



RFP #010725
REQUEST FOR PROPOSALS
for
STEM Education Solutions and Equipment with Related Accessories,
Supplies, and Services

Proposal Due Date: January 7, 2025, 4:30 p.m., Central Time

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for STEM Education Solutions and Equipment with Related Accessories, Supplies, and Services to result in a procurement solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than January 7, 2025, at 4:30 p.m. Central Time, and late proposals will not be considered.

SOLICITATION SCHEDULE

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|---------------------------------|---|
| Public Notice of RFP Published: | November 12, 2024 |
| Pre-proposal Conference: | December 10, 2024, 10:00 a.m., Central Time |
| Question Submission Deadline: | December 30, 2024, 4:30 p.m., Central Time |
| Proposal Due Date: | January 7, 2025, 4:30 p.m., Central Time Late responses will not be considered. |
| Opening: | January 7, 2025, 4:30 p.m., Central Time See RFP Section V.G. "Opening" |

I. ABOUT SOURCEWELL

A. SOURCEWELL

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that facilitates a competitive public solicitation and master agreement award process for the benefit of its 50,000+ participating entities across the United States and Canada. Sourcewell's solicitation process complies with State of Minnesota law and policies, conforms to Canadian trade agreements (including Canadian Free Trade Agreement, Ontario-Quebec Trade and Cooperation Agreement, and Canada-European Union Comprehensive Economic and Trade Agreement, as applicable), and results in cooperative purchasing solutions from which Sourcewell's Participating Entities procure equipment, products, and services.

Cooperative purchasing provides participating entities and suppliers increased administrative efficiencies and the power of combined purchasing volume that result in overall cost savings. At times, Sourcewell also partners with other purchasing cooperatives to combine the purchasing volume of their membership into a single solicitation and master agreement expanding the reach of awarded suppliers' potential pool of end users.

Sourcewell uses a website-based platform, the Sourcewell Procurement Portal, through which all proposals to this RFP must be submitted.

B. USE OF RESULTING MASTER AGREEMENTS

In the United States, Sourcewell's master agreements are available for use by:

- Federal and state government entities¹;
- Cities, towns, and counties/parishes;
- Education service cooperatives;
- K-12 and higher education entities;
- Tribal government entities;
- Some nonprofit entities; and
- Other public entities.

In Canada, Sourcewell's master agreements are available for use by current and future members including:

- Federal, provincial, and territorial government departments, ministries, agencies, boards, councils, committees, commissions, and similar agencies;
- Indigenous self-governing bodies;

¹ Pursuant to HAR §3-128-2, the State of Hawaii, Department of Accounting and General Services, State Procurement Office, on behalf of the State of Hawaii and participating jurisdictions, has provided notice of its Intent to Participate in the solicitation as a participating entity.

- Regional, local, district, and other forms of municipal government, municipal organizations, school boards, and publicly funded academic, health, and social service entities referred to as MASH sector (this should be construed to include but not be limited to the cities of Calgary, Edmonton, Toronto, Ottawa, and Winnipeg), as well as any corporation or entity owned or controlled by one or more of the preceding entities;
- Crown corporations, government enterprises, and other entities that are owned or controlled by these entities through ownership interest; and
- Canoe procurement group of Canada's current and future members. Canoe members include:
 - Federal, provincial and territorial government departments, ministries, agencies, boards, councils, committees, commissions, and similar agencies;
 - Crown corporations, government enterprises, and other entities that are owned or controlled by these entities through ownership interest;
 - Indigenous self-governing bodies;
 - Airport authorities;
 - Regional, local, district, and other forms of municipal government, municipal organizations, school boards, and publicly funded academic, health, and social service entities referred to as MASH sector (this should be construed to include but not be limited to the cities of Calgary, Edmonton, Toronto, Ottawa, and Winnipeg), as well as any corporation or entity owned or controlled by one or more of the preceding entities; and
 - Canoe procurement group of Canada's current and future partner associations, including Saskatchewan Association of Rural Municipalities, Association of Manitoba Municipalities, Local Authorities Services/Association of Municipalities Ontario, Nova Scotia Federation of Municipalities, Federation of Prince Edward Island Municipalities, Municipalities Newfoundland Labrador, Union of New Brunswick Municipalities, Northwest Territories Association of Communities, Association of Yukon Communities, CivicInfo BC, Association and their current and future members.

