

Request for Information No. V
Bid No. 23/24-01 IT
May 14, 2024

Response to Proposers' Questions

5.1 **Question:** I have good news regarding the pricing and stock availability of all the requested parts, except for the TCN-FS-M. While we are exploring comparable alternatives, I wanted to inquire whether not being able to provide a solution for this specific item would disqualify [name redacted] from consideration, given that we would only be able to respond to 24 out of the 25 line items.

Answer: If a bidder is unable to provide a specific item in the Short List Bid Items the District recommends they follow the Substitution Request procedure as described in the Bid (Section 19 of the Information for Bidders).

“The District’s contract award will be made based on the cost of the proposal, compliance with bid terms and conditions, and *Bidders’ ability to provide solutions and equipment across the greatest number of technology catalog categories*. The District has also provided a short list of specific Equipment and part numbers as a brief cross-sampling. This short list is solely an example to the District, and the amount of weight in scoring of submitted bids that this short list, catalog discount items, and services will receive will be solely at the option and discretion of the District. The District will determine low bid by totaling a hypothetical scenario(s) provided at the Bid Opening” (Information for Bidders section 11).

Irvine USD cannot guarantee that the ability to provide a specific number of Short List Bid items and Catalog Discount Items will qualify a bidder as adequately able to provide services, responsive and responsible; this determination will be made by scoring/comparing bids received at the Bid Opening.

5.2 **Question:** Alternatively, would the bid be considered for a split award[?]

Answer: Please see RFI 3.13

5.3 **Question:** In addition, I have noticed that there is an HP Big Deal on file for both PC and Print solutions. I would like to request your IT decision maker's support in adding [name redacted] to the HP Big deal for both Print and PC. If you could kindly respond with your approval, I will immediately work with the HP direct team to ensure that we offer the best possible pricing on these products[.]

Answer: Prior to the bid opening Irvine USD requested that HP allow all resellers access to its Big Deal pricing to allow all Bidders an equal opportunity. The Big Deal should not be exclusive to any one provider. The District has followed up with HP to ensure that the Big Deal is not exclusive. HP has assured the District that pricing should be out to all vendors who reach out starting May 13th.

Irvine USD does not grant permission for any Bidder to register exclusive deals as its provider in response to this Bid. The District intends that the bidding process is fair and impartial, which includes not registering for exclusive deals or representing a relationship for a Bid that has not yet been awarded.

5.4 **Question:** We are asking IUSD to consider four “or equal” substitutions to the HP Chromebooks listed on your RFP, Lines 1 and 2. Substitute model names and part numbers are listed below. Technical specifications and images for our substitutions are included in the User Manuals attached. They are large files and uploaded to OneDrive. I have a link below. Please let me know if you’re able to access and download. Thank you for your consideration. Please let us know if you have questions.

<i>Line #</i>	<i>Description</i>	<i>Manufacturer & Model No.</i>
1	HP Chromebook 11 G9 EE - N4500 32/4	HP Chromebook 11 G9 EE - 3V2Y2UT#ABA
2	HP Fortis x360 G3 J 11" 2-in-1 - N4500 32/4	HP Fortis x360 G3 J - 7L300UT#ABA

A. “or equal” substitutions for HP Chromebook 11 G9 EE – N4500 32/4 (HP Chromebook 11 G9 EE – 3V2Y2UT#ABA)

(i) Lenovo 100e G3

Lenovo Part number : 82UY0000US

(ii) Lenovo 100e G4

Lenovo Part number : 83G80002US

B. “or equal” substitutions for HP Fortis x360 G3 11” 2-in-1 – N4500 32/4 (HP Fortis x360 G3 J – 7L300UT#ABA)

(i) Lenovo 300e G4

Lenovo Part number : 82W2000AUS

(ii) Lenovo 500e G3

Lenovo Part number : 82JB003XUS

Answer:

A. (i) This substitution is approved. Please refer to Addendum No. I and the updated Bid Form Pricing Sheet.

(ii) This substitution is approved. Please refer to Addendum No. I and the updated Bid Form Pricing Sheet.

- B. (i) Unfortunately, this proposed substitution is not approved due to a different processor that is not equivalent to the item listed in the original bid documents.
(ii) This substitution is approved. Please refer to Addendum No. I and the updated Bid Form Pricing Sheet.

5.5 **Question:** There is a list of General Hardware Catalog Type Items. Will there be a purchase made for desktops and laptops under this RFP or will the purchase consist of only items listed in the Short list bid items?

Answer: Irvine USD anticipates purchasing desktops and laptops from the Agreement resulting from the award of this Bid.

IUSD is a school district serving over 38,000 students in 45 schools. We are 1:1 with student Chromebooks and have a robust technology infrastructure. This bid is intended to provide a non-exclusive purchasing vehicle to allow for strategic projects and a regular refresh of technology throughout the district. While we don't have specific estimates at this time for each line item on the bid, we expect the sales volume generated from this bid to be substantial.

The intent of this solicitation for bids is to provide a purchasing vehicle for a variety of technologies and associated services during the term of the resulting agreement. This bid has been designed as a unit-cost and catalog bid and is not intended for one specific project. Information for Bidders Section 35 states: "The unit prices set forth by Bidder in the Bid Form Pricing Sheet are intended to give the District flexibility in completing different size Projects for different time periods. However, it is not feasible to list all of the possible Project timelines, quantities, features, options, etc. in this manner."