



471 High Street SE
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oetc.org
(800) 650-8250
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RFP Number: Leasing-15R

Request for proposals to provide volume price agreement and fulfillment of: Leasing services for IT equipment

A Joint Cooperative Procurement by the public K-12 and Higher Education members of the Organization for Educational Technology and Curriculum.

Proposal Submission Deadline:

December 3, 2015
2:00 PM Pacific Time

Deliver Sealed Proposals to:

Organization for Educational Technology & Curriculum
Attn: Kim Buchanan / Leasing-15R
471 High Street SE
Salem, Oregon 97302

Section I: Scope of Work

A. RFP Overview

RFP Products	Leasing services for IT equipment
Admin Fee	1%
Contract Term	Three (3) years
Renewal Term	Up to three (3) additional years
Shipping Charges	Freight on Board Destination (FOB)
Estimated Fulfillment Volume	\$18,000,000 annually

The Organization for Educational Technology and Curriculum (“OETC”), with its principal place of business at 471 High Street SE, Suite 10, Salem, Oregon 97302, is seeking proposals from Vendor providers (“Proposer”) for a price agreement and fulfillment services.

B. RFP Schedule

October 26, 2015	Request for Proposal is released
November 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
November 19, 2015	Posted Answers All questions and official responses will be posted on OETC's website at the RFP Announcement URL
December 3, 2015	Closing All sealed bids are due to OETC by this date and time to qualify for evaluation. There are no exceptions.
December 7, 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
December 7-14	Bid Evaluation Period
December 15, 2015	Intent to Award OETC will post its intent to award at the Announcement URL.
December 16, 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 Leasing services for IT equipment 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 K-12 and Higher Education students. Current membership can be found here: store.oetc.org/membership.

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, 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.
4. **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. Product Specifications

Lease Proposal

Term	Y/N	Where is this documented?
Lessor agrees to no security deposits, upfront payments or documentation fees		
Lessor agrees to provide separate lease rates for hardware by type & software / soft costs		
Lessor agrees to execute lease schedules in monthly or quarterly intervals as directed		
Lessor agrees installation intervals will begin on the 1st & end on the 30th /31st		
Lessor agrees initial lease terms will begin the 1st day following installation intervals		
Lessor agrees to accept a fiscal funding language in the Master Lease		
Lessor agrees lease rates adjust .000045 for each 10 basis point increase in like swaps		
Lessor agrees to partial schedule buyouts, renewals, return, & refresh options		
Lessor agrees to no restocking fees, residual guarantees or deposits to reduce cost		

Master Lease Terms Prorated Rent During Installation Periods

Term	Y/N	Where is this documented?
Does your solution charge prorated rent during the installation intervals		
Lessor agrees prorated rent is based on 1/30th of the lease rate or a fixed amount		
Lessor agrees prorated rent applies from each COA to the end of installation intervals		
Lessor agrees to bill prorated rent either during or at end of installation intervals		
Lessor agrees to substitute prorated rent with interest carry cost of .000181 / day		
If prorated rent is substituted with interest carry cost, do your lease rates change		

Interim Rent During or After Installation Periods

Term	Y/N	Where is this documented?
Lessor agrees not to charge any interim rent outside of the installation intervals		
Lessor agrees interim rent is based on 1/30th of the applicable lease rate (if applicable)		
Lessor agrees the initial lease term will start the first day following installation intervals		
Lessor agrees to bill interim rent with the first invoice of the initial term (if any)		
Lessor agrees to substitute interim rent with interest carry cost of .000181 / day		
If interim rent is substituted with interest carry cost, do your lease rates change?		

