

## Request for Information No. III

### RFP No. 19/20-01 Mobile Device Management

*July 25, 2019*

#### **Response to Proposers' Questions**

3.1 **Question:** Ed Tech JPA has received communications from multiple companies addressing concerns related to the Minimum Price Guarantee. Although these communications were not posed as Requests For Information, Ed Tech JPA would like to respond through the RFI process to offer clarification to all interested parties.

**Answer:** 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.

The Ed Tech JPA understands that unique marketing and licensing models may apply within the MDM industry. Industry practices, including bundling licenses with other software platforms or devices, may make it difficult to standardize and compare costs.

With this consideration in mind, Ed Tech JPA will entertain Proposals wherein Vendors take exception to the Minimum Price Guarantee. Vendors who take exception to the Minimum Price Guarantee should specify their intent in Attachment 1, Section 5 "Exceptions", and should not complete the Minimum Price Guarantee Acknowledgement in Appendix B. The Ed Tech JPA will consider reasonable alternatives to the Minimum Price Guarantee to ensure competitive pricing for our participating Members. Ed Tech JPA will make an award in the best interest of its members. Awards are contingent upon successful contract negotiations.