



County of Fairfax, Virginia

ADDENDUM

DATE: February 28, 2023

ADDENDUM NO. 1

TO: ALL PROSPECTIVE OFFERORS
REFERENCE: RFP 2000003549
TITLE: Technology Products, Services and Solutions
DUE DATE/TIME: March 24, 2023 @ 2:00 p.m.

The referenced request for proposal is amended as follows:

1. Refer to Attachment A for responses to the questions received via preproposal conference and e-mail.

All other terms and conditions remain unchanged.

Yong Kim, CPPB
Contract Specialist II

THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:

Name of Firm

(Signature)

(Date)

A SIGNED COPY OF THIS ADDENDUM SHOULD BE INCLUDED IN THE TECHNICAL PROPOSAL.

Note: SIGNATURE ON THIS ADDENDUM DOES NOT SUBSTITUTE FOR YOUR SIGNATURE ON THE ORIGINAL PROPOSAL DOCUMENT. THE ORIGINAL PROPOSAL DOCUMENT MUST BE SIGNED.

Attachment A

- Q1. Are we allowed to participate in the solicitation as a Orlando based business or do we indeed to pursue a business license in Fairfax county?
A1. Yes, you can participate.
- Q2. The RFP is written for OEMs and resellers. NetApp has 2 resellers that act as Distributors. 1) Can they respond to this RFP and sell NetApp products? 2) If yes, can they name agents / resellers?
A2. 1) Yes, 2) They can name the agents and resellers which they act as Distributors.
- Q3. Section 9.3 Transition Plan clarification. For the technology/services we will present, are we required to submit a transition plan with each one? Each transition plan regardless of the technology/services, would be tailored to the specific client. Can you provide additional clarification?
A3. What the County is seeking is your steps as a Contractor will go about tailoring the transition plan for the County and preparing in detail all tasks and resources associated with minimum disruption.
- Q4. Can additional products and/or services be added in the future after a Master Agreement is in place?
A4. Yes, but it will depend upon how many contract(s) may be awarded from this solicitation.
- Q5. On the Fairfax county RFP for Technology Products, services and solutions, is it possible to submit a proposal on specific services and products or must you bid the entire project?
A5. Refer to Special Provisions, paragraph 8.1., section 2.
- Q6. Do offers have to provide partner/reseller certification for Amazon Web Service and Veritas since these two products are listed in section 8.2?
A6. No, these products are not listed in section 8.2.
- Q7. Can offers respond to one product?
A7. No
- Q8. For Amazon Web Service, where can we get the current usage or estimated usage?
A8 Fairfax County currently does not have a presence in AWS however is interested in having that on ramp available.
- Q9. For Amazon Web Service, is the billing going to be in one account or separate for each agency?
A9. It would be preferred to have 1 master account with sub-accounts of which multiple agencies can be billed directly.
- Q10. For Amazon Web Service, is there a list of AWS cloud services that are in use or going to be used?
A10. Some agencies have applications providers in AWS however that list is not currently available.
- Q11. Is there a small business requirement?
A11. No.

Attachment A

Q12. Can you please provide a breakdown of \$200M spending, by state and/or counties at least?

A12. About \$15 million comes from Fairfax County Government. As for the other amount this is an estimate of what was proposed in the previous contract which was set at an estimated of \$500 million.

Q13. What percentage of the spend is expected to come from Fairfax County itself?

A13. Estimated 11% to 15%

Q14. Is this a brand new contract?

A14. No, this Solicitation will replace the County contracts 4400006642, 4400006643, 4400006644, and 4400006645.

Q15. In response to the County's request for pricing at the catalog level, it's important to point out that this could equate to tens of millions of lines, since many of the major manufacturers have hundreds of thousands, if not millions, of part numbers. For example, Dell's catalog is 500,000 lines long. In order to reduce the burden on both evaluators and proposers, could Fairfax County please clarify whether it would still like to receive each OEM's entire priced catalog, or if this requirement could be revised and/or clarified? Would it be acceptable to see minimum discounts off of MSRP by product family for each manufacturer instead?

A15. Yes, it would be acceptable to see minimum discounts off MSRP by product family for each manufacturer.

Q16. Will this preproposal be recorded?

A16. No

Q17. Are professional consulting services being sought after under this contract?

A17. No.

Q18. Will you be accepting interactive flat panels as video conferencing solutions?

A18. Whatever is submitted needs to be a full solution and not just a component of it. If an interactive touch panel is part of your solution, that it will be accepted in your response.

