



oetc.org
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Sherwood, Oregon 97140

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RFP Number: 15-01RFP

Request for proposals to provide volume price agreement and fulfillment of: Servers, Computer and related peripherals

A Joint Cooperative Procurement by the public K-20 members of the Organization for Educational Technology and Curriculum.

Proposal Submission Deadline:

March 26, 2015
2:00 PM PDT

Deliver Sealed Proposals to:

Organization for Educational Technology & Curriculum
Attn: Kim Buchanan / 15-01RFP
14145 SW Galbreath Drive
Sherwood, Oregon 97140

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Section I: **Scope of Work**

A. RFP Overview

| | |
|------------------------------|---|
| RFP Products | Servers, Computer and related peripherals |
| Admin Fee | 3% |
| Contract Term | Three (3) years |
| Renewal Term | Up to two (2) additional years |
| Shipping Charges | Freight on Board Destination (FOB) |
| Estimated Fulfillment Volume | \$2,000,000 annually |

The Organization for Educational Technology and Curriculum (“OETC”), with its principal place of business at 14145 SW Galbreath Drive, Sherwood, Oregon 97140, is seeking proposals from Vendor providers (“Proposer”) for a price agreement and fulfillment services.

B. RFP Schedule

| | |
|------------------|--|
| February 19 2015 | Request for Proposal is released |
| March 12, 2015 | Questions Period All questions from Manufacturers or their Authorized Dealer(s) must be submitted to OETC using the web form found at the RFP Announcement URL |
| March 19, 2015 | Posted Answers All questions and official responses will be posted on OETC's website at the RFP Announcement URL |
| March 26, 2015 | Closing All sealed bids are due to OETC by this date and time to qualify for evaluation. There are no exceptions. |
| March 27, 2015 | Public Bid Opening The OETC membership and Proposers may attend the sealed bid opening, in which the names of the Proposers are read aloud and recorded. The bid opening will be conducted at: 14145 SW Galbreath Dr. Sherwood, Oregon 97140-9170 |
| 2 weeks | Bid Evaluation Period |
| April 12, 2015 | Intent to Award OETC will post its intent to award at the Announcement URL. |
| April 19, 2015 | Notification of Award All Proposers will be notified of the status of their bid. |

C. Objective

The objective of this RFP is to establish volume Master Price Agreement(s) with Contractors who are able to provide specific **Server, Computer and related peripherals** so that OETC Members may order product(s) appropriate for their needs.

Additionally the OETC Membership seeks to obtain greater volume-based price discounts resulting from the administrative savings that the Contractor(s) will accrue from the maintenance of a single, comprehensive Master Price Agreement for multiple educational institutions through the Pacific Northwest and beyond.

All OETC Members in good standing may use the resulting Master Price Agreements. This procurement may result in multiple award(s).

D. OETC Background

The Organization for Educational Technology & Curriculum (OETC) is an incorporated not-for-profit membership organization dedicated to maximizing the value of educational technology to its members by working with software and hardware vendors to procure the most effective and appropriate technological resources at the lowest possible price.

K12 and higher education institutions rely on OETC to provide the lowest cost solution for technology purchasing by aggregating the buying power of the region and providing flexible distribution options for hardware, software, online resources, technology furniture, and books. Currently serving nine hundred (900) school district, private school, collegiate, and university members, OETC represents over four million (4,000,000) students and tens of thousands of staff.

E. Participating Members

This RFP is on behalf of all public members of OETC. All members are accredited educational institution serving preK-K20 students.

For a list of our current members visit: store.oetc.org/members

OETC, as agent, conducts this request for proposal on behalf of the educational institutions holding current and valid membership in the consortium (“Consortium Members”). OETC agrees and represents that it has the agreement of all Consortium Members to enter into this request for proposal, and each Consortium Member accepts and agrees to the terms and conditions of this request for proposal, as if it has itself executed the same. Any resulting agreement from this procurement shall be available to other public entities across the OETC membership through execution of the OETC membership agreement and, if needed, an interlocal agreement.

