

Response

1. Please provide the name, address, phone number, and email address for the authorized agent submitting the proposal.

Company Name:
Company Address:
Company Phone:
Company Email:

2. Description of organization including: a) Company structure; b) US Market Share for solutions related to this solicitation; c) Scope of clients serviced; d) Annual dollar amount of current contracts; e) Industry longevity related to scope of this solicitation; f) Head Quarter's physical address.

3. Please provide information demonstrating your organization's capacity to provide products/services to all participating entities in the United States including the following: a) Sales team; b) Distribution system; c) Customer service team; d) Number and location of support centers in USA; e) Any areas in the United States where your organization's products/services cannot be offered.

4. Please provide information regarding required licenses and certifications held by your organization.

5. Please list any state, GSA, or cooperative purchasing contract your organization holds as well as its current expiration date.

6. What differentiates your organization from your competitors in the IT2 school market?

7. Please list at least 3 school districts that can be contacted as references. Include the following information: Organization Name, Address, Contact Name, Contact Email, Contact Phone Number.

8. Please provide information regarding required licenses and certifications held by your organization.

Products & Services/Pricing

1. Please provide a description of the products, equipment and services included in your proposal.

2. Please specify any products, equipment, and services that are excluded from your proposal.

3. Please provide information regarding your organization's pricing proposal including: a) Discounts on products; b) Discounts on services/installation; c) How the proposed discount/pricing structure compares to other cooperative purchasing contracts your organization currently holds; d) Additional volume discounts or volume program offered.

4. Will this pricing structure be guaranteed for the term of the contract?

5. Please identify any additional fees that are not included in your proposed pricing and how these fees are determined.

6. Please provide any information related to products/services your organization proposes to enhance and add value to the contract. Include all fees associated with value add enhancements.

7. Please outline any shipping, delivery, and freight charges associated with delivery to participating entities.

8. Provide any additional information relevant to this section.

Contract Implementation

1. Describe your organization's working strategy to ensure this contract is eligible entities across all United States including: a) How will your organization differentiate this contract from other contracts held with other cooperative purchasing agencies; b) How your sales team will incorporate this contract as part of their sales process.

2. Please outline how the current OIGB account would be transitioned into the new contract. What will the user experience be in the transition?

3. Describe your organization's ability to integrate with an e-procurement system for participating entities to utilize if they choose.

4. Describe how additional products and services will be added and priced to align with this contract.

5. What is your organization's frequency of pricing updates/updates?

6. Describe how your organization will ensure participating entities receive contract pricing and that sales made through this contract will be reported to Edge Public as requested.