Lease Termination Notice and Automatic Lease Extensions

Term	Y/N	Where is this documented?
Lessor agrees to alert lessee 3, 6 & 12 months in advance of expiring leases		
Lessor agrees to 30-day notice to terminate the initial term of the lease		
Lessor agrees to 30-day notice to purchase or renew any or all systems on a lease		
Lessor agrees the lease extends in 30-day increments for late or no termination notice		
Lessor agrees purchase & renewal options are not void for late termination notice		
Lessor agrees to no restocking fees and no software "stop usage" lease provisions		

End of Lease Purchase, Renewal, Return and Refresh Period

Term	Y/N	Where is this documented?
Lessor agrees fair market value (FMV) is based on arm's length valuation		
Lessor agrees lessee can purchase any or all systems for FMV (no mutual agreed terms)		
Lessor agrees lessee can execute a fixed term renewal for any or all systems for FMV		
Lessor agrees lessee can execute a 90-day return and refresh period for any or all systems		
Lessor agrees monthly rent will decline based on partial purchases & fixed term renewals		
Lessor agrees partial purchases & renewals are based on FMV (not stip. loss table %)		

End of Lease Equipment Return and Chargebacks

Term	Y/N	Where is this documented?
Lessor agrees to cap return transportation costs at the first 1,000 miles		
Lessor agrees to accept like-kind return of PCs, laptops, monitors, tablets, & printers		
Lessor agrees to a 7-day return grace period each month after the return & refresh period		
Lessor agrees that keyboards, mice, diskettes, & media are not required to be returned		
Lessor agrees chargebacks for missing & damaged systems is based on FMV (not SLV%)		
Lessor agrees PCs, laptops & tablets are not subject to maintenance recertification.		

Asset Management

Term	Y/N	Where is this documented?
Does lessee have use of lessor's asset management system free of charge or fees?		
Does the system manage multiple asset types from an unlimited number of suppliers?		
Does the system have lease and asset level advanced search & custom reporting?		
Does the system provide alerts to expiring leases 3, 6 & 12 months in advance?		
Does the system manage all third party leases and lessee owned assets?		
Does the system accommodate unlimited users and unlimited user defined fields?		

Does the system have a dashboard for “executive views” of lease portfolio statistics?		
Does the system provide visibility to asset level activity during installation periods?		
Does the system manage maintenance contracts & tie them to individual assets?		
Does the system have a packing slip generator to facilitate equipment returns?		
Does the system reflect declining rents based on line item & partial schedule returns?		
Does the system import / export data & integrate with outside systems via API?		

Lease Rates

See attachment A

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:
 - a. Submit a completed proposal; and
 - b. Provide OETC with all required or request documents and literature; and
 - c. 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 / Leasing-15R
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. A single PDF containing the proposer's response, including all Exhibits, any proposed contractual changes, and a completed bid signature page.
 - b. Pricing Proposal – Pricing should be submitted in its native Excel format for ease of scoring.
5. **Complete All Exhibits.**
 - a. **Exhibit 1 – Proposer Information.** This should contain the proposer's main contact for all contract and proposal related questions and notifications.
 - b. **Exhibit 2 – References.** Please complete as part of the Customer Support scoring for this RFP.
 - c. **Exhibit 3 - 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 C along with alternative language proposed.
 - d. **Exhibit 4 – Question Form. All questions must be submitted in this format.**

6. Complete All Attachments.

- a. **Attachment A – Pricing Proposal.** The pricing proposal must be submitted in a native XLS format for ease of scoring.
- b. **Attachment B – 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 D 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.
- c. **Attachment C:** Suspension and Debarment Certification. Required for our membership to utilize Federal funds for some purchases.

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:
 - a. Responsive proposal will have correctly followed all instructions in §2 A; and
 - b. 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
Comprehensive and value of leasing services	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:
 - a. The Proposer is adversely affected because the Proposer would be eligible for Award of the Contract in the event the Protest were successful; and
 - b. The reason for the Protest is that (the aggrieved Proposer must provide details):
 - c. All higher scoring Proposals are none responsive;
 - d. OETC has failed to conduct the evaluation of Proposals in accordance with the criteria or processes described in this RFP; and
 - e. 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. A detailed statement of the legal and factual grounds for the protest;
 - b. A description of the resulting prejudice to the Proposer; and
 - c. 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 protester 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.