Q19. Who are the eligible agencies through the GOVMVMT program?

A19. Cities, Counties, K12 (Public/Private), Higher Education (Public or Private), Authorities, State Agencies, Non-Profit Organizations

Q20. Are suppliers required to provide all products listed in the RFP Scope? If not, can we submit what we offer?

A20. Offerors should do their best to provide all products listed in the RFP as it may impact the overall scoring of your proposal.

Q21. Are suppliers required to respond to the national qualifications for the GOVMVMT program?

A21. This is a national solicitation. If suppliers wish to participate nationally, they would be required to complete the national GOVMVMT qualifications and questionnaire. Please refer to Attachment D and subsequent exhibits.

Q22. Are there supplier requirements and commitments associated with an awarded contract?

A22. Yes. Please refer to Attachment D, Exhibit C, Administration Agreement.

Attachment A

- Q23. Are there state agencies interested in using this program?
A23. Yes. Currently there are several states that have expressed interest in using the national program as well as the State of Mississippi participating on the Advisory Council.
- Q24. Are there states that are currently using the GOVMVMT program?
A24. The first contracts available through the cooperative were just awarded. There are several states currently reviewing these contracts for possible adoption.
- Q25. If a supplier chooses not to respond to that scope, will the score be impacted in evaluation?
A25. It may be impacted if the information is part of the evaluation criteria of the RFP.
- Q26. What specifically is the project plan? Is it based on all product or solution offered? Should they be collective or separate?
A26. To provide an example project plan to Fairfax County covering all aspects outlined in 9.3. regarding Product, Service or Solution Plan.
- Q27. Our organization has several other cooperative program and contract. Is the supplier required to extend this contract to other agencies. Especially within the Commonwealth of VA.
A27. This cooperative contract is optional and non-exclusive. It is up to the participating public agency's procurement laws and regulations should they choose to use the program. Per the Administrative Agreement, awarded suppliers should present this contract as a preferred procurement option to their customer base. Pricing is intended to be equal or better than any other cooperative program your organization currently has.
- Q28. Section 8.2 Certifications required for partnerships – Is a supplier is precluded is they do not have the level of certifications outlined in the RFP?
A28. Yes, for the 8 items listed in the section 8.2.
- Q29. How would a service-oriented company properly propose pricing?
A29. Reference Special Provisions, paragraph 10.2. Proposed Services and Solutions.
- Q30. Is this RFP for custom software developers? COTS Custom Software Development
A30. No.
- Q31. Do we have an idea on the number of awards?
A31. It will depend upon what proposal are being offered and what is in the best interest of the County.
- Q32. Supplier is restricted to sell certain products to K12 entities. How should we properly submit a proposal with these limitations?
A32. Make sure to provide the restricted information regarding the product, services, or solutions you have proposed in your proposal.
- Q33. Is there bonus points if the supplier is a VA small business?
A33. No.
- Q34. Is the county expecting to have a similar number of the awards for this contract than the previous contract? (4 with U.S. Communities/OMNIA)
A34. It will depend on what is offered and in the best interest of the County.

Attachment A

Q35. There is no guarantee of business, but rather numerous vendors could be awarded a "contract", be put on an authorized provider list and then provide products or services if and when the need arises on the part of Fairfax County. Is this an accurate interpretation of the solicitation?

A35. Yes and no. it would be the need that arises on part of all GOVMVMT program and those interested in riding the contract.



County of Fairfax, Virginia

ADDENDUM

DATE: March 8, 2023

ADDENDUM NO. 2

TO: ALL PROSPECTIVE OFFERORS
REFERENCE: RFP 2000003549
TITLE: Technology Products, Services and Solutions
DUE DATE/TIME: March 24, 2023 @ 2:00 p.m.

The referenced request for proposal is amended as follows:

1. Refer to Attachment A for responses to the questions received via e-mail.

All other terms and conditions remain unchanged.