For a listing of current United States and Canadian Participating Entities visit Sourcewell's website (note: there is a tab for each country): <https://www.sourcewell-mn.gov/sourcewell-for-vendors/agency-locator>.

Participating Entities typically access master agreements for equipment, products, or services through a purchase order issued directly to the awarded supplier. A Participating Entity may request additional terms or conditions related to a purchase. Use of Sourcewell master agreements is voluntary and Participating Entities retain the right to obtain similar equipment, products, or services from other sources.

To meet Participating Entities' needs, Sourcewell broadly publishes public notice of all solicitation opportunities, including this RFP. In addition, where applicable, other purchasing cooperatives and procurement officials receive notice and are encouraged to re-post the solicitation opportunity.

Proof of publication will be available at the conclusion of the solicitation process.

II. SOLICITATION DETAILS

A. SOLUTIONS-BASED SOLICITATION

This RFP and contract award process is a solutions-based solicitation; meaning that Sourcewell is seeking equipment, products, or services that meet the general requirements of the scope of this RFP and are commonly desired or are required by law or industry standards.

B. REQUESTED EQUIPMENT, PRODUCTS, OR SERVICES

It is expected that proposers will offer a wide array of equipment, products, or services at lower prices and with better value than what they would ordinarily offer to a single government entity, school district, or regional cooperative.

1. Sourcewell is seeking proposals for STEM Education Solutions and Equipment with Related Accessories, Supplies, and Services, including, equipment, devices, materials, supplies and consumables, applications, platforms, and related resources, designed or intended for education or experiential learning in the fields of science, technology, engineering, arts, mathematics, and multi-disciplinary topics, such as:
 - a. Teaching resources, curriculum, kits, videos, and Do-it-Yourself (DIY) activities;
 - b. Sight, sound, and sensory learning tools;
 - c. MakerSpace and fabrication laboratory (Fab Lab) equipment and products;
 - d. Robotics, Artificial Intelligence (AI), and coding equipment and products;
 - e. Design tools and educational or production-grade 3D printers;
 - f. Virtual reality, augmented reality, or simulation devices and applications;
 - g. Industrial and technical equipment or tools;
 - h. Agricultural or plant science equipment and products; and
 - i. Renewable or alternative energy educational products.
2. Technology and services to the extent that they are complementary and directly related to the solutions described in 1. a. – i. above, including hardware and software, training, professional development, accreditation, certification or credentialing, installation, maintenance or repair, support, and warranty programs. However, this solicitation should NOT be construed to include “service-only” or “software-only” solutions.
3. This solicitation does not include those equipment, products, or services covered under categories included in pending or planned Sourcewell solicitations, or in master agreements currently maintained by Sourcewell, identified below:

- a. Furniture Solutions with Related Accessories and Services (RFP #091423), except for those intended for STEM workspace solutions.
- b. Vehicle Lifts with Garage and Fleet Maintenance Equipment (RFP #121223).
- c. Software Solutions with Related Services for Public Sector and Education Administration (RFP #060624).
- d. Unmanned and Remotely Operated Vehicle Systems with Related Technology and Services (RFP #011223).
- e. Laboratory and Science Equipment, Supplies, and Related Technology and Services (RFP #020723), except for those complementary and directly related to the solutions described in 1. a. – i. above.
- f. Facility MRO, Industrial, and Building-Related Supplies and Equipment (RFP #091422), except for those complementary and directly related to the solutions described in subsections 1 a. – i. above.

Generally, the solutions for Participating Entities are turn-key solutions, providing a combination of equipment, products and services, delivery, and installation to a properly operating status. However, equipment-only or products-only solutions may be appropriate for situations where Participating Entities possess the ability, either in-house or through local third-party contractors, to properly install and bring to operation the equipment or products being proposed.