Section II: RFP Specifications

A. Business Overview

1. **Company History.** Responders provide a brief history and description of their company including but not limited to Facilities, Personnel, State Contracts, Organization, Complaint Resolution, Preference Programs, Agent Reseller Usage, and Financial Strength.
2. **Personnel.** Responders must include a map or other documentation that indicates by state the number and type of sales, support personnel, or other resources that are employed to service purchase orders and/or equipment for OETC members.
3. **Contracts.** List any contracts where the responder has been awarded a statewide price agreement for similar products and services to those proposed by the Responder for this solicitation. These must be for Contracts that have been in place during the past three years.

The information required in response to this specification should include the name and telephone number of the Contract Administrator, the dollar value of the Contract, plus the effective dates of the contract(s). OETC reserves the right to contact these entities.

4. **Authorized by Manufacturer.** If Respondent is not the manufacturer of the goods or services in the Proposal, Respondent must attach a manufacturer's letter or other written evidence/documentation including a narrative of relationships between you, your distributor and/or the manufacturer to each product line you are bidding. This letter or file must be attached above, alongside the name(s) of the product line(s) contained in the response.

B. Customer Support

1. **Organization.** Responders must include an organization chart and a thorough narrative describing how the Contract will be supported from senior management down to field technicians including the use of any subsidiaries or subcontractors.
2. **References.** Submit five (5) examples of current or previous states or other large educational institutions that have or are currently receiving similar products and services to those proposed by the Responder for this solicitation.
3. **E- Rate Program.** Responders should describe their commitment to participation in the Federal Communications Commission's E-Rate discount program established under authority of the Federal Telecommunications Commission Act of 1996 by supplying their E-Rate contractor identification number and the list of E-Rate qualifying Products.

Section 508 Compliance. Responders should describe their commitment to the manufacture of accessible products by describing their support of the applicable provisions of the Workforce Investment Act of 1998, Section 508.

C. Technical Specifications

1. Category 1: Servers

This bid covers rack mounted servers as well as tower servers. However only rack mounted servers are available for the Special Price Proposal.

2. Category 2: Desktops

Thin format cases, desktop and tower form factors. Intel Celeron through Core I7 products.

3. Category 3: Laptops

12 – 15 inch laptops. Intel Celeron through Core I7 products.

4. Category 4: Touch Screen Portable

Android based tablets. > 7 inch < 12 inch tablets.

Windows based touch screen devices < 13 inches

5. Category 5: Monitors

Monitors may vary from small desktop units (15”) to larger (30”) units, but in any case must be connected to a computer. Audio Visual products, such as Televisions, Digital Signage and other larger format screens are not included in this category, or in the resulting contracts.

6. Category 6: Computer Accessories & Peripherals

“Computer accessories and peripherals” means any hardware product that can be attached to, added within, or networked with personal computers or servers, including but not limited to storage, printers (including multifunction network printers), scanners, keyboards, uninterruptible power supplies (UPS), cases, and accessories. Software, as defined in the RFP, *is not considered* a peripheral.

Adaptive/Assistive technology devices are included as well as configurations for education.

Peripherals manufactured by a third party may be submitted without the need for a letter from the manufacturer.

Section III: Response Requirements

A. Instructions to Proposers

1. Failure to submit proposals in accordance with the provisions of this Solicitation shall be grounds to declare the proposal as non-responsive.
2. Proposers must:
 - Submit a completed proposal; and
 - Provide OETC with all required or request documents and literature; and
 - Provide any corrections or erasures to their proposal that deviate from the terms and conditions presented in this RFP in the format of Attachment C - Terms, Conditions and Specifications Exception Form
3. **Proposal Submission and Format.** Responses must be received by the closing date and time, and be delivered in a sealed package to:

Organization for Educational Technology and Curriculum
Attn: Kim Buchanan / 15-01RFP
14145 SW Galbreath Dr
Sherwood, Oregon 97140-9170

OETC is not responsible for Proposals submitted in any manner, format or to any delivery point other than as specified.

