

R10-1126 - Technology Assessment and Planning Services

Project Overview

Project Details	
Reference ID	R10-1126
Project Name	Technology Assessment and Planning Services
Project Owner	Clint Pechacek
Project Type	RFP
Department	Equalis
Budget	\$0.00 - \$0.00
Project Description	Education Service Center, Region 10 ("Region 10 ESC") is seeking proposals for the procurement of Technology Assessment and Planning Services. Responses will be accepted until 11/11/2021 at 2:00 PM. All times are Central Standard Time.
Open Date	Oct 15, 2021 9:00 AM CDT
Close Date	Nov 11, 2021 2:00 PM CST

Seal status

Requested Information	Unsealed on	Unsealed by
Proposal (Response to Section 2)	Nov 11, 2021 2:17 PM CST	Clint Pechacek
Pricing	Nov 11, 2021 2:17 PM CST	Clint Pechacek

Questions and Answers

Evolvers Group L.P.

Response Scope

Sandeep Sharma, Oct 21, 2021 1:23 PM CDT

Is this mandatory that a respondent applies for all the nine systems listed in section 5.1 of the 'RFP Section one'? Or can one apply selectively for some of the systems?

Clint Pechacek, Oct 26, 2021 8:19 AM CDT

As stated in the scope on page 7 of Section 1, vendors may elect to respond to one, several, or all of the systems and subcategories listed in the scope. Vendors are encouraged to respond with their entire product/service line that relates to the scope.

Forward Edge

(No Subject)

Jeffrey Langdon, Nov 02, 2021 2:27 PM CDT

Zero Day Protection - There are many security technologies that address Zero Day threats...can more detail be provided? Load Balancing - Are you seeking a load balancing solution? Or monitoring one already provided? Software or Hardware? Mobile Device Security - What are the operating systems of these devices? Data Loss Prevention - Monitoring or Providing? Intrusion Prevention - Host based or Network based? PRICING We understand the Pricing approaches outlined in the RFP. The Cybersecurity solution we intend to propose follows the Center for Internet Security controls and as such is a comprehensive managed solution preventing discrete line itemization of the individual security tools that are included and deployed. The solution is "bundled" and priced with specific consideration to each network environment's topography and other considerations unique to each district we serve. Can we offer a sample budget price for general schedule reference and an aggregated monthly and auditable rebate model to the ESC?

Clint Pechacek, Nov 04, 2021 8:18 AM CDT

1. Vendors should respond with any and all technologies and/or services that they offer to address Zero Day threats. 2. We are seeking solutions that address any variety of load balancing issues that public agencies across the nation might face. Therefore vendors are encouraged to respond with all solutions at their disposal. 3. Operating systems will depend on the agency utilizing the contract. Ideally, vendors would be able to handle mobile device security on any commonly used operating system. 4. Both. 5. Both. 6. Vendors may submit any pricing structure that they feel is auditable and verifiable by any Equalis member seeking to verify a quote or purchase under the contract. The pricing itself offered must be auditable, as well as any rebates offered. Region 10 reserves the right to reject proposals that it deems have not offered auditable, verifiable pricing.

LearnPlatform

Questions on RFP Applicability to LearnPlatform

Lauren Brown, Nov 01, 2021 10:05 AM CDT

Hi there, I could please use some help, as we are deciding the applicability of going through this RFP process and have a few questions that myself and our leadership team needs answered. We are already on the Region 10 product list/an approved vendor, so what would this change if we win this RFP? Does it just allow us to say we offer a specific service? Is this is requirement for the potential of Region 10 doing business with us in terms of the EdTech Effectiveness Clearinghouse plus cohort / Audit Service + Certification? Would this just be an additional notch, for lack of better terms that goes along with us already being an approved vendor with R10? Like we would say that we are also approved for Technology Services and Planning specifically? I am trying to gauge how this would support us if we were awarded and what that would look like or if it is comparable to what we already have. Thank you for your help - our team is meeting later this afternoon to discuss. Lauren Brown

Clint Pechacek, Nov 01, 2021 11:52 AM CDT

1. Winning a contract based on this RFP would not change anything about your current Region 10 contract. 2. How you would market this contract to Equalis members is up to vendors to decide and demonstrate in the RFP. 3. Winning this RFP is not necessarily a requirement for doing business with Region 10. 4. How you would market this contract to Equalis members is up to vendors to decide and demonstrate in the RFP. 5. Vendors would be approved to market that they had won a Region 10 bid made available through Equalis for Technology Assessment and Planning Services.

Lauren Brown, Nov 01, 2021 12:23 PM CDT

Thank you, Clint! I will let you know if our team has any further questions.

Renaissance Institute

Pricing Spreadsheet

Andrew Berning, Oct 18, 2021 12:41 PM CDT

Where on the pricing spreadsheet do we indicate a minimum and maximum cost?

Clint Pechacek, Oct 26, 2021 8:21 AM CDT

That is up to the vendor. The pricing sheet is structured to be flexible and to be filled out in whatever way most clearly represents the vendor's pricing. Please remember that contract pricing will be not-to-exceed.

Proposal Form 17- 20

Andrew Berning, Oct 18, 2021 12:44 PM CDT

Are Proposal Forms 17 - 20 only required for vendors headquartered in New Jersey, doing business in New Jersey or are all vendors required to submit all forms?

Clint Pechacek, Oct 26, 2021 8:22 AM CDT

Forms 17-21 are required for any vendors wishing to do business in New Jersey.

Administrative Fee

Andrew Berning, Oct 19, 2021 11:17 AM CDT

What is the administrative fee of the contract paid to Region 10 and/or Equalis?

Clint Pechacek, Oct 26, 2021 8:26 AM CDT

The administrative fee is negotiated between the vendor and Equalis after the Region 10 evaluation team has decided to recommend vendor(s) for award. Historically the administrative fee has been 2%.

Sales Documentation

Andrew Berning, Oct 19, 2021 11:17 AM CDT

How do we document sales made through this contract as opposed to sales made outside of this contract?

Clint Pechacek, Oct 26, 2021 8:30 AM CDT

Customers will reference the contract number on their Purchase Order. It is up to the vendor to determine how to track and report sales through the contract and to demonstrate in the RFP response that they can reliably do so.