



RFP 20-01
Computer Hardware and Equipment
Addendum 2
August 6, 2020

The following corrections, questions, and clarifications are provided concerning WSIPC RFP 20-01 Computer Hardware and Equipment. Paraphrasing of the relevant questions posed to the WSIPC RFP Bid Contracts Administrator have been included as appropriate.

QUESTIONS AND CLARIFICATIONS:

Q1 – Are we able to add vendors to the contract?

A1 – No, however, Resellers and Third Party Vendors can

- Section 1.3 of the contract states:
"Vendor" is defined as the Vendor identified in the Contract. If Vendor is composed of more than one person or entity, then each such person or entity shall be jointly and severally liable as Vendor under this Contract.
- Section 4.1 Minimum Qualification (a).
Proposer must be the provider of or an authorized re-seller for the hardware or services
- Section 4.2.1 Proposal Qualifications
Agent Re-seller Usage: If Agent Re-sellers are proposed, Proposer must describe what hardware or services they will provide, how they are certified, how they are contractually bound to the Contract terms and conditions, and how their sales will be accurately tracked and reported.
- 5.3.15 Vendor Qualifications (b).
Use of Third Party Vendors: The Proposer must state whether third-party vendors are, or are not, being used. Third-party vendors must be listed in the Proposer's response under this subsection. Changes in third-party participation in the Proposer's solution during the course of the Contract must be reviewed with and approved by WSIPC.

Q2 – How do we do product updates/price changes?

A2- Upon execution of a purchasing contract, product updates and pricing adjustments can be executed via an Addendum to the contract. All newly added products and pricing must be in keeping with the original intention of the RFP and the proposed pricing/discount offerings. Pricing of any listed products in the awarded proposal cannot increase, but may decrease.
Please refer to Exhibit A, Section 12. Changes



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Q3 – How is pricing set? Mark up from cost? Mark down from MSRP?

A3 – Pricing Model is not set by WSIPC, the Proposer determines what Pricing Model will be used

- 5.4.2 Pricing Model (40%)

Consistently produces very low prices for a variety of sample configurations within the specified product categories. Models that do not respond predictably to market fluctuations over time may be disqualified.

Q4 – Do we have to bid all categories?

A4 – No, the categories listed in Exhibit B require a response of either “Yes”, the product(s) are available, or “No”, they are not. Brand(s), and other product details can be listed under “Explanation”.

Q5– Can we add one product from each category to start?

A5 – Yes

Q6 – Is this a multi-state contract?

A6 – The Contract can be used across the United States; an Interlocal Agreement is required between WSIPC and the Vendors Customer.

Can we choose which states to cover?

Yes

Q7 – Do we need a SAM (system award management) if this is not a federal contract?

A7 – Section 5.3.16 Eligibility for Participation in Federal Programs
WSIPC recommends Proposer has a SAM number as evidence of eligibility to participate in federal programs with this Proposal