Yong Kim, CPPB
Contract Specialist II

THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:

Name of Firm

(Signature)

(Date)

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Attachment A

- Q1. Is it possible to be a Prime Contractor as a Service Provider and have a subcontractor that is a Technology Manufacturer or Reseller?
- A1. Yes.**
- Q2. Can you propose product solutions that are not included in the RFP?
- A2. Yes, reference RFP Special Provisions, paragraph 3.15.**
- Q3. Can you please provide a response to the following requirement: "Describe how Provider will transition any existing Public Agency customers' accounts to the Master Agreement available nationally through GovMVMt. Include a list of current cooperative contracts (regional and national) Supplier holds and describe how the Master Agreement will be positioned among the other cooperative agreements." Does this mean you expect a vendor/supplier to move clients utilizing existing public agency cooperatives (e.g. NASPO, TIPS, NCPA)? Is this a firm requirement to accept?
- A3. The purpose of this section is to identify the responding supplier's current cooperative contract portfolio. Please indicate what national/regional contracts your organization holds in the public sector. These contracts are optional and non-exclusive therefore it's ultimately up to the participating public agency to use the contract or not. The GOVMVMt contract should be offered as a procurement option to any public agency that is eligible or registered. If the public agency expresses interest in using the contract, it would be required that the awarded supplier transition that customer over to GOVMVMt. If that customer was using another cooperative program and wishes to use GOVMVMt, the awarded supplier would be required to transition those sales over the GOVMVMt program. If the public agency requests more information on GOVMVMt, the awarded supplier should notify the Program Managers from GOVMVMt so proper education and follow up can occur.**
- Q4. RFP-2000003549, 8.9 Reporting Requirements: The bullets to be including in reporting are incredibly specific and will require visibility into the County's data center (ie system upgrades that are available). Can the County please clarify this?
- A4. If this requirement cannot be met as requested, feel free to submit an exception or alternative solution.**
- Q5. RFP-2000003549, 8.9 Reporting Requirements: if the Offeror is a reseller of multiple product lines, offering reporting on new product offerings and pricing increases/decreases will be a monumental and near impossible task. Could the County please better describe its intent for these bullets if Offeror is a reseller?
- A5. If this requirement cannot be met as requested, feel free to submit an exception or alternative solution.**
- Q6. RFP-2000003549, 8.9 Reporting Requirements: For quarterly reports, resellers do not have access to all serial numbers of OEM equipment. Please confirm this reporting requirement is for OEMs only.
- A6. If this requirement cannot be met as requested, feel free to submit an exception or alternative solution. However, before or after shipment of the technological equipment the County requires the reseller to provide a comprehensive list of the equipment shipped to include the serial numbers. If this requirement cannot be met as requested, feel free to submit an exception or alternative solution.**

Attachment A

- Q7. RFP-2000003549, 10.2: If an Offeror is representing many OEMs and providers, how would the County prefer to receive manufacture list price documentation or will it forego this requirement in exchange for the list of discount percentages by manufacturer?
- A7. In the quote provide the manufacture's unit list price, the discount applied / offered and the actual discounted unit price. If this requirement cannot be met as requested, feel free to submit an exception or alternative solution.**
- Q8. For Attachment D, how would the County prefer these questions be answered? Should they be a part of the Technical Proposal or be their own response?
- A8. Suppliers responding with a national package should plan to answer and address all items within Attachment D separate from the Technical Proposal.**
- Q9. Must an Offeror respond to Attachment D to be considered to services Fairfax County?
- A9. Yes.**
- Q10. If we do not plan to use this contract in NJ, must exhibit H be completed?
- A10. If the supplier provides a response but excludes NJ, provide a narrative as to why Exhibit H was omitted. Awarded suppliers would be expected to do business in all 50 contiguous states**
- Q11. RFP-2000003549, 9.4, is the County agreeable for the VAR to offer the EULA at the specific time of the deal? Given the number of software vendors represented by this contract, this task is endless unless the County can name the specific EULAs it would want to see as part of our response.
- A11. The OEM will be required to agree in negotiating and establishing a EULA as well as Terms and Conditions directly with the County. If this requirement cannot be met as requested, feel free to submit an exception or alternative solution.**
- Q12. As a VAR, we can pass through the OEM maintenance and support plan. The schedule and response time is dependent on what is ordered and the warranty procured by the customer. Please confirm this is understood and not a question that can be answered by a VAR.
- A12. See response A11 above.**
- Q13. RFP-2000003549, 8.11.6: Please confirm the ask of the County on this; is the request to ensure that the County can trace who is doing the VAR reporting or what is the ask here?
- A13. If this requirement cannot be met as requested, feel free to submit an exception or alternative solution.**
- Q14. Appendix A, 55. As a VAR, the equipment install is not tied monetarily to the acquisition of the hardware. When the hardware is accepted, the OEM moves to invoice and therefore so does the VAR. The VAR cannot hold that invoice as the OEM may be able to do. Please confirm that it is understood that this requirement does not work for VARs.
- A14. Refer to RFP Specialist Provisions, paragraph 9.6.**
- Q15. RFP-2000003549: 2.2. By receiving an award for this contract, is the County indicating that we may never position another contract vehicle to a customer who fits within the definition of Participating Public Agency?
- A15. The objective of this solicitation is to provide a contract vehicle for Fairfax County, VA and all public agencies nationwide. Driving value locally, regionally, and nationally.**

Attachment A

Q16. Has this language been vetted with all 50 states to ensure agreement of said language?

