

**Request for Information No. II**  
**RFP No.19/20-03 Educational Intelligence and Analytics Solution**  
*October 15, 2019*

**Response to Proposers' Questions**

**2.1 Question:** Does the Education Technology Joint Powers Authority (JPA) require an original software manufacturer (creator) participate as prime bidder, or can an authorized software reseller provide its own bid response?

**Answer:** Ed Tech JPA will accept proposals from both original manufacturers and from resellers. Resellers need to insure that the original software manufacturer agrees to any applicable terms, such as the California Student Data Privacy Agreement.

**2.2 Question:** Are vendors required to sign and include a copy of the RFP's Master Agreement? Or, is this only required upon award?

**Answer:** The Master Agreement should be completed and executed after award. A copy is included in the RFP for informational purposes and to insure that vendors have a sufficient amount of time to review the terms therein.

**2.3 Question:** Does the proposed pricing guarantees exclude vendor's existing contracts with California agencies, which may cover implementation services, licensing, maintenance, and other projects? Similarly, does the pricing guarantees exclude existing contracts with California agencies that represent consortiums, piggyback clauses, and the like?

**Answer:** Ed Tech JPA recognizes that vendors have pre-existing relationships with other agencies. 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.

Likewise, the Administrative fee applies only to sales generated to members of Ed Tech JPA, and not all eligible entities.

**2.4 Question:** Can we provide pricing for a "base" solution that includes optional "modules" in order to represent discounted pricing for purchasing these optional "modules" initially as a bundle? Additionally, can we then provide pricing for each optional module to be purchased individually outside of the proposed base solution?

**Answer:** Ed Tech JPA welcomes Vendors to offer their solutions in the manner that best fits their needs and the needs of our members. If a Vendor would like to offer a base solution and optional modules we recommend that the base solution pricing be included in the Annual Recurring Costs table

in Appendix C and that the optional modules be included in the Optional Services/Solutions and Costs table. We recommend either including bundled pricing in the Optional Services/Solutions and Costs table or including a separate set of pricing for Annual Recurring Costs. Vendors should be sure to clearly delineate which modules/solutions are included with proposed pricing.

Vendors must clearly delineate throughout their proposals whether features and functionality are included in the base solution or available by purchasing an additional module. If a vendor states that the proposed solution meets criteria it will be assumed that the criteria are met by the base solution and do not require an additional module. If an additional module is required to meet criteria Vendor must specify which module is required. Costs not identified by the Vendor shall be borne by the Vendor and will not alter the requirements identified in this solicitation.

Additionally, Section 7 of the Master Agreement allows for equipment additions and deletions, to replace discontinued equipment with current equipment, throughout the contract.

**2.5 Question:** Will IUSD consider extending the due date for the proposal or posting answers sooner? Since the answers will be posted on October 16th, that gives respondents less than 3-4 business days to finalize responses in time for delivery.

**Answer:** Unfortunately The JPA cannot entertain an extension to the proposal due date. Proposals are due by 12:00pm on October 23, 2019 and the latest date responses would be posted to the website the morning of October 16, 2019, allowing vendors a minimum of 7 calendar days to finalize proposals. Answers are typically posted earlier than the deadline for responses in an effort to allow vendors ample time to finalize responses.

**2.6 Question:** Are you willing to accept proposals for custom built solutions?

**Answer:** Yes. Vendors should include details about what features are available in custom built solutions and related costs.

**2.7 Question:** Are you open to utilizing a customizable, ETL software that is currently in development and is expected to be released in the near future? This would reduce potential limitations by the various systems the Participating Associate Members' utilize.

**Answer:** Yes. Vendors should indicate those features that are currently in development but not part of the release as "Planned".

**2.8 Question:** Req 1.9 - Are you expecting trained personnel and software support to be 100% utilized on the proposed system?

**Answer:** Each Participating Associate Member will have different needs related to the utilization of trained personnel and software support. The purpose behind Question 1.9 is to insure that personnel and support are available for those members who desire to utilize it. Vendors should confirm support availability, as defined in 1.15.1 and 1.15.2. Vendors may also attach their Service Level and Maintenance Agreements in Appendix D. Questions 1.9 is non-essential criteria.

