive college and career readiness/planning platform.

2.2 **Question:** Will it be used across all JPA member territories?

Answer: Each Ed Tech JPA member has individual procurement needs. Ed Tech JPA runs procurements and establishes agreements with awarded vendors in an effort to streamline the procurement process for both members and vendors. Ed Tech JPA members are not obligated to purchase products from awarded vendors. Due to the administrative burden of running procurements, vendors with agreements with Ed Tech JPA often have an advantage in contracting with Ed Tech JPA members.

2.3 **Question:** Will a multitude of vendors be curated for deployment?

Answer: Ed Tech JPA offers multiple awards so its members can leverage the vendors that best meets their needs. Ed Tech JPA's College and Career Planning Platform 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 non-essential 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. All vendors must respond to essential requirements in Section 3.1. Essential requirements for sections 3.2 - 3.8 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	General	College Planning	Career Planning	Academic Planning	Personal/Social Growth Tools	Assessments	Communication
Vendor A	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Vendor B	Yes	Yes	Yes	No	Yes	No	No
Vendor C	Yes	Yes	Yes	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.

2.4 **Question:** Is it high-level tools such as CRMs or can it be lesson plan solutions for college and career readiness?

Answer: Ed Tech JPA is soliciting proposals for a comprehensive college and career readiness/planning platform. Vendors who offer only lesson plans for college and career readiness/planning and feel their platform meets the requirements of this RFP should be clear about how their product meets the requirements to be a comprehensive solution.

2.5 **Question:** What are the specifications of the solution that is being procured?

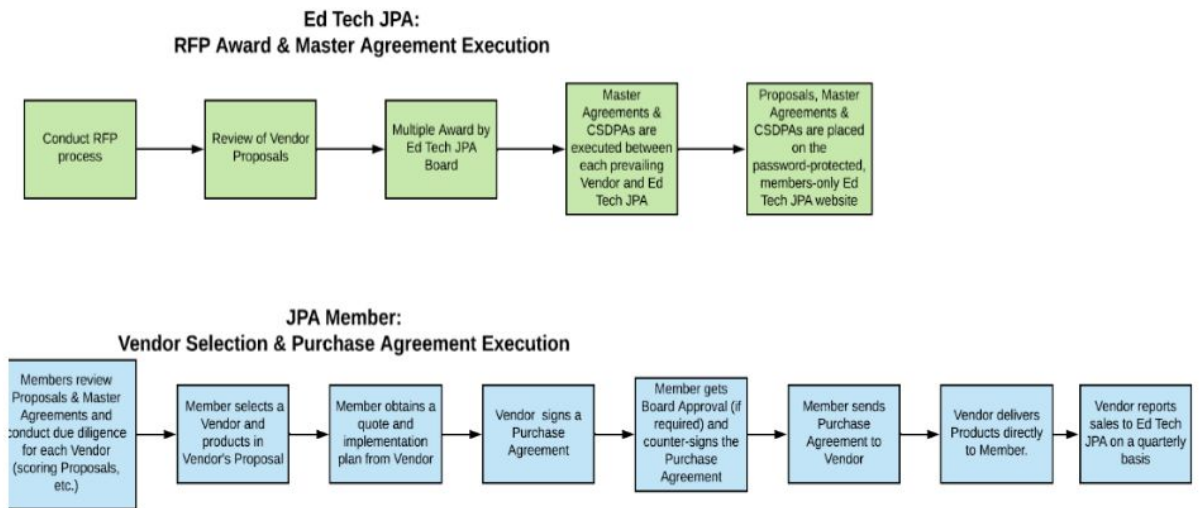
Answer: Please review the RFP for detailed information regarding requested specifications.

2.6 **Question:** In section 1.7, Period of Performance, the RFP specifies a three year term with two additional one year extensions. Does that roll over every year, or is it in place for each separate district that leverages the agreement? Essentially, If a district enters into an agreement after this agreement has been in place for a couple years, is the term limited to a 3 year term, or can it be a 5 year term?

Answer: If a Member of the JPA (school district or county office of education) has entered into an agreement prior to the expiration of the Master Agreement with Ed Tech JPA they may enter into an agreement for up to five years.

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.



All agreements between Members and Vendors must be in effect prior to the expiration of the Master Agreement with Ed Tech JPA. We have had some vendors express concern because they do not want to set pricing for over 5 years, so we can place restrictions within the agreements to ensure that the term of a Purchase Agreement does not exceed the term of the Master Agreement, if a vendor wishes. We ask that vendors make requests for such terms in their proposals, and after award Ed Tech JPA will negotiate agreement terms with prevailing Vendors.