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 outlined 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

Administrative Fee. The fee paid by Vendors with awarded contracts to OETC to fund the total cost of the OETC consortium.

The Administrative Fee must be included in all pricing.

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.

Contract. The complete agreement including the RFP, any additional terms and conditions and negotiated items.

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.

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

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.

Company Information

Federal Tax Identifier: _____

Legal Name of Firm or Corporation: _____

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

Signature of Authorized Representative

Printed Name of Representative

Title of Representative

Date Signed

Legal Address

Address Line 1

Address Line 2

City

State

ZIP



oetc.org
14145 SW Galbreath Drive
Sherwood, Oregon 97140

(503) 625-0501
(800) 650-8250
Fax: (503) 625-0504

Exhibit 1: Proposer Information

A. Contract Coordinator

Name

Email

Street Address

Phone Number

City, State Zip

Fax

I am the manufacturer of the products and services in this proposal

I am a vendor of the products and services in this proposal, and I have attached letters from the manufacturers of all proposed items



oetc.org
14145 SW Galbreath Drive
Sherwood, Oregon 97140

(503) 625-0501
(800) 650-8250
Fax: (503) 625-0504

Exhibit 2: References

Organization	Contact Person		Products / Services Provided
	Name:		
	Title:		
	Email:		
	Phone:		
	Name:		
	Title:		
	Email:		
	Phone:		
	Name:		
	Title:		
	Email:		
	Phone:		

Organization	Contact Person		Products / Services Provided
	Name:		
	Title:		
	Email:		
	Phone:		
	Name:		
	Title:		
	Email:		
	Phone:		
	Name:		
	Title:		
	Email:		
	Phone:		



471 High Street SE
Suite 10
Salem, Oregon 97301

oetc.org
(800) 650-8250
Fax: (503) 625-0504

Exhibit 4: Question Form

Respondent Name: _____

Questions must be submitted in writing and following the template format below. Attach questions to an email and send to OETC Executive Director Thomas Richards at thomas@oetc.org. All questions received by the cutoff date and time will be responded to via an addendum and posted at the Announcement URL. Be specific and cite the section, item and page number to which the question refers. Contact regarding this RFP with any OETC personnel other than the Executive Director may result in rejection of the response. See schedule of events for when questions are due.

Section Reference	Question

Lease Rates (Quarterly or 90-Day Installation Intervals)				
Manufacturer	Equipment Descriptions	Monthly Lease Rates		
		24 Months	36 Months	48 Months
Dell, HP, Lenovo, Apple	PCs, Latops, Monitors, iMac, iPad, Accessories			
Dell, HP, Lenovo	Intel Based Servers			
EMC, IBM, NetApp, PureStorage, Pivot3	Storage Solutions			
Cisco, Juniper, Aruba, Fortinet, Ruckus, Aerohive	Routers, Switches, Firewalls, and WAP			
Software and Softcosts	Software and Maintenance			
Miscellaneous	Copiers, MFD's, Network Appliances.			
Lease Rates (Monthly or 30-Day Installation Intervals)				
Manufacturer	Equipment Descriptions	Monthly Lease Rates		
		24 Months	36 Months	48 Months
Dell, HP, Lenovo, Apple	PCs, Latops, Monitors, iMac, iPad, Accessories			
Dell, HP, Lenovo	Intel Based Servers			
EMC, IBM, NetApp, PureStorage, Pivot3	Storage Solutions			
Cisco, Juniper, Aruba, Fortinet, Ruckus, Aerohive	Routers, Switches, Firewalls, and WAP			
Software and Softcosts	Software and Maintenance			
Miscellaneous	Copiers, MFD's, Network Appliances.			

Attachment B: Fulfillment Agent

A. Company Information

Company Name

Street

City, State Zip

B. Sales and Support Contact

Name

Email

Title

Phone Number

C. Remit To / Payment Contact

Name

Email

Title

Phone Number

D. Allowed Territories

E. Allowed Purchasers

Place an "X" for each allowed purchaser type.