Vendors should answer non-essential criteria (blue highlighting) to the best of their ability. 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 - 3.7 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 - 3.7 they will be awarded for sections 3.1 - 3.4. Below is an example of a possible award scenario.

| Vendor   | General | Ticketing | Workflow Automation | Knowledge base | Reporting | Inventory | Additional Features |
|----------|---------|-----------|---------------------|----------------|-----------|-----------|---------------------|
| Vendor A | Yes     | Yes       | Yes                 | Yes            | Yes       | Yes       | Yes                 |
| Vendor B | Yes     | Yes       | Yes                 | No             | Yes       | No        | Yes                 |
| 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.

**2.9 Question:** Req 1.15.8 - Do you want data that is related to the proposed solutions support requests or will you accept the company's overall support request?

**Answer:** Data specific to the proposed solutions support requests is preferable, if available. If only data related to the company's overall support requests is available please provide it, along with a note that that data reflects the company-wide support requests.

**2.10 Question:** Req 2.2.4 & 2.2.7 - Do you want data that is related to the proposed solutions or will you accept the company's overall statistics?

**Answer:** Data specific to the proposed solutions is preferable, if available. If only data related to the company's in general is available please provide it, along with a note that that data reflects the company-wide data.

**2.11 Question:** Do any of the potential users have internet or computer system limitations that need to be taken into consideration? Example: older versions of Windows, using a Mac, poor wifi connection in the school building

**Answer:** Ed Tech JPA's Participating Associate Members have a wide variety of situations. Ed Tech JPA understands that if a Participating Associate Member has poor wifi connectivity that performance of any system will be adversely affected, due to no fault of the system.

If the proposed Solution requires a more recent version of Windows, OS, or does not integrate with Macs please provide this information in your proposal (questions 2.1.4.3, 2.1.9, and 2.2.10).

**2.12 Question:** How much data is expected to be in the standard payload?

**Answer:** Each Participating Associate Member will have different needs and payload sizes will vary. Vendors should specify any limitation to Solutions in their Proposals. If prices vary based on payload size vendors should clarify this in both the applicable criteria response and in Appendix C Pricing Form.

**2.13 Question:** What devices should be supported for the mobile app?

**Answer:** Please list all mobile operating systems that the Mobile App is available in, in questions 3.1.9. Typically mobile apps should support both iPhone and Android.

**2.14 Question:** Does it have to be a mobile app or will you accept a responsive UI that supports mobile devices?

**Answer:** If a Vendor offers a Mobile User Interface it should check the "No" box for Question 3.1.4, as no app is offered. In Question 3.1.9 the Vendor should specify that a Mobile User Interface is offered in lieu of a mobile app, and include a description of the differences in functionality between the Mobile User Interface and web interface.

**2.15 Question:** What is your data retention policy?

**Answer:** Each Participating Associate Member will have its own data retention policy.

**2.16 Question:** Are there predictable periods of time with high traffic usage? Example: Start of school year, end of semester, etc...

**Answer:** While every Participating Associate Member has its own unique needs it is typical that high traffic usage would occur at the start of the school year and end of the semester.

**2.17 Question:** In regard to parent access, as defined in the California Student Data Privacy Agreement, what level of access do you anticipate for parents? Will vendors be required to provide parents with access to a dashboard in the system or will dashboard use be retained for school/district staff?

**Answer:** It is unlikely that parents will request access to their Students' Data. In the event that a parent does request access to his/her student's data, pursuant to FERPA and California Education Code section 49073.1, the Participating Associate Member will work with Vendor to provide the parent with the requested data in a separate format. Unless designed as a parent dashboard parents will not have direct access to the dashboard.

**2.18 Question:** The submission checklist does not include the "Disclosure of Proposal" form (page 56 of the solicitation). Do you require us to submit a completed Disclosure of Proposal form as part of our submission?

**Answer:** The Disclosure of Proposal is not required for a complete Proposal, but if Vendor is awarded this information aids Ed Tech JPA in knowing what documents to share for members on the Ed Tech JPA Website.

**2.19 Question:** Regarding Appendix E: the California Student Data Privacy Agreement:

**a.** In the first published Q&A document, you stated that, "After award by the JPA a Master Agreement and a California Student Data Privacy Agreement will be established between Ed Tech JPA and prevailing vendors." Can you clarify what vendors are expected to do with the California Student Data Privacy Agreement as part of this proposal process? Are we simply to review and acknowledge the agreement in our response? Or are we to expected complete and sign all of the vendor signature fields?