Sourcewell prefers suppliers that provide a sole source of responsibility for the equipment, products, and services provided under a resulting master agreement. If proposer is including the equipment, products, and services of its subsidiary entities, the proposer must also identify all included subsidiaries in its proposal. If proposer requires the use of distributors, dealers, resellers, or subcontractors to provide the equipment, products, or services, the proposal must address how the equipment, products or services will be provided to Participating Entities, and describe the network of distributors, dealers, resellers, and/or subcontractors that will be available to serve Participating Entities under a resulting master agreement.

Sourcewell encourages suppliers to offer the broadest possible selection of equipment, products, and services being proposed over the largest possible geographic area and to the largest possible cross-section of Sourcewell current and future Participating Entities.

C. REQUIREMENTS

It is expected that proposers have knowledge of all applicable industry standards, laws, and regulations and possess an ability to market and distribute the equipment, products, or services to Participating Entities.

1. Safety Requirements. All items proposed must comply with current applicable safety or regulatory standards or codes.

2. Deviation from Industry Standard. Deviations from industry standards must be identified with an explanation of how the equipment, products, and services will provide equivalent function, coverage, performance, and/or related services.
3. New Equipment and Products. Proposed equipment and products must be for new, current model; however, proposer may offer certain close-out equipment or products if it is specifically noted in the Pricing proposal.
4. Delivered and operational. Unless clearly noted in the proposal, equipment and products must be delivered to the Participating Entity as operational.
5. Warranty. All equipment, products, supplies, and services must be covered by a warranty that is the industry standard or better.

D. PROSPECTIVE MASTER AGREEMENT TERM

The term of any resulting master agreement(s) awarded by Sourcewell under this solicitation will be four years. Sourcewell and supplier may agree to up to three additional one-year extensions based on the best interests of Sourcewell and its Participating Entities. Sourcewell retains the right to consider additional extensions beyond seven years as required under exceptional circumstances.

E. ESTIMATED MASTER AGREEMENT VALUE AND USAGE

Based on past volume of similar master agreements, the estimated annual value of all transactions from master agreements resulting from this RFP are anticipated to be USD 25 Million; therefore, proposers are expected to propose volume pricing. Sourcewell anticipates considerable activity under the master agreement(s) awarded from this RFP; however, sales and sales volume from any resulting master agreement are not guaranteed.

F. MARKETING PLAN

Proposer's sales force will be the primary source of communication with Participating Entities. The proposer's Marketing Plan should demonstrate proposer's ability to deploy a sales force or dealer network to Participating Entities, as well as proposer's sales and service capabilities. It is expected that proposer will promote and market any master agreement award.

G. ADDITIONAL CONSIDERATIONS

1. Master agreements will be awarded to proposers able to best meet the need of Participating Entities. Proposers should submit their complete line of equipment, products, or services that are applicable to the scope of this RFP.
2. A proposer may submit only one proposal. If related, affiliated, or subsidiary entities elect to submit separate proposals, rather than a single parent-entity proposal, each such proposal must be prepared independently and without cooperation, collaboration, or collusion.

3. If a proposer works with a consultant on its proposal, the consultant (an individual or company) may not assist any other entity with a proposal for this solicitation.
4. Proposers should include all relevant information in its proposal, since Sourcewell cannot consider information that is not included in the proposal. Sourcewell reserves the right to verify proposer's information and may request clarification from a proposer, including samples of the proposed equipment or products.
5. Depending upon the responses received in a given category, Sourcewell may need to organize responses into subcategories in order to provide the broadest coverage of the requested equipment, products, or services to Participating Entities. Awards may be based on a subcategory.
6. A proposer's documented negative past performance with Sourcewell or its Participating Entities occurring under a previously awarded Sourcewell master agreement may be considered in the evaluation of a proposal.