- | | | | |
|------------------------|-------------------------------|---|--|
| Public Members | <input type="checkbox"/> K-12 | <input type="checkbox"/> Higher Education | <input type="checkbox"/> State Dept. / ESD |
| Private Members | <input type="checkbox"/> K-12 | <input type="checkbox"/> Higher Education | <input type="checkbox"/> Non-Profit |



Attachment C: Suspension and Debarment Certification

This certification is required by the regulations implementing Executive Order 12549, Debarment and Suspension, 13 CFR Part 145. The regulations were published as Part VII of the May 26, 1988 Federal Register (pages 19160-19211). Copies of the regulations are available from local offices of the U.S. Small Business Administration.

1. The proposer certifies to the best of its knowledge and believe that it and its principals:
 - 1.1. Are not presently debarred, suspended, proposed for disbarment, declared ineligible, or voluntarily excluded from covered transactions by any Federal department or agency;
 - 1.2. Have not within a three-year period preceding this application been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State, or local) transaction or contract under public transaction; violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
 - 1.3. Are not presently indicted of or otherwise criminally or civilly charged by a governmental entity (Federal, State or local) with commission of any of the offenses enumerated in paragraph 1. 1.2 of this certification; and
 - 1.4. Have not within a three-year period preceding this response had one or more public transactions (Federal, State or local) terminated for cause or default.
2. Where the proposer is unable to certify to any of the statements in this certification, propers shall attach an explanation to this proposal.

Business Name: _____

Date: _____

By: _____
Name and Title of Authorized Representative

Signature of Authorized Representative

Instructions for Certification

1. By signing and submitting this proposal, the proposer is providing the certification set out below.
2. The inability of a person to provide the certification required below will not necessarily result in denial of participation in this procurement solicitation. The proposer shall submit an explanation of why it cannot provide the certification set out below. The certification or explanation will be considered in connection with the overall scoring of the proposal of bid. However, failure of the proposer to furnish a certification or an explanation shall disqualify such person from this response for proposal, or invitation to bid.
3. The certification in this clause is a material representation of fact upon which reliance was placed when OETC scores and awards proposals. If it is later determined that the proposer knowingly rendered an erroneous certification, in addition to other remedies available to OETC and its membership, OETC may terminate this transaction for cause or default.
4. The proposer shall provide immediate written notice to OETC to which this proposal is submitted if at any time the proposer learns that its certification was erroneous when submitted or has become erroneous by reason of changed circumstances.
5. The terms "covered transaction," "debarred," "suspended," "ineligible," "lower tier covered transaction," "participant," "person," "primary covered transaction," "principal," "proposal," and "voluntarily excluded," as used in this clause, have the meanings set out in the Definitions and Coverage sections of the rules implementing Executive Order 12549.
6. The proposer agrees by submitting this proposal that, should the proposed covered transaction be entered into, it shall not knowingly enter into any lower tier covered transaction with a person who is debarred, suspended, declared ineligible, or voluntarily excluded from participation in this covered transaction, unless authorized by OETC.
7. The proposer further agrees by submitting this proposal that it may be required to include the clause titled "Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion--Lower Tier Covered Transactions," provided by OETC entering into this covered transaction, without modification, in all lower tier covered transactions and in all solicitations for lower tier covered transactions.
8. A participant in a covered transaction may rely upon a certification of a prospective participant in a lower tier covered transaction that it is not debarred, suspended, ineligible, or voluntarily excluded from the covered transaction, unless it knows that the certification is erroneous. A participant may decide the method and frequency by which it determines the ineligibility of its principals. Each participant may, but is not required to, check the Nonprocurement List.
9. Nothing contained in the foregoing shall be construed to require establishment of a system of records in order to render in good faith the certification required by this clause. The knowledge and information of a participant is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.
10. Except for transactions authorized under paragraph 6 of these instructions, if a participant in a covered transaction knowingly enters into a lower tier covered transaction with a person who is suspended, debarred, ineligible, or voluntarily excluded from participation in this transaction, in addition to other remedies available, OETC may terminate this transaction for cause or default.