**Answer:** The California Student Data Privacy Agreement has been vetted by CETPA and the California Student Privacy Alliance and has been signed by many school districts and vendors. If you would like to view those who have signed you may view the link [https://sdpc.a4l.org/search\\_alliance.php?state=CA](https://sdpc.a4l.org/search_alliance.php?state=CA) . Vendors and subcontractors must follow all terms within the CSDPA.

If a Vendor has no questions related to the California Student Data Privacy Agreement it may complete the copy provided in the RFP and submit it with its Proposal. If a Vendor wishes to further discuss any terms in the CSDPA or requires additional time for completion, it can be completed after award and during contract negotiations. All redline requests will need to be submitted to CETPA on the Redline Request Form and approved by the California Student Privacy Alliance.



## Redline Request

|                               |  |
|-------------------------------|--|
| Provider/Resource Name        |  |
| Provider/Resource Information |  |
| LEA Information               |  |
| Date of Request               |  |
| Date of CSPA Analysis         |  |
| Determination                 |  |
| Date of Determination         |  |

## Request Details

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**b.** The privacy agreement indicates a contract date of November 21, 2019. Do you expect respondents to use this date for all signature/date fields as well, or will the proposal submission date be acceptable?

**Answer:** Typically Ed Tech JPA sets contract start dates as the date of board award (anticipated November 21, 2019 for this RFP). Signature date fields should reflect the date that vendor signs the documents.

**c.** Can you clarify which exhibits to the privacy agreement are required to be returned? For example, Exhibit D does not have data and appears to need to be signed by Vendor and LEA upon agreement.

**Answer:** Required Exhibits for the CSDPA include: Exhibit A, Exhibit B, and Exhibit E. Exhibit C is provided for informational purposes to clarify definitions of terms within the CSDPA. Exhibit D is provided for informational purposes in the event that the Participating Associate Member requests the disposal of data. Exhibit F is optional for Vendor to complete if it desires to add additional information.

**d.** Exhibit F indicates "insert additional data security requirements here." Is this a space for LEAs to indicate their additional security needs on a case by case basis, or do you expect RFP respondents to include details in this space?

**Answer:** Exhibit F of the CSDPA is for Vendor completion in the event that it desires to add additional information. Typically vendors will either leave this blank or include additional security measures that it takes to protect student data.

**2.20 Question:** Who are the Actual Purchasing Participants? The RFP Describes Participating Associate Members. We understand this to be the Participating Districts.

**Answer:** Participating Associate Members are Ed Tech JPA members who choose to purchase items through this RFP, as outlined on page four of the RFP. Ed Tech JPA currently consists of five founding members and nine associate members, with several other agencies actively planning to join in the near future.

**2.21 Question:** What are the key leadership positions/roles and who is in those positions/roles for each of the Participating Members that will be engaged in decision making and program decisions? Please name the roles for purposes of responding to the RFP. If awarded, we will need full contact information for the individuals in each role. Additionally, please confirm whether each Participating Member expects to engage in the program implementation independently.

**Answer:** Each Participating Associate Member will have different individuals involved in the decision making process prior to selecting a vendor from which to purchase the Solution. For the purposes of preparing a proposal please assume that individuals reviewing and scoring on behalf of each Participating Associate Member will have a general knowledge of information technology and education.

When Participating Associate Members desire to leverage a contract they will reach out directly to the vendor contact information provided in Proposal. Participating Associate Members may also reach out to vendors to obtain additional information and establish pilots, if necessary. Vendors are not expected to initiate communication with Participating Associate Members.

Each Participating Associate Member will have different needs related to the Solution and implementation. Vendors will work independently with each Participating Associate Member that wishes to leverage a contract with vendor to determine an implementation plan that best fits their needs.

**2.22 Question:** Please provide a listing and description of all of the user groups the solutions are expected to support. Example of a user group School Administration (Principals, Guidance Counselors).

**Answer:** Each Participating Associate Member will have different needs related to user groups. Ed Tech JPA is a consortium style procurement vehicle and seeks to obtain proposals that allow its members to determine which solution will best meet their individual needs. Vendors should specify any limitation to Solutions in their Proposals. If prices vary based on user groups vendors should clarify this in both the applicable criteria response and in Appendix C Pricing Form.