Ed Tech JPA does plan to issue successor RFPs prior to the expiration of Master Agreements, so we will not have lapse in contracts. This will allow Vendors who are awarded for both RFPs to have a continued relationship with Members.

2.7 **Question:** Do you plan to issue an intent to renew the MA after the initial 3 year term?

Answer: Yes. Typically Ed Tech JPA plans to leverage the two additional one year terms of the Master Agreement. Education Code Section 17596 prevents educational entities from contracting for over five years. In year five of the Master Agreement we plan to issue a new RFP, thus ensuring Vendor services remain available to Members consistently.

2.8 **Question:** Section 1.7 in the RFP, Period of Performance mentions the agreement can be 3, 4 of 5 years with districts. Please provide some clarity.

Answer: The three-year contract term with two extensions for one year refers only to the Master Agreement between Ed Tech JPA and prevailing Vendors. Ed Tech JPA does not want to prescribe contract term lengths to Purchase Agreements between Vendors and Members. The only limitations to contract term lengths for Purchase Agreements are: entering into the agreement while the Master Agreement is in effect, limitations in place due to Ed Code or any applicable statutes, and limitations

that the vendor elects to set. For reference, IUSD has entered into several Purchase Agreements with JPA vendors for one year, and some for over one year.

2.9 **Question:** Criteria number 1.5 in Attachment A says the Vendor agrees to all specifications in sections 1-6 of the RFP. If a Vendor cannot offer all non-essential criteria, should they agree to this?

Answer: It is understood that not all Vendors will offer all criteria listed in Attachment A. The specifications referred to in criteria number 1.5 do not include the criteria in Attachment A. This refers to Section 1 - 6 of the general terms and conditions of this RFP, starting on page 3 of the RFP.

2.10 **Question:** Section 1.11 of the RFP refers to a special note on vendor pricing. Please clarify the sliding scale, menu format, and/or varying by tier. What does this entail for Vendors?

Answer: We recognize that the JPA is a new format for Vendors, and that committing to one low price guarantee can be a hardship on vendors. The sliding scale/tiered pricing referred to in Section 1.11 allows Vendors to 1.) If a Vendor's Solution has different options or modules Vendor offer them separately in tiered pricing, 2.) JPA membership varies widely, including Members of widely varying sizes. Members may tier pricing based on Member size (ex: Tier 1 = 1- 5,000 ADA, Tier 2 = 5,001 - 15,000, Tier 3 = 15,001 - 25,000, etc.), 3.) Vendors may tier pricing based on type of implementation (ex: remote vs onsite).

Please refer to the Pricing Forms in Appendix C to view the format for tiered pricing. Please also note, that tiered pricing is not required by Ed Tech JPA. Vendor may elect to offer one price for all members. Vendor may also add more than two tiers if they wish to offer additional pricing tiers.

Ed Tech JPA recognizes that while a typical RFP is specific to one school district, this type of RFP offers a Vendor's Solution to many different districts/County Offices of Education. The goal in allowing tiered pricing is to allow vendors flexibility.

2.11 **Question:** In reference to the RFP's award/ranking system: is it based on a pricing difference and/or a technology difference?

Answer: Please refer to Question 2.3 of this RFI for a detailed response.

2.12 **Question:** Who will review Vendors' proposals (Board members, Teachers, etc.)?

Answer: For Ed Tech JPA scoring the RFP scoring team will consist of: IT staff, Support Services staff, High School Administrators, Counseling staff, College and Career planning staff, and Business Services staff. IT staff will focus on reviewing Sections 1 and 2, Business Service services staff will focus on Section 1, and Support Services staff, High School Administrators, Counseling staff, College and Career planning staff will focus on reviewing Section 3. IUSD plans to use the same team for IUSD scoring.

Ed Tech JPA is not involved in individual Member scoring, but in preparing proposals it would be best for Vendors to assume Member committees will consist of similar staff.

2.13 **Question:** Will you post a list of attendees.

Answer: Ed Tech JPA does not typically list vendor conference attendees.

2.14 **Question:** Is the IUSD implementation planned for the start of this school year?

Answer: Yes. IUSD's previous agreement expires on August 1, 2020. IUSD plans to implement this for the 2020-21 school year.