A16. The terms and conditions within the RFP Form 1-2000003549 are consistent with Fairfax County's requirements. The said language within Attachment D and subsequent exhibits are in line with current federal guidelines. The MICPA (Master Intergovernmental Cooperative Purchasing Agreement) is outlined for national piggyback language for all eligible public agencies.

Q17. Has this language been vetted with all 50 states and are they in agreement to withdraw their current contracts in order to leverage this one?

A17. See response A16. This contract is optional and non-exclusive and public agencies are not required to use this contract vehicle in lieu of their own or another option.

Q18. Is the County open to a respondent who is solely focused on using this contract at Fairfax County?

A18. No.

Q19. If only interested in working with the County, may a respondent forego responding to Attachment D?

A19. No, you will need to respond to Attachment D to be able to work with the County.

Q20. Can you confirm that the transition to this contract as required throughout Attachment D and Attachment 2 is a requirement of the OEM and not VARs?

A20. No. It's a requirement of the contract awardee. That may be the OEM or a VAR.

Q21. Attachment D, 2.1 ii - Customers dictate their contract vehicle of choice to us as does the route to market depending on available distributor. Is the County agreeable to best effort for this clause?

A21. The commitment would be that this is the lead offering for an awarded supplier in the public sector.



County of Fairfax, Virginia

ADDENDUM

DATE: March 14, 2023

ADDENDUM NO. 3

TO: ALL PROSPECTIVE OFFERORS
REFERENCE: RFP 2000003549
TITLE: Technology Products, Services and Solutions
DUE DATE/TIME: **April 3, 2023 @ 2:00 p.m.** eastern time (Revised)

The referenced request for proposal is amended as follows:

1. The due date/time has changed to April 3, 2023, at 2:00 p.m. eastern time.
2. Refer to Attachment A for responses to the questions received via e-mail.

All other terms and conditions remain unchanged.

Yong Kim, CPPB
Contract Specialist III

THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:

Name of Firm

(Signature)

(Date)

A SIGNED COPY OF THIS ADDENDUM SHOULD BE INCLUDED IN THE TECHNICAL PROPOSAL.

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Attachment A

- Q1. RFP 2000003549, Special Provisions, Section 8.2 – Requirement is that the vendor must be Cisco Gold Partner. We are not. Can you tell me if that is in fact a deal breaker?
- A1. **No.**
- Q2. As a verifiable source can we provide a link to the manufacturer list pricing?
- A2. **We understand manufacturer list prices fluctuate; however, all quotes must include the manufacture's current list price, contracted discounts or better and discounted unit price.**
- Q3. Will we be found to be non-responsive if as a reseller we cannot negotiate terms and conditions as requested in section 9.4 Offeror Qualifications and Experience. Question "Offeror shall include copies of any applicable End User License Agreements (EULA) and Service Level Agreements (SLA). Offeror must be willing to negotiate the terms of its EULA and SLA. Copy(s) of signed Fairfax County License Addendum (Attachment C) documents." This request may result in potentially hundreds of documents for the County to review.
- A3. **If none of the products, software, and services you offer and those third-party product suppliers/manufacturers are not willing to negotiate their terms and conditions in their agreement, the County will not be able to procure such products, software, and services, therefore, it may result in reduction of points.**
- Q4. Is there a standardized or required format that should be used to create our proposed cost proposal?
- A4. **Reference RFP 2000003549, Special Provisions, paragraph 10.**
- Q5. Given the size and scope of this request may we request an additional 4-week extension to work with our Partners and provide the best value in our offering?
- A5. **No, see the Addendum 3 above.**
- Q6. What section should all signed Addenda be put into for the technical proposal?
- A6. **Addendum 1, 2, and 3 can be uploaded in Bonfire under Requested Information separate from the technical proposal.**
- Q7. Attachment C, If a manufacturer does not agree with the terms, will they still be considered for authorization for the contract? Is this signed post award or with the proposal submission?
- A7. **It depends as if the manufacturer does not agree with the terms, they still will need to be open to allow the County to negotiate their terms and conditions. For those who are willing to accept Attachment C, have them sign and submit with your proposal.**
- Q8. Attachment C, Does each proposed manufacturer need to sign the license agreement addendum as part of our response?
- A8. **See answer in question 7 above.**
- Q9. 9.2 Offeror Profile, If we are partnering with other firms and not subcontracting, do we list the partners information as well or just the main offerors?
- A9. **Yes, you may provide the list of partners information.**
- Q10. Attachment A4 - Business, Professional and Occupational License How is the Offeror able to determine a percentage of work to be completed in Fairfax County if the level of effort is unknown due to the nature of the contract?
- A10. **If you're unable to provide a percentage of work that will be done for the County regarding Technology Products, Services and Solutions, then provide your statement as such.**
- Q11. Pricing, For submittal, is a standardized pricing template going to be provided?
- A11. **No, Reference RFP 2000003549, Special Provisions, paragraph 10.**