4. **Electronic Submission.** The OETC requires proposers to submit their responses in electronic format. The response must arrive in a sealed package that must contain a USB Flash Drive (hereinafter: "media"). The media must contain:
 - A single PDF containing the proposers response, including all Exhibits, any proposed contractual changes, and a completed bid signature page.
 - Pricing Proposal – Pricing should be submitted in its native Excel format for ease of scoring.

5. Complete All Attachments.

- i. **Attachment A – Proposer Information.** This should contain the proposer’s main contact for all contract and proposal related questions and notifications.
- ii. **Attachment B – References.** Please complete as part of the Customer Support scoring for this RFP.
- iii. **Attachment C - Terms, Conditions and Specifications Exception Form.** Submitting a signed proposal binds a Proposer to the terms and conditions of this RFP. Any terms and conditions a Proposer does not wish to be bound to must be clearly stated on Attachment D along with alternative language proposed.
- iv. **Attachment D – Fulfillment Agent.** This should contain the information of where order. Proposers who are manufacturers who will take orders directly, or who are vendors should complete Attachment B with their own information. Manufacturers who will be naming fulfillment agents (i.e. channel partners) to take orders on their behalf should fill this out with the channel partner’s information. Attachment B may be duplicated to name as many Fulfillment Agents as necessary.
- v. **Attachment E – Pricing Proposal.** The pricing proposal must be submitted in a native XLS format for ease of scoring.

Category Percent off of MSRP. This is the percent off of MSRP an OETC Member can receive on a single or multi unit order.

Cumulative Discounts. If the OETC consortium purchases a threshold amount of product per band, the respondent can offer additional percent of off MSRP. The frequency to obtain each cumulative tier shall be annually, unless otherwise proposed.

Per Transaction Multi-Unit Discount. If an OETC member makes a single purchase that achieves a certain purchasing threshold an additional percent of off MSRP may be given to the that OETC Member.

Premium Savings SKU. Specific products that offer greater discount than what would normally be available for that particular products Category. These SKUs have clear definitions. Proposers may offer slightly different specifications to fit their particular models.

Section IV: RFP Evaluation

A. Phase 1 – Review and select complete and responsive proposals.

1. The purpose of this phase is to determine if each response complies with the mandatory terms, conditions, and specifications in the RFP. A pass or fail criteria will be used. A response must comply with all instructions listed in this RFP. OETC reserves the right to reject any and all responses, to modify these RFP specifications, or to waive informalities in the RFP. OETC will eliminate any non-responsive proposal. Only proposals found to be complete and responsive will be evaluated in Phase 2.
2. A Responsive Proposal:
 - Responsive proposal will have correctly followed all instructions in §2 A; and
 - Responsive proposals will have agreed to all terms and conditions or proposed changes to the Terms or Conditions of this RFP by using *Attachment C: Terms, Conditions and Specifications Exceptions*. Any proposed changes using *Attachment C* may disqualify a proposal if the change is not deemed in the interest of the OETC Membership. Or proposed changes to the Terms and Conditions may result in fewer points in the Phase 2 evaluation process as outlined in §3B paragraph 3.

B. Phase 2 – Evaluate responses.

1. Only those responses found to be complete and responsive under Phase 1 will be considered in Phase 2. OETC may request clarification from one or more responders. Responses to clarifications must be made in writing. OETC will only use what is in writing for evaluation purposes. The response to the request for clarification may be considered along with the original response for the evaluation.
2. OETC reserves the right to make an award without further clarification of the responses received. Therefore, it is important that each response be submitted in the most complete manner possible.
3. Responses will be rated as follows:

| | |
|---|-------------------|
| Business Overview | 50 points |
| Customer Support | 75 points |
| Acceptance of Terms and Conditions | 100 points |
| Cost / Pricing | 500 points |
| Total | 725 points |

C. Phase 3 – Select awardees and post Intent to Award.

1. Only those responses that are found to be responsive under Phases 1 and 2 will be considered in Phase III.
2. OETC reserves the right to request oral presentations, and/or Best & Final offers by the responders and the opportunity to interview key personnel during Phase II and/or III. OETC reserves the right to select the number of responders for the Best & Final offer, oral presentations, and/or to enter into negotiations. The evaluation scores may be revised as a result of the responses to the oral presentations, Best & Final Offer, and/or negotiations.
3. The award of this solicitation will be based upon the total accumulated points as established in the RFP, for separate items, by grouping items, or by total lot, and where at its sole discretion OETC and its Membership believes it will receive the best value.
4. OETC reserves the right to award this solicitation to a single responder, or to multiple responders, whichever is in the best interest of OETC and its membership.
5. OETC reserves the right to accept all or part of an offer, to reject all offers, to cancel the solicitation, or to re-issue the solicitation, whichever is in the best interest of the OETC and its membership.
6. OETC's Contract Administrator will make the final determination and award decision for this RFP.

