

**RFP No. 20/21-01IT Network Equipment and Services**  
**Addendum No. I**  
**November 18, 2020**

Changes and Clarifications Section 2.6 of the Request for Proposals is hereby amended to strike any reference to the One Time Costs Form, Annual Recurring Costs Form, Optional Services and Costs Form, and the Optional Equipment Form. Section 2.6 is hereby amended to read:

**“2.6 Pricing Methodology**

Proposal prices must include all costs associated with the Network Equipment and Services included in this RFP including, but not limited to complete: packing, containers, transportation, delivery, shipping F.O. B. District location, assembly, disposal of waste, installation, labor, implementation, programming, configuration, documentation, testing, software licensing and maintenance, training, ongoing support, Solution maintenance, repairs, materials, components, parts, supplies, tools, utility, recommended professional services, surcharges, and costs of optional equipment, services, and products and any other anticipated costs to IUSD to provide Equipment and perform the Services in a good workmanlike manner as specified in this RFP and in accordance with laws, codes, regulations, ordinances and any other legal requirements governing the Solution.

Do not include California Sales or Use Taxes in unit prices in Proposal. Other costs not identified by Vendor in Proposal shall be borne by Vendor and will not alter the requirements identified in this RFP. Due to variable network equipment needs and school enrollments, this RFP is constructed as a unit-cost RFP. Vendors must provide specifications and pricing for proposed Equipment and Services for each equipment standard (each line-item) defined in the requirements in the Technology Requirements section in Appendix D and the Equipment Pricing Form in Appendix C. Vendors shall provide both a **PDF and Excel** copy of the Equipment Pricing Form with their electronic proposals.

IUSD shall select the most advantageous Solution for the District. Vendors **must** submit their proposals on the pricing forms provided in the RFP documents. Requests for clarification or modification to the form must be submitted through the RFI process.

The unit prices set forth by Vendor in the Pricing Forms 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. The District wishes to take advantage of volume discounts for orders of large quantities of Equipment and Services, etc. For this reason, the District retains the right to negotiate prices below the unit RFP prices listed, and/or to have certain costs waived, if it is mutually agreeable to the Vendor and District, for any particular projects to be initiated within the overall contract.

The Price score of the RFP will be determined by:

1. The total cost of the Equipment and Services requested and priced in the RFP, calculated using a hypothetical scenario that reflects the District’s anticipated purchase quantities.
2. Anticipated additional costs necessary to ensure a successful implementation of the proposed Equipment.

The anticipated quantities outlined in this RFP and used in the evaluation are not a guaranteed purchase quantity. After the award of the RFP, the District shall order Equipment and Services based on individual site assessments, observed needs, equipment performance, and available funding.

**CATALOG DISCOUNTS:** The District requests the option to purchase additional items not individually listed in RFP from Vendor's catalog. The District requests that Vendors list a percentage discount on additional network equipment and services related to this RFP but not listed as an individual line item. Please state percent discount to deduct from MSRP listed in Vendor's catalog at the designated place on the Equipment and Services Pricing Form. The discount will apply to the **current and future** MSRP, as listed in Vendor's catalog at the time orders are placed. Vendor may offer different discounts for separate manufacturers of requested catalog categories. Vendor may include additional line items specifying the percentage discount for each manufacturer on the Equipment Pricing Form. For Vendors that offer a catalog discount for additional products, Vendors shall include a link to Vendor's online catalog on the Equipment Pricing Form. The published catalog price must be verifiable during the course of each calendar year for the term of the Agreement for audit purposes. All discounted pricing will be subject to the same terms and conditions included in the RFP Documents. Any exceptions to across-the-board discounts off of MSRP should be submitted with RFP Documents."