**2.23 Question:** Please provide a complete listing of information and source systems that will be used to support the analytic solutions for each Participating Member. Example, what is the Student Information System for each participating member?

**Answer:** Each Participating Associate Member has unique information and source systems used to support analytics solutions. Vendors should include a list of all information and source systems that their Solution integrates with in Question 2.4.3. This information will allow Ed Tech JPA members to ascertain if the systems in use at their organizations are compatible with the proposed Solution.

**2.24 Question:** How long is the implementation window? When does each Participating member expect to go-live after award and contract activities are complete?

**Answer:** Ed Tech JPA is a consortium style procurement vehicle and seeks to obtain proposals that allow its members to determine which solution will best meet their individual needs. Vendor should include a typical implementation scenario, based on number of days, in its Proposal. Each Participating Associate Member will have different needs related to implementation and go-live dates. Members will contact vendors to obtain additional information specific to the needs of their organization and implementation.

**2.25 Question:** Do Participating Members have different analytic requirements? Will the members be picking and choosing which analytic functionality and solutions they want to implement?



**Answer:** Yes, each Participating Associate Member will decide its requirements and then choose the awarded response that best meets those requirements.

**2.26 Question:** What specific Student Interventions are being monitored? Is this similar to the state level Early Warning Intervention System (CA EWIS)? Do the members expect to have community partner interaction with reporting features? If so, describe which community partners or outside organizations will have access to information.

**Answer:** Each Participating Associate Member will have different needs related to student intervention monitoring. Ed Tech JPA is a consortium style procurement vehicle and seeks to obtain proposals that allow its members to determine which solution will best meet their individual needs. Vendors should specify any limitation to Solutions in their Proposals. If prices vary based on student intervention monitoring vendors should clarify this in both the applicable criteria response and in Appendix C Pricing Form.

If the system is capable of interacting with outside community partners, please include all relevant information related to those interactions in the response for the sections that it is relevant too.

**2.27 Question:** Who is considered staff, when looking at Staff Attendance. Is this teaching staff only or are there broader categories of staff being monitored?

**Answer:** Each Participating Associate Member will have different needs related to staff attendance monitoring. Ed Tech JPA is a consortium style procurement vehicle and seeks to obtain proposals that allow its members to determine which solution will best meet their individual needs. Vendors should specify any limitation to Solutions in their Proposals. If prices vary based on staff attendance monitoring vendors should clarify this in both the applicable criteria response and in Appendix C Pricing Form.

Vendors should indicate what types of staff can be monitored, any limitations to the different types of staff, and any limitations to the number of different staff categorizations in sections 3.3.12 of their Proposals.

**2.28 Question:** Staff Improvement monitoring, who is in the scope Staff? Only teaching staff? Administrator, Guidance, or other staff? Does this or is this intended to overlap with broader School Improvement planning?

**Answer:** Each Participating Associate Member will have different needs related to staff improvement monitoring. Ed Tech JPA is a consortium style procurement vehicle and seeks to obtain proposals that allow its members to determine which solution will best meet their individual needs. Vendors should specify any limitation to Solutions in their Proposals. If prices vary based on staff improvement monitoring vendors should clarify this in both the applicable criteria response and in Appendix C Pricing Form.

Vendors should indicate what types of staff can be monitored, any limitations to the different types of staff, and any limitations to the number of different staff categorizations in sections 3.3.13 of their Proposals.

**2.29 Question:** Will any entities other than K-12 or Higher Education be able to utilize this agreement for purchasing software and services?

**Answer:** All public entities include public agencies in the United States whose procurement rules allow them to purchase goods or services through a procurement vehicle. Currently Ed Tech JPA consists of school districts and county offices of education within California. For a full list of current Ed Tech JPA members you may view the Ed Tech JPA website at <https://edtechjpa.iusd.org/about/our-ed-tech-jpa-members> . Ed Tech JPA anticipates that several additional new members will join in the near future.

**2.30 Question:** How many people should we assume would be trained for pricing purposes?

**Answer:** Each Participating Associate Member will have different needs related to training. Ed Tech JPA is a consortium style procurement vehicle and seeks to obtain proposals that allow its members to determine which solution will best meet their individual needs. Vendors should specify different training options available in their Proposals. It is acceptable to propose training 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). Vendors should clarify different pricing for each training option in both the applicable criteria response and in Appendix C Pricing Form.

