

Section Reference	Question	Answers
Section II	The pricing file is required as part of the electronic submission of the RFP. Is the pricing file also required as part of the hard copy submission?	Attaching electronic pricing is fine. No need to "print" a hard copy.
Attachment C	Will the manufacturer be able to add and remove fulfillment partners post-award?	Yes.
Attachment A	My company wishes to bid on services only, not the gear itself. Is this okay?	Yes. Type "No-Bid" in the areas you wish to leave blank.
General	Will OETC issue a corresponding 470 Application for this RFP?	Yes.
D. About OETC	<ul style="list-style-type: none"> <li>· Would you please provide examples of opportunities successful respondents will have to market to and communicate with OETC members regarding an awarded contract, its terms, products and services available, product and services updates, the respondent's company, product promotions, events, etc.?</li> <li>o What OETC sponsored events, marketing campaigns, and other member communications should a successful respondent expect to have available to them for the duration of the contract?</li> <li>o Will a member contact list be made available and will permission to make direct contact be given should a contract be awarded?</li> <li>o Would you please provide examples of sales and marketing support a respondent should expect from the OETC staff?</li> </ul>	Please see link: <a href="https://oetc.org/manufacturing-and-reseller/">https://oetc.org/manufacturing-and-reseller/</a>
III A. 3. Business Overview - Contracts	Will a proposal be scored and considered if Responder lists Contracts that have not been in place during the past three years, but rather the Responder held a Contract of this nature prior to 2013?	Yes.
III B. 2. Customer Support – References	Will a proposal be scored and considered if Responder does not have five references of educational institutions receiving similar products? Will references outside of educational institutions be considered for this requirement?	Yes, but references inside of education do carry more weight, but we do not disqualify a proposal based on this.
III C. General Product Specifications – Current Products	Will a proposal be scored and considered if Responder is not including all of the product categories noted in this section?	Yes. Enter "No-Bid" on items you wish to leave blank.
Attachment A – Price Schedule	Many of the categories cover a very large number of individual part numbers and maintaining an accurate and current price sheet with individual SKU's would require a significant amount of administrative overhead. Are Respondents required to list every individual part in the Pricing Schedule, or is it possible to provide pricing in the form of a uniform percent discount off a Manufacturer's MSRP for an entire category as done with other purchasing agreements and as done previously with similar OETC contracts in the past?	Under section III Paragraph C General Specifications item 1 says that we are looking for a % of MSRP across the board, and the additional tabs are to reflect higher volume discounts, or items you would like to list specifically with special discounts.