III. PRICING

A. REQUIREMENTS

All proposed pricing must be:

1. Either Line-Item Pricing or Percentage Discount from Catalog Pricing, or a combination of these:
 - a. **Line-item Pricing** is pricing based on each individual product or service. Each line must indicate the proposer's published "List Price," as well as the "Master Agreement Price."
 - b. **Percentage Discount from Catalog or Category** is based on a percentage discount from a catalog or list price, defined as a published Manufacturer's Suggested Retail Price (MSRP) for the products or services. Individualized percentage discounts can be applied to any number of defined product groupings. Proposers will be responsible for providing and maintaining current published MSRP with Sourcewell, and this pricing must be included in its proposal and provided throughout the term of any master agreement resulting from this RFP.
2. The proposer's not to exceed price. A not to exceed price is the highest price for which equipment, products, or services may be billed to a Participating Entity. However, it is permissible for suppliers to sell at a price that is lower than the agreed upon price.
3. Stated in U.S. and Canadian dollars (as applicable).
4. Clearly understandable, complete, and fully describe the total cost of acquisition (e.g., the cost of the proposed equipment, products, and services delivered and operational for its intended purpose in the Participating Entity's location).

Proposers should clearly identify any costs that are NOT included in the proposed product or service pricing. This may include items such as installation, set up, mandatory training, or initial inspection. Include identification of any parties that impose such costs and their relationship to

the proposer. Additionally, proposers should clearly describe any unique distribution and/or delivery methods or options offered in the proposal.

B. ADMINISTRATIVE FEES

Proposers awarded a master agreement are expected to pay to Sourcewell an administrative fee in exchange for Sourcewell facilitating the resulting master agreements. The administrative fee is normally calculated as a percentage of the total sales to Participating Entities for all equipment, products, or services made during a calendar quarter, and is typically one percent (1%) to two percent (2%). In some categories, a flat fee may be an acceptable alternative.

IV. MASTER AGREEMENT

Proposers awarded a master agreement will be required to execute a master agreement with Sourcewell (see attached template). Only those modifications the proposer indicates in its proposal will be available for discussion. Much of the language in the Master Agreement reflects Minnesota legal requirements and cannot be altered. Numerous and/or onerous exceptions that contradict Minnesota law may result in the proposal being disqualified from further review and evaluation.

To identify any exception, or to request any modification, to Sourcewell's standard master agreement terms, conditions, or specifications, a proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the "Documents" section of the "Bid Details" page on the Sourcewell Procurement Portal and uploaded as part of its response. Only those exceptions noted at the time of the proposal submission will be considered.

Exceptions must:

1. Clearly identify the affected article and section.
2. Clearly note the requested modification; and as applicable, provide requested alternative language.

Unclear requests will be automatically denied.

Only those exceptions that have been accepted by Sourcewell will be included in the master agreement document provided to the awarded supplier for signature.

If a proposer receives a master agreement award resulting from this solicitation it will have up to 30 days to sign and return the master agreement. After that time, at Sourcewell's sole discretion, the master agreement award may be revoked.

V. RFP PROCESS

A. PRE-PROPOSAL CONFERENCE

Sourcewell will hold an optional, non-mandatory pre-proposal conference via webcast on the date and time noted in the Solicitation Schedule for this RFP and on the Sourcewell Procurement Portal. The purpose of this conference is to allow potential proposers to ask questions regarding this RFP and Sourcewell's competitive procurement process. Information about the webcast will be sent to all entities that have registered for this solicitation opportunity through their Sourcewell Procurement Portal Vendor Account. Pre-proposal conference attendance is optional.

B. QUESTIONS REGARDING THIS RFP AND ORAL COMMUNICATION

All questions regarding this RFP must be submitted through the Sourcewell Procurement Portal. The deadline for submission of questions is found in the Solicitation Schedule and on the Sourcewell Procurement Portal. Answers to questions will be issued through an addendum to this RFP. Repetitive questions will be summarized into a single answer and identifying information will be removed from the submitted questions.

All questions, whether specific to a proposer or generally related to the RFP, must be submitted using this process. Do not contact individual Sourcewell staff to ask questions or request information as this may disqualify the proposer from responding to this RFP. Sourcewell will not respond to questions submitted after the deadline.