D. Phase 4 – Sign Contracts.

Sign contracts with Contract Awardee(s).

Section V: Terms and Conditions

A. RFP Terms and Conditions

1. **This solicitation is a Joint Cooperative Procurement.** Authorized agencies may establish a Contract with the Provider to purchase the Goods and Services awarded by this Solicitation. Authorized Agencies may not Materially Change or alter the terms, conditions, and prices from the Original Contract between the Provider and the District
2. **Brand Specification.** If items called for by this request for proposal have been identified by a brand name, such identification is intended to be descriptive but not restrictive, and is to indicate the quality and characteristics of products that will be satisfactory.
3. Responses offering equal products (including products of a brand name manufacturer other than the one described in this procurement) will be considered for award if such products are clearly identified in the responses and are determined by the OETC to meet fully the salient characteristics and requirements listed in the RFP or otherwise indicated by the items listed in Exhibit C.
4. **Estimated Fulfillment Volume Is Not a Guarantee of Sales.** The Estimated Fulfillment Volume is provided as a courtesy to Proposers to corroborate proposed pricing. The Estimated Fulfillment Volume is based on purchasing history and consortium demand.
5. **Change by Addenda.** OETC may change this RFP by Written Addenda.
OETC shall issue all Addenda on the company website (www.oetc.org). At its discretion, OETC may extend the Closing to allow Proposers time to analyze and adjust to changes.
6. **Modifications.** Modification must be prepared and submitted using the TERMS, CONDITIONS AND SPECIFICATIONS EXCEPTION FORM attached to this RFP.
7. **Withdrawal.** A Proposer may modify or withdraw its Proposal in writing prior to Closing.
8. **Proposals are Irrevocable.** Proposals submitted by Proposers shall be irrevocable for at least thirty (30) calendar days after the proposal opening date and time.
9. **Controlling Language.** The Proposer hereby acknowledges and agrees that these RFP Terms and Conditions and the General Terms and Conditions control any contract awarded by this process unless the Proposer expressly states on the Proposal Signature Page alternative terms or conditions the Proposer wishes OETC to consider. Any such alternative terms or conditions shall constitute a variance and, if material, may subject the proposal to rejection.
10. **Late Proposals.** Any Proposal received after Closing is late. A Proposer's request for withdrawal or modification of a Proposal received after Closing is late. OETC will not consider late Proposals.
11. **Receipt, Opening and Recording Proposals.** Proposals will be opened and recorded. The number of Proposals received, the identity of Proposers will be disclosed to the public at the

time of opening. The content of proposals will not be disclosed until all proposals have been evaluated, negotiations completed if required, and an *Intent to Award* has been published.

12. **Multiple Awards.** OETC reserves the right to elect, in its sole discretion, to make multiple awards. The number of awards shall be based on the anticipated member need and service, and awardees will be selected based upon the point totals awarded through the proposal scoring process. This notice of multiple awards does not preclude OETC from awarding a single Contract.
13. **Question or Clarification.** All questions regarding this RFP must be submitted in writing using the Question Form attached to this RFP. No oral questions will be accepted. All questions received prior to the Question Deadline will be answered by and posted on OETC's website. Proposers may request changes or clarification to, or protest, the terms and conditions and/or the specifications of this RFP.
14. **Requirements for Protest.** A Proposer may protest the Award of a Contract, or the Intent to Award a Contract if:
 - The Proposer is adversely affected because the Proposer would be eligible for Award of the Contract in the event the Protest were successful; and
 - The reason for the Protest is that (the aggrieved Proposer must provide details):
 - All higher scoring Proposals are none responsive;
 - OETC has failed to conduct the evaluation of Proposals in accordance with the criteria or processes described in this RFP; and
 - OETC's evaluation of Proposals or OETC's subsequent Intent to Award is otherwise in violation of the provisions of ORS 279A or 279B.
15. **Protest Process.** A prospective Proposer may protest the Procurement Process or the RFP Document as set forth in ORS 279B.405(2). Proposer written comments shall include:
 - A detailed statement of the legal and factual grounds for the protest;
 - A description of the resulting prejudice to the Proposer; and
 - A statement of the form of relief requested or any proposed changes to the contract terms and conditions or specifications.

