

WSIPC RFP 16-02

Addendum 1

October 11, 2016

The following corrections, questions, and clarifications are provided concerning WSIPC RFP 16-02. Paraphrasing of the relevant questions posed to the WSIPC RFP Coordinator have been included as appropriate.

CORRECTIONS TO RFP LANGUAGE:

Exhibit B Section Gradebook and Assessment should read: **“For built in online”** instead of **For in built online**.

QUESTIONS AND CLARIFICATIONS:

Q1.1 Is the intention of the proposal to capture a wide variety of solutions that manage professional learning or to stay close to the stated target of a traditional learning management system?

A1.1 WSIPC agrees that the market definition of a LMS is not governed by breadth of offering. It is WSIPC’s intention, as stated in paragraph 2 of the Invitation, “to select multiple Vendors to satisfy the diverse needs of the education community.”

Q1.2 Is WSIPC open to receiving a proposal for only a portion of the solutions requested?

A1.2 The answer is yes.

Q1.3 What student count(s) should be used in order to provide a cost?

A1.3 Student Counts should be based on the number of user licenses sold. In some cases, Districts only purchase LMS licenses for their Secondary Schools so providing District student counts would not best represent the number of students served by the LMS.

Q1.4 Section 5.3.1- Minimum Product Sales Volume: How should the Proposer’s “sales volume” be stated”? (That is, in sales revenue, number of student licenses sold, number of contracts sold, etc.?)

A1.4 WSIPC would like to understand the number of student licenses sold during 2015 and the associated revenue amount for those licenses (in aggregate).

Q1.5 Section 5.3.3 Toll Free Access: Who are the end users calling the toll free number? Is that referring to WSIPC calling or the districts that we are serving”?

A1.5 Districts being served.

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Q1.6 Section 5.3.9 Product Specification: What is it meant by “product specification sheets”? Is this different from marketing collateral and product brochures?

A1.6 *No, marketing collateral and product brochures are sufficient.*

Q1.7 Section 5.3.10 Online Pricing: Will the vendor/proposers response be disqualified if there is no on-line purchasing options?

A1.7 *No. The situation outlined in this question would not result in vendor disqualification.*

Q1.8 Section 5.3.18 Education Sector Experience: What does WSIPC consider “evidence” of minimum sales revenue? Is WSIPC requesting disclosure of the company’s prior 18 months’ financials?

A1.8 *Financial Statements are not necessary and in most cases would not indicate revenue sources by customer segmentation. Information specifying sales or annual software subscriptions to ‘educational customers’ that demonstrate sales volumes that meet the minimum threshold volumes (i.e. Purchase Order or Contract with ABC School District with 20,000 students @ \$10 per license and XYZ School District with 50,000 x \$9 per student) along with WSIPC’s ability to verify that information.*

Q.1.9 Section 5.4.2 Pricing Model: What categories are these referring to?

A1.9 *The categories for this RFP would be Learning Management Systems (LMS) which may have multiple variations by vendor.*