**2.31 Question:** Is there a preference for on-premise or hosted solutions?

**Answer:** Each Participating Associate Member will have different needs related to on-premise or hosted solutions. Ed Tech JPA is a consortium style procurement vehicle and seeks to obtain proposals that allow its members to determine which solution will best meet their individual needs. Vendors should specify whether the proposed Solution is web/cloud based or on-premise in Question 2.1.4 and details regarding the proposed Solution in the applicable questions.

**2.32 Question:** Please explain and define the scope of this RFP regarding the participation of other public agencies in the US. Does the scope truly extend beyond California?

**Answer:** The scope of this RFP is not defined due to the structure of the Ed Tech JPA and consortium style procurement. Each Participating Associate Member will have different needs related to on-premise or hosted solutions. Entities eligible to join Ed Tech JPA include all public agencies in the United States whose procurement rules allow them to purchase goods or services through a procurement vehicle. Currently Ed Tech JPA consists of school districts and county offices of education within California. For a full list of current Ed Tech JPA members you may view the Ed Tech JPA website at <https://edtechjpa.iusd.org/about/our-ed-tech-jpa-members> . Ed Tech JPA anticipates that several additional new members will join in the near future.

The scope of this RFP will vary for each awarded vendor, depending on the needs of Ed Tech JPA members.

**2.33 Question:** 2.1.1 - Is it expected that the solution environment will automatically increase resources for expanded usage or is it acceptable for the solution environment to be configurable when the need is anticipated (new releases) or discovered?

**Answer:** It is acceptable for the solution environment to be configurable.

**2.34 Question:** 3.2.7 - Is the requirement to provide a workflow component to manage decision process flows with reviews, decision points, authorizations/rejections, etc.?

**Answer:** This question is to indicate if it is possible to import data to the system via workflow server. A workflow server, as used in Question 3.2.7, is intended to mean a server that executes Extract-Transform-Load scripting, such as SQL Server Integration Services or Pig scripts.

**2.35 Question:** 3.2.12 - SFTP is a transfer protocol not really a data extraction method. Are you looking for the ability to extract data from the solution and transfer it to some destination?

**Answer:** The intent is to determine if the Solution supports uploading data via SFTP.

**2.36 Question:** 3.2.14 - Is the requirement to provide a workflow component to manage decision process flows related to data extraction with reviews, decision points, authorizations/rejections, etc.?

**Answer:** This question appears to address whether it is possible to import data to the system via workflow server. A workflow server, as used in Question 3.2.7, is intended to mean a server that executes Extract-Transform-Load scripting, such as SQL Server Integration Services or Pig scripts.

**2.37 Question:** 3.2.17 - What is the shortest desired frequency for loading data? Real-time data extraction is possible but can be costly.

**Answer:** EdTech JPA understands that real-time data can be costly. Typically education data is processed on a daily basis, but some Participating Associate Member may have different needs. Vendors should specify any limitation to frequency of loading data, or available options, in their Proposals. If prices vary based on data loading options vendors should clarify this in both the applicable criteria response and in Appendix C Pricing Form.

**2.38 Question:** 3.6 - Please provide several examples of use cases that the Advanced Analytics/Artificial Intelligence module is intended to address

**Answer:** Each Participating Associate Member will have different needs related to the use of the Advanced Analytics/Artificial Intelligence module. Examples of Advanced Analytics use cases include (but are not limited to):

- Predicting attendance events
- Determining effect sizes of student interventions in various areas and recommending interventions based on student data
- Using past performance to set realistic growth goals
- Detecting changes in student performance that could indicate a need to intervene with a student

**2.39 Question:** 3.6 - What is the expected skill level(s) of users of the Advanced Analytics/Artificial Intelligence module? Should we expect that the users are Data Scientists (experts in analytics) or will there be users that are at a moderate (or even novice) skill level?

**Answer:** It should be assumed that users of Advanced Analytics would be supported by data scientists. If the system includes support to allow novice or moderately skilled users to develop and use advanced analytics, please include that in the description.

**2.40 Question:** For Hosting costs, please provide an estimate for the following:

1. What is the expected total number of Users:
2. What is the expected number of concurrent users?
3. What is the expected size of Data to be hosted?
4. What is the size of the largest table to be hosted?
5. Will this be a public facing site?