OETC will issue a Written Disposition of the Protest in a timely manner. OETC's Executive Director has the authority to settle any protest. If the Executive Director does not settle a Protest, the Board President, or designee, has the authority to resolve the Protest. If OETC upholds the Protest, in whole or in part, OETC will, in its sole discretion, either Award the Contract to the successful protestor or cancel the RFP.

16. Proposers must exhaust all administrative remedies before seeking judicial review.

B. General Terms and Conditions

1. **Contract Awardee Contact.** The Contract Awardee is to be the sole point of contact with regard to contractual matters, disputes, concerns or other issues arising from this RFP. The Contract Awardee is responsible for ensuring contract and pricing compliance with its named Fulfillment Agents.
2. **Contract Period.** The term for the contract awarded pursuant to this solicitation will be for a three (3) year period effective from the date of contract execution with options to renew for up to two years.
3. **Administrative Fee Calculation.** The percentage off of MSRP for product category *shall include the OETC administrative fee.*

Example

Admin fee = 3%

| Category | Brand | % off of MSRP |
|----------------|-------|---------------|
| 15 inch laptop | Acme | 50% |

An Acme laptop in category “15 inch Laptop” that has a MSRP of \$200 would cost OETC members \$100 (50% off of MSRP) and OETC would collect \$3 as an admin fee (3% of \$100), with \$97 going to the Contract Awardee or its Fulfillment Agent.

4. **Lowest Possible Price.** By submitting a proposal, the proposer agrees that the price offered to OETC members (including the Administrative Fee) is the lowest price offered by the proposer to the members of the OETC.

OETC Members shall pay the lower of the prices contained in the RFP or an Announced Promotion Price, Educational Discount Price, General Price Reduction price, Standard Configuration price or Per Transaction Multiple Unit Discount. OETC reserves the right to review at any time the pricing of this agreement.

If pricing is found to not be the lowest possible price for Consortium Members, any agreement from this RFP process may be immediately suspended, re-bid, or pricing immediately adjusted to affirm this requirement.

5. **Maintaining Product and Price List.** All pricing and product additions, deletions or updates must be submitted on the OETC Pricing Template. This is an Excel template. No other format will be accepted.

It is the responsibility of the Contract Awardee to maintain an accurate price list for the lifetime of the contract including marking existing products as discontinued and submitting a complete and accurate price list every six months, or more frequently if needed.