Attachment A

Q12. Can we partner with other firms to enhance our expertise in a given area? For example, we resell Cisco but are not a Cisco Gold Certified Partner. However, we frequently partner with a subcontractor who does have that certification. Could we include them on our proposal to strengthen our response since we would partner with them when architecting that solution?

A12. Yes.

Q13. If multiple awards are issued will they be given by solution area? For example: one or more vendors will be awarded all Dell products but "excluded" from other product areas or will all awarded members be able to sell all products they identify in their proposal submission?

A13. It will depend upon what kind of proposals are submitted in response to the RFP. Reference Special Provisions, paragraph 19.1.

Q14. Many Federal contracts (GSA for example) require a guarantee that the best pricing is offered on those contracts. A huge majority of the respondents to this proposal will hold one or more contract vehicles with those terms. Does Fairfax/Gov MVMT view this as conflicting with the same requirements in the terms and conditions of this contract vehicle?

A14. No. GSA schedules are federal government contracts. If a Public Agency, as defined in the RFP, can access the GSA supply schedule agreements, then the Supplier Qualifications and Supplier Information, Commitments apply.

Q15. Do we need to submit an original signed, certification of insurance citing the contract number and including endorsements from Special Provisions section I along with our initial proposal or is this to be submitted upon award?

A15. You will provide the certification of insurance after the contract is awarded and receive an Acceptance Agreement.

Q16. We have some capability for website ordering currently. If awarded, we would significantly enhance this aspect our business and we plan to speak to our proposed future state in this regard. Is this an acceptable method to respond to questions regarding online ordering?

A16. Yes, but it will depend upon what information is provided and if you address what is requested in the RFP.

Q17. Even after enhancing online ordering capability, a massive part of our company's value-add is our presales technical engineering resources. These resources help architect complex solutions BEFORE they are purchased by our customers. For this reason, we would propose not to resell the more complex solutions via a website because we would need to have a conversation with the customer to architect/size the correct solution. Is this approach in line with the expectations from Fairfax and GovMVMT - or will this disqualify or otherwise hurt the evaluation of our proposal?

A17. Proposals will be evaluated on the solution provided in a response to the specifications of this solicitation.

Q18. We have existing business relationships with a huge majority of the companies listed in the RFP solicitation (IBM, Nutanix, HPE, Dell, Cisco, etc). Do we need to include letters of authorization to resell each product we list in our price sheet?

A18. Reference RFP 2000003549 Special Provisions, paragraph 8.2.

Q19. Do we need to include details/expertise about each product we list in our price sheet? Or is a focus on "core" companies acceptable? ("core" = ones listed and described like VMWare, Cisco, etc.) while listing additional pricing for products that are "non-core?"

A19. If you are proposing services for a product then provide the details of the relevant expertise being offered to perform such services. Anything you are proposing in your technical proposal should be listed in your cost proposal.

