



NOTICE

FLORIDA VIRTUAL SCHOOL

April 24, 2018

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Bid Due Date and Time: To be received, 2:00 PM EST, May 10, 2018, at Florida Virtual School Procurement Services Department, 2145 Metrocenter Blvd, Suite 100, Orlando, FL 32835.

ITB01-188580B01-ITHWSW-XXXXXX for IT Hardware and Software

In response to inquiries submitted for the above referenced solicitation, FLVS is providing the following responses. The responses shall become part of the solicitation.

1.

Q	Section 6.14 states that by submitting a response, we're agreeing to the Contract in Attachment K without objection; however, an exceptions table is provide with the bid. Will the School consider exceptions to the contract document, as well as the terms in the ITB itself, if they're provided in the requested format?
A	Respondents may take exception to the contract T&C but not to the ITB requirements, if agreeable terms and conditions, all expectations must be specified in your response.

2.

Q	In addition to the reference contact information in Section 10, does the School expect a letter from each reference?
A	Yes

3.

Q	For Lots 1-10, the ITB asks for firm pricing for the life of the contract, with limited price increases. As a reseller, our business model is to propose either cost-plus or discount-off-list pricing, similar to what is being requested in Lots 11 and 12. Will the School consider a similar pricing model (cost-plus or discount-off-list) for Lots 1-10 as well
A	FLVS are not considering cost plus. See section Section 9.0

4.

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Q	Response to “LOT 11 Manufacturer’s Discount” page 41 looking for clarification #15 Hewlett-Packard is listed, is this the Hewlett-Packard for laptops, desktops and printers or the Hewlett-Packard Enterprise which covers servers, storage and networking?
A	This does not mean that Hewlett-Packard cannot submit a bid. ” FLVS is seeking bids for all HP Offerings as available with reseller. we look forward to receiving your bid submittal.

5.

Q	We were curious if it would be possible to get a response as to clarification of quantity needed for the laptops requested on the rfp. Is quantity 1 on the workstations the true estimate or the initial rfp request?
A	We currently purchase approximately 300 annually. Quantities may vary depending upon FLVS business needs.

6.

Q	Additionally, on the manufacturer discount list Dell is not on there. Does this mean that dell will not be considered for the workstations? We can facilitate multiple portions of the rfp but Dell is our endpoint of choice for workstation solutions. We appreciate any feedback if possible.
A	No, that does not mean that Dell CANNOT submit? FLVS is open to considering other brands.

7.

Q	Please advise if terms and conditions will be able to negotiated?
A	Yes, with agreeable terms and conditions, all expectations must be specified in your response. FLVS at its sole discretion shall consider exceptions to the provided Terms and Conditions associated with the Master Services Agreement. All exceptions shall be those considered to in the best interest of FLVS.

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