C. ADDENDA

Sourcewell may modify this RFP at any time prior to the proposal due date by issuing an addendum. Addenda issued by Sourcewell become a part of the RFP and will be delivered to potential proposers through the Sourcewell Procurement Portal. Sourcewell accepts no liability in connection with the delivery of any addenda.

Before a proposal will be accepted through the Sourcewell Procurement Portal, all addenda, if any, must be acknowledged by the proposer by checking the box for each addendum. It is the responsibility of the proposer to check for any addenda that may have been issued up to the solicitation due date and time.

If an addendum is issued after a proposer submitted its proposal, the Sourcewell Procurement Portal will WITHDRAW the submission and change the proposer's proposal status to INCOMPLETE. The proposer can view this status change in the "MY BIDS" section of the Sourcewell Procurement Portal Vendor Account. The proposer is solely responsible to check the "MY BIDS" section of the Sourcewell Procurement Portal Vendor Account periodically after submitting its proposal (and up to the Proposal Due Date). If the proposer's proposal status has changed to INCOMPLETE, the proposer is solely responsible to:

1. make any required adjustments to its proposal;
2. acknowledge the addenda; and
3. ensure the re-submitted proposal is received through the Sourcewell Procurement Portal no later than the Proposal Due Date and time shown in the Solicitation Schedule above.

D. PROPOSAL SUBMISSION

Proposer's complete proposal must be submitted through the Sourcewell Procurement Portal no later than the date and time specified in the Solicitation Schedule. Any other form of proposal submission, whether electronic, paper, or otherwise, will not be considered by Sourcewell. **Late proposals will not be considered.** It is the proposer's sole responsibility to ensure that the proposal is received on time.

It is recommended that proposers allow sufficient time to upload the proposal and to resolve any issues that may arise. The time and date that a proposal is received by Sourcewell is solely determined by the Sourcewell Procurement Portal web clock.

In the event of problems with the Sourcewell Procurement Portal, follow the instructions for technical support posted in the portal. It may take up to 24 hours to respond to certain issues.

Upon successful submission of a proposal, the Sourcewell Procurement Portal will automatically generate a confirmation email to the proposer. If the proposer does not receive a confirmation email, contact Sourcewell's support provider at support@bidsandtenders.ca.

To ensure receipt of the latest information and updates via email regarding this solicitation, or if the proposer has obtained this solicitation document from a third party, the onus is on the proposer to create a Sourcewell Procurement Portal Vendor Account and register for this solicitation opportunity.

Within the Sourcewell Procurement Portal, all proposals must be digitally acknowledged by an authorized representative of the proposer attesting that the information contained in the proposal is true and accurate. By submitting a proposal, proposer warrants that the information provided is true, correct, and reliable for purposes of evaluation for potential master agreement award. The submission of inaccurate, misleading, or false information is grounds for disqualification from a master agreement award and may subject the proposer to remedies available by law.

E. GENERAL PROPOSAL REQUIREMENTS

Proposals must be:

1. In substantial compliance with the requirements of this RFP or it will be considered nonresponsive and be rejected.
2. Complete. A proposal will be rejected if it is conditional or incomplete.
3. Submitted in English.

4. Valid and irrevocable for 90 days following the Proposal Due Date.

Any and all costs incurred in responding to this RFP will be borne by the proposer.

F. PROPOSAL WITHDRAWAL

Prior to the proposal deadline, a proposer may withdraw its proposal.

G. OPENING

The Opening of proposals will be conducted in the Sourcewell Procurement Portal immediately following the proposal due date and time. To view the list of proposers resulting from the opening, verify that the Sourcewell Procurement Portal opportunities list search is set to “All” or “Closed.”

Members of the public may attend the Opening at Sourcewell’s office located at 202 12th Street NE, Staples, MN to hear the results.

VI. EVALUATION AND AWARD

A. EVALUATION

It is the intent of Sourcewell to award one or more master agreements to responsive and responsible proposers offering the best overall quality, selection of equipment, products, and services, and price that meet the commonly requested specifications of Sourcewell and its Participating Entities. The award(s) will be limited to the number of proposers that Sourcewell determines is necessary to meet the needs of its Participating Entities.

