

Request for Information No. IV
RFP No. 20/21-03 Social and Emotional Learning Assessment System
March 12, 2021

Response to Proposers' Questions

4.1 **Question:** How should vendors responding to this RFP refer to the Buyer (for example, "Education Technology Joint Powers Authority", "Irvine USD and Education Technology Joint Powers Authority", etc.)

Answer: In the RFP those purchasing the proposed products are referred to as "Participating Associate Members" or "Participants". Ed Tech JPA does not purchase products. IUSD is one of 75 members in Ed Tech JPA, and proposals will be made available to all Ed Tech JPA members for review and potential purchase of proposed products.

4.2 **Question:** Would ED TECH JPA consider edits to the Minimum Pricing Agreement? ED TECH JPA Master Agreement. 8. Minimum Pricing Agreement, Page 27

Answer: The Minimum Price Guarantee is the expectation that Vendors provide the lowest available price to Ed Tech JPA Members. The intent of the Minimum Price Guarantee is to prohibit Vendors from directly negotiating lower pricing with Ed Tech JPA Members to discourage use of the contract vehicle. The Minimum Price Guarantee secures 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 is compliant with privacy terms. Ed Tech JPA seeks to mutually benefit both members and vendors through consortium style procurement.

Any requested changes should be highlighted in Section 5. Exceptions in the Response Template. If requested exceptions are not acceptable as-is Ed Tech JPA may decline to award, or negotiate requested exceptions directly with the requesting vendor.

4.3 **Question:** Please confirm if deadlines are listed as Pacific Standard Time.

Answer: Yes.

4.4 **Question:** The Master Agreement specifies that additional products sold to Members will need to be added via addendum. If we have SEL products that Members may want to purchase but that aren't expressly asked for in this RFP should we include them? P. 26, Section 7

Answer: Section 7 in the Ed Tech JPA Master Agreement addresses adding or deleting equipment introduced or removed from the market by the Vendor after award. Any changes to finalized agreements must be memorialized through written amendments approved by both parties.

If Vendors provide additional products related to social and emotional learning they may include them in this proposal. Vendors should include a description of the additional products in either criteria no. 3.1.39, 3.2.31, 3.3.15, or 3.4.32 in Response Template: Attachment 1. Vendors must include pricing in Appendix C: Optional Services/Solutions and Costs. When completing criteria sections in the Response Template Vendors must be clear about what criteria are met by the core proposed Solution and what criteria are met by a supplemental/optional products.

4.5 **Question:** Regarding Requirement 3.2.23 *Describe how the system supports custom reporting and/or modification or personalization of pre-built reports* – Can Ed Tech JPA share any information about the type of custom reporting or personalization of pre-built reports they would like the vendor to support? Requirement 3.2.23 page 129

Answer: The Ed Tech JPA represents diverse agencies, including single schools and very large districts. We wrote this RFP to be very flexible in response to their diverse needs. Each JPA member may have unique needs related to custom reporting and modifications to pre-built reports. Vendors should describe what capabilities their Solution has regarding the requested ability and Ed Tech JPA members will determine what best meets their unique needs.

IUSD users may wish to customize existing reports to filter/group students, add additional demographic or academic information available in the solution, or update formatting (e.g., column order, color-coding) to better support analysis.

4.6 **Question:** How many students and sites should be reflected in the total estimated cost of Appendix C? We realize this varies significantly amongst JPA members, but as an example, a baseline student and site count would be helpful in ensuring the most accurate estimates. Appendix C

Answer: The Ed Tech JPA represents diverse agencies, including single schools and very large districts. Tiered pricing is included in the RFP to allow vendors to adjust price based on the scale of contract to allow economies of scale to be incorporated into proposals. Ed Tech JPA understands that prices vary based on contract size, for example the price per student may be different for a contract with 10,000 students vs the price for a contract with 200,000 students. Vendors can also include different levels of implementation in the one-time pricing form in Appendix C, if applicable. Typically Vendors prefer to determine their tiered pricing levels (ex: prices for 1 - 10,000 ADA, 10,001 - 20,000 ADA, 20,001 - 30,000 ADA, 30,001- 40,000 ADA, 40,001+ ADA).