**Answer:** Each Participating Associate Member will have different needs related to hosting. Ed Tech JPA is a consortium style procurement vehicle and seeks to obtain proposals that allow its members to determine which solution will best meet their individual needs. Vendors should specify any limitation to hosting in their Proposals. If prices vary based on variations in hosting services vendors should clarify this in both the applicable criteria response and in Appendix C Pricing Form.

**2.41 Question:** Bidders are instructed to utilize Appendix C to “detail all costs associated with the proposed solution.” However, page 49 in the RFP 19\_20-03 Response Template.docx is dedicated to “ED TECH JPA Pricing.” What are bidders expected to provide on this page?

**Answer:** Vendors should include detailed pricing in Appendix C. Page 49 of the response template is the Ed Tech JPA Master Agreement, Exhibit A. It is not expected that vendors will complete the Master Agreement prior to award. The Master Agreement is included for informational purposes only. Upon award the pricing provided in Appendix C of an awarded vendor’s Proposal would be

inserted into the Exhibit A of the Master Agreement, thus insuring that pricing is easily accessible and vendors do not need to complete the same forms multiple times.

**2.42 Question:** Are bidders expected to complete the Exhibits beginning on page 102 of the RFP 19\_20-03 Response Template.docx, as part of the RFP response package, or is this included for completion upon contract award? The exhibits include:

- Exhibit A: Description of Services
- Exhibit B: Schedule of data
- Exhibit D: Directive for Disposition of Data
- Exhibit E: General Offer of Privacy Terms
- Exhibit F: Data Security Requirements

**Answer:** The exhibits on pages 102-112 of the response template are exhibits to the California Student Data Privacy Agreement. If a Vendor has no questions related to the California Student Data Privacy Agreement it may complete the copy provided in the RFP, along with the applicable exhibits, and submit it with its Proposal. For additional information about the applicable exhibits please see question 2.19 of this RFI. If a Vendor wishes to further discuss any terms in the CSDPA or requires additional time for completion, it can be completed after award and during contract negotiations.

**2.43 Question:** Do you expect this to be a product offering or can it a solution that we build specifically for you?

**Answer:** Vendors may offer custom-built solutions, but should keep in mind that each Participating Associate Member will have different needs. Vendors who wish to offer custom-built solutions should include details about what features are available and the related costs.

**2.44 Question:** To accomplish the project, Do we need to allocate any full-time onsite resources at your office?

**Answer:** While each Participating Associate Member may have different needs related to full-time onsite resources, it is unlikely that Participating Associate Members will require vendor staff as a full-time onsite resource. Ed Tech JPA is a consortium style procurement vehicle and seeks to obtain proposals that allow its members to determine which solution will best meet their individual needs. Vendors should specify details related to training and other resources in their Proposals. If prices vary based on different options related to training and other resources vendors should clarify this in both the applicable criteria responses and in Appendix C Pricing Form.

**2.45 Question:** Whether companies from the outside USA can also participate in this solicitation? (like, from India or Canada)?

**Answer:** Ed Tech JPA does not have requirements related to the location of corporate offices, however data must be hosted within the United States. Participating Associate Members may have policies related to contracting with agencies outside of the United States of America.

**2.46 Question:** Can you please provide the list of technologies used in the current system?

**Answer:** Each Participating Associate Member will have a different system in place prior to implementation. Ed Tech JPA is a consortium style procurement vehicle and seeks to obtain proposals that allow its members to determine which solution will best meet their individual needs. Vendors should specify any limitations based on current systems in their Proposals.

**2.47 Question:** Do you expect to use any AI/ML enabled solutions? Any specific preference in terms of technologies?

**Answer:** EdTech JPA has no preference as to specific AI/ML solutions. Each Participating Associate Member will have different needs and preferences. A vendor with an AI/ML solution (or tools for developing them) should specify them as part of the Advanced Analytics/AI section (3.6).

**2.48 Question:** Can you please provide the number of users interacting with the system?

**Answer:** Each Participating Associate Member will have different needs and number of users. Ed Tech JPA is a consortium style procurement vehicle and seeks to obtain proposals that allow its members to determine which solution will best meet their individual needs. Vendors should specify any limitation to number of users in their proposals. If prices vary based on number of users vendors should clarify this in both the applicable criteria responses and in Appendix C Pricing Form. The Pricing Forms offer tiered options and it is expected that vendors will tier pricing based on user numbers, or other criteria.