6. **Discontinued Items.** All changes to the price list must be submitted 30 days prior to taking effect. Discontinued items must be marked on the OETC Pricing Update template and submitted to the OETC to be removed from the contract. If a member of the OETC purchases a product that is no longer available, but was not designated so by the awarded proposer, it will be the responsibility of the proposer to ship an equivalent or better product at the price of the purchased, discontinued product.
7. **Adding New Products.** When a manufacturer creates new models or replaces discontinued ones that were contemplated by the scope of this RFP, they may be added to the awarded contract at the percentage off of MSRP or at a greater discount.
8. **Travel costs.** If applicable, for any on-site services within the metropolitan areas of the contiguous U.S. members (e.g., Portland, Seattle, Boise, Spokane, Eugene) will be included in stated pricing. Travel costs, if applicable, for on-site services outside these areas may be billed at fixed or actual rate; in either case, specific amounts and/or metrics for establishment of amounts must be included in the proposal.
9. **Payment Terms.** All purchase orders received by OETC or its members will be on Net 30 terms or greater.
10. **Leasing.** Individual OETC Members may enter in to lease agreements for the products covered in the Master Agreements resulting from the RFP, if they have the legal authority to enter into these types of agreements.
11. **Shipping costs.** All items must be bid Freight On Board Destination (hereinafter FOB). (FOB) meaning shipping is included. This does not include hardware items being shipped to Alaska or Hawaii. Actual shipping costs will apply to items shipped Alaska or Hawaii.
12. **Delivery.** Delivery of ordered product should be completed within thirty (30) calendar days after receipt of an order, unless otherwise agreed to by OETC and the OETC Member.
13. **Returns.** Product without defect and in original packaging may be returned with proper notification of Selected Reseller by OETC within sixty (60) days of receipt of shipment. For defective product, manufacturer's warranty has precedence.
14. **Restocking Fees.** No restocking fees are permitted on any returns, defective or otherwise.
15. **Failure to fulfill.** If a product is purchased by an OETC member from a valid price list and cannot be fulfilled for any reason by the Contract Holder or a Fulfillment Agent, an equivalent or better product will be substituted at no-additional cost to the OETC Member.
16. **Invoice with shipment.** Vendors may not submit an invoice for payment until the order is fulfilled either electronically or FOB.
17. **Indemnification.** For clarification and not as a limitation, the Contract Vendor hereby expressly extends, in addition to the other terms, conditions and specifications of the Contract, the foregoing defense and indemnification obligations to OETC and its Members, including the OETC's Board of Directors and employees.

18. **Cancellation.** OETC may cancel any contract resulting from this RFP for a Contract Awardee's failure to perform or uphold any of the terms and conditions outlines in this RFP or it's resulting contract. Additionally OETC may cancel a contract resulting from this RFP if the consortium's cumulative annual sales for any contract are less than \$100,000 per calendar year.

Section VI: Definitions

Announcement URL. The web address where the RFP is announced and all files are posted.

Contract Awardee or Contract Holder. The organization or entity who wins and RFP and signs a contract with OETC.

Cloud Services. Delivery of computing as a service rather than a product, whereby shared resources, software and information are provided to computers and other devices as a utility over a network, such as the Internet. (Cloud Services including acquisitions structured as managed on-site services are not allowed.)

Components. Parts that make up a computer configuration. **Configuration.** The combination of hardware and software components that make up the total functioning system.

Desktop. This is Band 1 of this solicitation. A desktop computer is a personal computer intended for regular use at a single location. A desktop computer typically comes in several units connected together during installation: (1) the processor, 2) display monitor and 3) input devices usually a keyboard and a mouse. Desktop virtualization endpoints such as zero and thin clients will also be included under the Desktop Band.

Energy Star®. A voluntary energy efficiency program sponsored by the U.S. Environmental Protection Agency. The Energy Star program makes identification of energy efficient computers easy by labeling products that deliver the same or better performance as comparable models while using less energy and saving money. Energy Star qualified computers and monitors automatically power down to 15 watts or less when not in use and may actually last longer than conventional products because they spend a large portion of time in a low-power sleep mode. For additional information on the Energy Star program, including product specifications and a list of qualifying products, visit the Energy Star website at <http://www.energystar.gov>.

EPEAT. A system for identifying more environmentally preferable computer desktops, laptops, and monitors. It includes an ANSI standard - the IEEE 1680 EPEAT standard - and website www.epeat.net to identify products manufacturers have declared as meeting the standard. EPEAT provides a clear and consistent set of performance

criteria for the design of products. It is not a third-party certification program. Instead, Manufacturers self-certify that their products are in conformance with the environmental performance standard for electronic products.

Finalist. A respondent who is found to be responsive under Phases 1 and 2 of the evaluation process and will be considered in Phase 3.

FOB Destination. Shipping charges are included in the price of the item and the shipped item becomes the legal property and responsibility of the receiver when it reaches its destination unless there is acceptance testing required.

FOB Inside Delivery. Special Shipping arrangements, such as inside delivery, may include additional fees payable by the Purchasing Entity. Any FOB inside delivery must be annotated on the Purchasing Entity ordering document.

