

Section	Question	Answer
Page 1 & page 8 of document named 15R-005-Classroom-Visual.docx Deliver Sealed bid	Page 1 of the document named 15R-005-Classroom-Visual.docx under Deliver Sealed bid, also Page 3 B. RFP Schedule under Public Bid Opening and Page 8 III # 3 Proposal Submission Format all located in the same document, there are two (2) different locations to submit the bid documents, can you please clarify which is the correct location/address to submit the completed bid by the due time & date?	The RFP has been corrected. The correct address is: 471 High St SE Suite 10 Salem, Oregon 97301-3995
Attachment A	On the Flat Panel tab you have specific things you would like to see, (i.e. brand, size, resolution) but on the following tabs none of that sort of information is labeled. Do you want to see that sort of information on the others and have left it up to the responders to determine what information is important? Or will you be releasing a revised price sheet?	We've updated Attachment A with the specific columns we need. We feel the brand specifications for the other products (aside from Flat Panels) make clear the type of products we are looking for and don't require the same level of information needed for Flat Panels.
General	Does this contract override schools having to go out to bid on large volume orders? Can schools write P.O's off this contract regardless of size?	Yes. Members may use this cooperative contract instead of conducting their own, additional RFP. This is for single unit or large orders.
Sec II / A.1 Company History / Page 5	Can you please expand on what you mean by "Preference Programs"?	You may ignore this for this RFP. Some organization participate in US preference programs and need to disclose them for government contracting purposes.
Sec II / A.1 Company History / Page 5	Need further clarification around "Agent Reseller Usage". Many OEM's have agent contracts, and CBT has partnerships with many OEM/Agent contracts.	If you are the manufacturer, this is an opportunity to describe the resellers you intend to use to fulfill the contract.
Sec II / B.3 E- Rate Program / Page 5	Since there are no E-Rate eligible products on this contract, do we just supply E-Rate spin number?	If you are not responding with any erate eligible products then you don't need to provide anything.
Sec V / B.9 General Terms & Conditions— Payment Terms / Page 15	What other terms beyond Net 30 can be requested by OETC or its members?	We don't know of any other terms except for Net 45 or Net 60 in special cases.
Sec V / B.18 General Terms & Conditions— Cancellation / Page 15	How many days' notice will be given in the event of the contract cancellation by OETC? In what format would the cancellation notice be delivered?	30 days notice. In writing and sent by US Mail.
Page 6, Item 2.d	This states EPEAT Gold is required. As displays 65" and above do not meet energy star standards they also will not meet EPEAT. We request this requirement apply on to LFD's below 65" in size.	If all 65" displays and larger can't meet EPEAT or Energy Star compliance, than that requirement will be removed.
§III: A.6.a	§III: A.6.a. Please clarify "native XLS" for us and, if possible, provide an example of the desired format to insure that we are in full compliance.	Please download Attachment A in Excel format (either .XLS or .XLSX is fine). We have a tutorial on how to download the files in https://oetc.org/how-to-access-oetc-rfp/
§III Response Requirements Section 4. Electronic Submission:	Do you only want the response digitally and not accompanied by a paper copy?	Digital-only will suffice.
General	For some manufacturer brands the OETC website publishes member purchase pricing on-line without a requirement for secured login. For most this is in violation of their minimum advertising pricing (a.k.a. MAP) policy. What changes will / can be made to secure or hide pricing from the general public? Can adopting secured login access be made mandatory? Is a requirement for secured login acceptable on a unilateral basis for either manufacturer-direct or indirect bid responses?	First, we are not in violation of any MAP policies. We work with all of our contract holders and their manufacturers to ensure we are in compliance with all relevant policies. Moreover, MAP policies are only valid if part of advertising co-funds, which OETC does not take. I suggest you review your policies with your legal counsel to make sure you are not in violation of FTC rules, which have been very clear on this issue. We do have a mechanism to require a log-in to view pricing when it is in the best interests of the consortium.
	Fulfillment Agent When adding fulfillment agents is it a requirement for those to have pre-qualified by-way of an accepted bid response they themselves submitted and can that agent both fulfill and integrate?	Fulfillment agents can be assigned at any time and must only be agreed upon by the contract holder and consortium as serving the consortium's needs. No other pre-qualifications are required.

	<p>Under the first tab:</p> <ul style="list-style-type: none"> <input type="checkbox"/> % of off MSPR – is this % of MSRP or % off MSRP. These are two distinct ways to price <input type="checkbox"/> To clarify the discounts listed here – we are understanding that we can offer a discount for all vendors and categories if we choose <p>Under the balance of the tabs for Flat Panels, Projectors etc. – is it correct to assume that we offer line item pricing on specific products with more aggressive discounts. For example: if we price NEC at 12 % off list on the first tab under the % of off MSRP tab, can we price a few high volume NEC items at a great discount under the Flat Panel tab?</p> <p>Further, under the Flat Panel tab, are we required to price all items for NEC or just those that we want to offer additional discounts?</p>	<p>The first answer: % off of MSRP is correct. We apologize for the typo.</p> <p>Respondents may offer a set discount for each manufacturer line. And even for each category within a manufacturer line. For instance if a respondent is bidding ACME products, it could designate 15% off of MSRP for ACME - Projectors, and 20% off of MSRP for Flat Panel Displays.</p> <p>Bidding all the pre-filled products is not necessary. They are there to show potential respondents the kind of products the consortium is looking for.</p> <p>Yes, it is appropriate to respond with more aggressive discounts above and beyond the % off of MSRP in the specific line items. Your assumption is correct, and you are not required to do that for all items.</p> <p>Whichever qualified bidder provides the best pricing on the requested class of products will win the bid.</p>
	<p>Can we add a Reseller to fulfill in a territory at any time”? “Even if they were not a part of the original bid?”</p>	<p>Yes!</p>
	<p>Will you be awarding all sort nothing for all products provided or can each category be awarded to a different vendor? In other words, can you clarify this statement : “Whichever qualified bidder provides the best pricing on the requested class of products will win this bid”</p>	<p>It would be unlikely to award the same manufacturer, but different categories within that manufacturer to different respondents. I.e. Award Acme Projectors to Respondent 1 and Acme Displays to Respondent 2.</p> <p>However it is not unlikely to award only some manufacturers to a respondent. I.e. Respondent 1 bids Acme, Zcorp and Fabrikam but is only awarded Acme, or only awarded Acme and Fabrikam.</p> <p>If a respondent wishes to only be awarded all or nothing (i.e. it's entire bid or no part of the bid), please designate that in your bid.</p>
<p>General</p>	<p>In the RFP document, you reference certain manufacturers. Will only the listed manufacturers be accepted or will alternate manufacturers be considered for award?</p>	<p>From §II C:</p> <p>At all times when a brand name has been used it is only to express the standard of quality, performance, functionality and other characteristics required by the consortium. The OETC authorizes bidders to offer goods or services that are equivalent or superior to those named or described in the specification.</p>
<p>§III Response Requirements Section 4. Electronic Submission:</p>	<p>Is a hard copy/original not needed, just a Flash/USB only, no paper copy at all needed?</p>	<p>Flash USB / Digital will suffice so long as you have a printed, and real signed copy of the bid signature page</p>
<p>General Question</p>	<p>Will a table of contents/tabbed sections be required in a hard copy (if hard copy is required) or on the flash/USB PDF scan of the bid documents</p>	<p>The requirement is that the response is complete and legible. Table of contents whether in paper form or folders for digital forms help, but the main requirement is that the scorer's can read and understand the bid / response.</p>