**2.49 Question:** Does the solution require Admin functionalities? If so, what level of functionalities Ed Tech JPA is looking for?

**Answer:** Each Participating Associate Member will have different needs related to administrative functionalities. Ed Tech JPA is a consortium style procurement vehicle and seeks to obtain proposals that allow its members to determine which solution will best meet their individual needs. Vendors should specify administrative capabilities available in sections 2.5.7 and 3.7.7. If prices vary based on variations in admin functionalities vendors should clarify this in both the applicable criteria response and in Appendix C Pricing Form.

**2.50 Question:** Do you expect to use any BI tools such as PowerBI or tableau to visualize the data

**Answer:** Each Participating Associate Member will have different needs related to data visualization. If vendors require or recommend the bundling of third party visualization tools, they should indicate that as part of their response. Vendors should provide the licensing cost for any BI tools separately on the Optional Costs form in Appendix C. This will enable Participating Associate Members

who already have licensing within the bundled BI tool to adjust the cost when assessing the cost of the Solution.

**2.51 Question:** Please provide details on the input data information - size, data dictionary, layouts, connection type, where is it hosted, etc.,

**Answer:** Each Participating Associate Member will have different needs related to input data. Ed Tech JPA is a consortium style procurement vehicle and seeks to obtain proposals that allow its members to determine which solution will best meet their individual needs. Vendors should specify any requirements related to input data in their Proposals.

**2.52 Question:** Is the expectation that the solution shall be embedded as part of an existing public website/system?

**Answer:** Each Participating Associate Member will have different needs related to embedding the solution as part of an existing website/solution. Ed Tech JPA is a consortium style procurement vehicle and seeks to obtain proposals that allow its members to determine which solution will best meet their individual needs. Vendors should specify any functionalities related to embedding the solution as part of an existing public website/system in their Proposals.

**2.53 Question:** What kind of intelligence/analytics is to be performed? Is there a need to convert or export any data?

**Answer:** Each Participating Associate Member will have different needs related to intelligence and analytics, and converting and exporting data. Ed Tech JPA is a consortium style procurement vehicle and seeks to obtain proposals that allow its members to determine which solution will best meet their individual needs. Vendors should specify the available functionalities related to intelligence/analytics, and converting and exporting data in their Proposals. If prices vary based on functions available vendors should clarify this in both the applicable criteria response and in Appendix C Pricing Form.

**2.54 Question:** How much data will be anticipated annually in MBs, GBs or TBs?

**Answer:** Each Participating Associate Member will have different needs related to anticipated data. Ed Tech JPA is a consortium style procurement vehicle and seeks to obtain proposals that allow its members to determine which solution will best meet their individual needs. Vendors should specify any data limitations in their Proposals. If prices vary based on data requirements vendors should clarify this in both the applicable criteria response and in Appendix C Pricing Form.

**2.55 Question:** What is the overall budget associated with the project?

**Answer:** Each Participating Associate Member will have different budgetary requirements. Ed Tech JPA is a consortium style procurement vehicle and seeks to obtain proposals that allow its members to determine which solution will best meet their individual needs. Vendors should specify

available pricing in Appendix C of their Proposals. Participating Associate Members will determine which vendor is the best fit for their individual needs based upon a review of awarded proposals, with price as the highest factor.

**2.56 Question:** Can a vendor offer a no-cost pilot or evaluation period to an Ed Tech JPA member or other outside organization without compromising final bid and lowest price guarantee referenced in section 1.13? If so, does JPA intend to impose a time limit on evaluation periods offered by vendors to prevent the use of extended evaluation periods to circumvent lowest price guarantee?

**Answer:** Ed Tech JPA understands that no-cost pilots are an industry standard practice. Offering a no-cost pilot would not violate the Minimum Price Guarantee. Ed Tech JPA has not imposed a time limit for free pilots/evaluation periods.

**2.57 Question:** We leverage open resources for our ODS/data warehouse solutions and are a performance management consultancy, technical services provider and systems integrator. We are not proposing a 'product' as we only have fees for services. However we wish to propose likely Educational Intelligence and Analytics Solution procurement scenarios for your members along with sample pricing and a rate table. Would this be considered responsive under the goals of the RFP No. 19/20-03?

**Answer:** Yes, that would be considered responsive. See the response to question 2.6 and provide details of a typical project as part of your response.