Attachment A

- Q20. Attachment D Exhibit H: New Jersey Business Compliance Suppliers intending to do business in the State of New Jersey must comply with policies and procedures required by New Jersey statutes. All Suppliers submitting proposals must complete the following forms to meet the requirements of doing business in this state. Do offerors require compliance with States other than the State of New Jersey?
- A20. Yes. As language in the Master Intergovernmental Cooperative Purchasing Agreement states; the "Master Agreements" are "subject to any applicable local purchasing ordinances and the laws of the State of purchase".**
- Q21. Attachment D Exhibit H: New Jersey Business Compliance Attachment 2, NON-COLLUSION AFFIDAVIT "State of New Jersey County of _____ ss:"
The individual to sign the non-disclosure affidavit is our Corporate Secretary who does not reside in the State of New Jersey. How should we populate the space provided for county? What information is sought in the space asking for "ss:"?
- A21. Leave the county blank if not New Jersey County. Per the State of New Jersey DCA regarding ss: Businesses may use Social Security Numbers only if they serve as business tax ID numbers.**
- Q22. Attachment D Exhibit A: QUESTIONNAIRE FOR NATIONAL CONSIDERATION Will the GovMVMt contract be your lead public offering to Participating Public Agencies? Please confirm that Participating Public Agencies refers to public entities that either are or will be members of GovMVMt?
- A22. The definition of Participating Public Agencies is defined in Special Provisions 1.1 of the Master Agreement:
County of Fairfax, Virginia (herein "Lead Public Agency") on behalf of itself and all states, local governments, school districts and higher education institutions in the United States of America, and other government agencies and nonprofit organizations (herein "Participating Public Agencies").**
- Q23. Attachment D, Exhibit B Supplier Response Section D. #12 Describe your company's sales goals for this Contract if awarded the Master Agreement, including targeted dollar volume by year. Please confirm that bidders should provide annual sales goals/targets, and that proposed guaranteed sales are not required.
- A23. Yes.**
- Q24. Attachment C, Exhibit F RFP Number The RFP number in the header in Attachment C, Exhibit F is incorrect, will you please provide a corrected version?
- A24. No, there is no attachment C, exhibit F. it should be Attachment D, Exhibit F, for the Federal Contract Terms and Conditions.**
- Q25. Attachment D, Exhibit E Lead Public Agency Certificate Since the County of Fairfax, Virginia is the Lead Public Agency for this Master Agreement, will the Authorized Lead Public Agency Representative provide a signed copy of the Lead Public Agency Certificate upon award? Does the unsigned Exhibit E need to be returned with our proposal package?
- A25. Yes.**
- Q26. Question around Environmental Reporting Requirements: Could you please provide a sample report with what will be required?
- A26. There is not a "sample." This requirement is essentially stating if the County requests a report or data relating to a product that complies with accommodating the request. The request could be as simple as providing whitepapers on the product.**

Attachment A

- Q27. Please clarify the requirement to provide equal/better pricing to participating agencies. For example, is the pricing compared to other customers who are also public agencies or it compared only to those public entities that are covered under this agreement? Is the comparison for all North American public agencies, or is the comparison limited to public agencies in Virginia?
- A27. The definition of Participating Public Agencies is defined in Special Provisions 1.1 of the Master Agreement:
County of Fairfax, Virginia (herein "Lead Public Agency") on behalf of itself and all states, local governments, school districts and higher education institutions in the United States of America, and other government agencies and nonprofit organizations (herein "Participating Public Agencies").**
- Q28. On Addendum 1 Question 15, the answer indicates that it would be acceptable to see minimum discounts off of MSRP by product family for each manufacturer. However, on Addendum 2, question 7 the answer indicates that the pricing must include the manufacturer's MSRP, the minimum discount provided and the actual discounted unit price. Please clarify if providing the Manufacturers' MSRP Pricelists separately from a Pricing Sheet where discounts provided by manufacturer's product families(category) is acceptable.
- A28. You may offer a percentage discount for manufacturer's products category in the firm's cost proposal response. To clarify Addendum 2, question 7 it is directed to those who are awarded a contract. When the County requests a quote off the contract for good/services your firm will need to provide the original price, discount, price, and price after discount. This is to make sure we are getting the manufacturer discount offered by your firm.**
- Q29. If a supplier/OEM has questions, concerns, or edits to Attachment C' License Agreement Addendum, how should those edits be communicated to the County?
- A29. County provided a Word document of Attachment C. Provide the supplier/OEM redlines to the Attachment C.**
- Q30. How does the County want to receive the written consent of an supplier/OEM for the Attachment C? Is there a form, appendix, or similar?
- A30. Fill out Attachment C providing name of firm, location a business incorporated , F.E.I.N, and principal place of business at, and provide the agreements, Eula, SLA, maintenance agreements, etc. in where it states "INSERT CONTRACT DESCRIPTION" and have the supplier sign the signature line of the agreement. Note: Word document of Attachment C is provided.**
- Q31. RFP-2000003549, 8.11, 3. Please confirm the County understands that VARs are authorized provider of third-party products and not the OEM therefore cannot warrant that it will not infringe any IP. VARs can indemnify for such but cannot warrant against it. Please confirm this understanding and agreement.
- A31. Offeror may request an exception to the terms of the RFP. Ref. Special Provisions, paragraph 9.6.**