Fulfillment Agent. A designee by the Contract Awardee to take orders on behalf of the Contract Holder. Often if the contract holder is a manufacturer, the manufacturer names channel partners as its fulfillment agents. These can be modified throughout the life of the contract.

Manufacturer. A company that, as one of its primary business function, designs, assembles owns the trademark/patent and markets branded computer equipment.

Per Transaction Multiple Unit Discount. A contractual volume discount based on dollars in a single purchase order or combination of purchase orders submitted at one time by an OETC Member.

Premium Savings SKU. Deeply discounted standard configurations available to Purchasing Entities using the Master Agreement. This specification includes a commitment to maintain and upgrade (keep pace with the advance of technology) the standard configurations for a stated period of time or intervals. OETC reserves the right to expand and modify the PSP throughout the life of the contract.

Purchasing Entity – means a state, city, county, district, other political subdivision of a State, and a nonprofit organization under the laws of some states if authorized by a the Contract Awardee that issues an

order against the Contract and becomes financially committed to the purchase.

Services. Broadly classed as installation/de-installation, maintenance, support, training, migration, and optimization of products offered or supplied under the Master Agreement. These types of services may include, but are not limited to: warranty services, maintenance, installation, de-installation, factory integration (software or equipment components), asset management, recycling/disposal, training and certification, pre-implementation design, disaster recovery planning and support, service desk/helpdesk, and any other directly related technical support service required for the effective operation of a product offered or supplied. Contract Vendors may offer, but OETC Members do not have to accept, limited professional services related **ONLY** to the equipment and configuration of the equipment purchased through the resulting contracts. **EACH OETC MEMBER DETERMINES RESTRICTIONS AND NEGOTIATES TERMS FOR SERVICES.**

Server. A server is a physical computer dedicated to run one or more services or applications (as a host) to serve the needs of the users of other computers on a network. This band also includes server appliances. Server appliances have their hardware and software preconfigured by the manufacturer. It also includes embedded networking components such as those found in blade chassis systems.

Storage. Storage is hardware with the ability to store large amounts of data. This band includes SAN switching necessary for the proper functioning of the storage environment.

Storage Area Network. A storage area network (SAN) is a high-speed special-purpose network (or sub network) that interconnects different kinds of data storage devices with associated data servers on behalf of a larger network of users.

Storage as a Service (STaaS). An architecture model by which a provider allows a customer to rent or lease storage space on the provider's hardware infrastructure on a subscription basis. E.g., manage onsite or cloud services.

Software. For the purposes of this proposal, software is commercial operating off the shelf machine-readable object code instructions including microcode, firmware and operating system software that are preloaded on equipment. The term "Software" applies to all parts of software and documentation, including new releases, updates, and modifications of software.

Tablet. A tablet is a mobile computer that provides a touchscreen, which acts as the primary means of control. Tablet band may include notebooks, ultrabooks, and netbooks that are touchscreen capable.

Responder. The organization or entity who submits a proposal in response to this solicitation.

Warranty. The Manufacturers general warranty tied to the product at the time of purchase

Wide Area Network or WAN. A data network that serves users across a broad geographic area and often uses transmission devices provided by common carriers.

Section VII: Proposal Signature Page

The undersigned hereby agrees to the specifications, terms and conditions of this request for proposals.

The undersigned acknowledges their authority to submit this proposal on behalf of the firm listed below and bind it to comply with these specifications, terms and conditions if any contract is awarded through this RFP process.

Furthermore, the undersigned certifies conformance to applicable Federal laws, Oregon Revised Statutes, and Oregon Administrative Rules concerning public contracts, and that this proposal is made without connection with any person, firm or corporation making a proposal for the same goods or services, and is in all respects fair and without collusion or fraud.

Federal Tax Identifier of Vendor _____

Legal Name of Firm or Corporation

Signature of Authorized Representative

Printed Name of Representative

Title of Representative

Date Signed

I, the above signee, certify the pricing provided in this Response is the lowest available pricing from my firm to OETC members.

Legal Address

Address Line 1

Address Line 2

City

State

ZIP