

Request for Information No. I

RFP No. 17/18-04 Digital Copiers

May 29, 2018

Response to Proposers' Questions

- 1.1 Question: Do you have a copy of the agreement/s currently in place with Image2000 that I could have or access? I believe this information should be available as a public record. This is not part of our RFI.

Answer: Due to the confidential nature of the agreement the District will not post the Agreement with Image 2000 on the website. Those parties interested in viewing the Agreement may contact Michelle Bennett at MichelleBennett@iusd.org to obtain a copy as allowed under the California Public Records Act.

- 1.2 Question: The RFP talks about a buyout to move forward before October, we are interested in this. What is the amount that needs to be covered?

Answer: Please see page 80 (Pricing Form Part 6: Buy Out) of the Request For Proposals for details regarding the equipment and the lease balance for a buyout. The approximate lease balance from August 1, 2018 through the end of lease is \$47,430.00. The timing of the implementation of the contract may impact the buyout costs.

- 1.3 Question: For this RFP, can we propose more than one option? Like, here is an HP fleet solution, here is a Canon fleet solution, here is the Xerox fleet solution, etc.,?

Answer: Yes. Pursuant to Page 24 (Part 5.2, Section 2 subsection 2.1) "Equipment quoted by Contractor must be under one (1) brand (a single manufacturer/company)", therefore each option proposed must contain equipment with one manufacturer. If responding with multiple options please submit one Proposal. As part of the submitted Proposal please submit separate responses for the Technology Requirements (Part 5.2 Section 2) and Price (Part 5.2 Section 3 and Appendix C) sections for each option/manufacturer. All other terms will be assumed to be uniform, unless specified.

- 1.4 Question: Pg. 56. Keeping these copiers. Can you tell me why the district is looking to keep these copiers?

Answer: The District plans on keeping copiers that the District has purchased and currently owns that are not yet at their end of life. IUSD purchased a number of new copiers as new schools were constructed or expanded to accommodate growing enrollment. A number of these copiers are less than five-years old and in good working condition.

- 1.5 Question: Pg. 23. Section 1.6.7/ 6.2 Termination. The termination of the agreement by non-funding clause documents. I have attached two documents, please let me know if these satisfy the termination coverage for funding.

Answer: The District prefers to use its own terms in the contract resulting from this Request for Proposals; however, the District shall negotiate terms with the selected Contractor. For any term, condition, or requirement in the RFP that the Contractor does not agree to or comply with, please submit proposed alternate verbiage with your proposal. The favorability of proposed contract terms will be factored into the Contractor's overall proposal score.