Factors to be considered in determining the number of master agreements to be awarded in any category may include the following:

1. Total evaluation scores (giving consideration to natural breaks in the scoring of responsive proposals);
2. The number and geographic location of highest-scoring proposers that offer:
 - a. A comprehensive selection of the requested equipment, products, or services;
 - b. A sales and service network ensuring availability and coverage for Participating Entities’ use; and
 - c. Other attributes of the proposer or contents of its proposal that assist Participating Entities in achieving environmental and social requirements, and goals.

Information submitted as part of a proposal should be as specific as possible when responding to the RFP. Do not assume Sourcewell has any knowledge about a specific supplier or product.

B. AWARD(S)

Award(s) will be made to the highest-scoring proposer(s) whose proposal conforms to all conditions and requirements of the RFP, and consistent with the award criteria defined in this RFP.

Sourcewell may request written clarification of a proposal at any time during the evaluation process.

Proposal evaluation will be based on the following scoring criteria and the Sourcewell Evaluator Scoring Guide (a copy is available in the Sourcewell Procurement Portal):

| | |
|---|-------------|
| Conformance to RFP Requirements | Pass/Fail |
| Financial Viability and Marketplace Success | 50 |
| Ability to Sell and Deliver Solutions | 150 |
| Marketing Plan | 100 |
| Value Added Attributes | 150 |
| Depth and Breadth of Offered Solutions | 150 |
| Pricing | 400 |
| TOTAL POINTS | 1000 |

C. PROTESTS OF AWARDS

Any protest made under this RFP by a proposer must be in writing, addressed to Sourcewell's Executive Director, and delivered to the Sourcewell office located at 202 12th Street NE, P.O. Box 219, Staples, MN 56479. All documents that comprise the complete protest package must be received, and time stamped at the Sourcewell office by 4:30 p.m., Central Time, no later than 10 calendar days following Sourcewell's notice of master agreement award(s) or non-award. A protest must allege a procedural, technical, or legal defect, with supporting documentation. A protest that merely requests a re-evaluation of a proposal's content will not be entertained.

A protest must include the following items:

- The name, address, and telephone number of the protester;
- Identification of the solicitation by RFP number;
- A precise statement of the relevant facts;
- Identification of the alleged procedural, technical, or legal defect;
- Analysis of the basis for the protest;
- Any additional supporting documentation;
- The original signature of the protester or its representative; and
- Protest bond in the amount of \$20,000 (except where prohibited by law or treaty).

Protests that do not address these elements will not be reviewed.

D. RIGHTS RESERVED

This RFP does not commit Sourcewell to award any master agreement, and a proposal may be rejected if it is nonresponsive, conditional, incomplete, conflicting, or misleading. Proposals that contain false statements or do not support an attribute or condition stated by the proposer may be rejected.

Sourcewell reserves the right to:

- Modify or cancel this RFP at any time;
- Reject any and all proposals received;
- Reject proposals that do not comply with the provisions of this RFP;
- Select, for master agreements or for discussion, a proposal other than that with the lowest cost;
- Independently verify any information provided in a proposal;
- Disqualify any proposer that does not meet the requirements of this RFP, is debarred or suspended by the United States or Canada, State of Minnesota, Participating Entity's state or province; has an officer, or other key personnel, who have been charged with a serious crime; or is bankrupt, insolvent, or where bankruptcy or insolvency are a reasonable prospect;
- Waive or modify any informalities, irregularities, or inconsistencies in the proposals received;
- Clarify any part of a proposal and discuss any aspect of the proposal with any proposer; and negotiate with more than one proposer;
- Award a master agreement if only one responsive proposal is received if it is in the best interest of Participating Entities; and
- Award a master agreement to one or more proposers if it is in the best interest of Participating Entities.

E. DISPOSITION OF PROPOSALS

All materials submitted in response to this RFP will become property of Sourcewell and will become public record in accordance with Minnesota Statutes Section 13.591, after negotiations are complete. Sourcewell considers that negotiations are complete upon execution of a resulting master agreement. It is the proposer's responsibility to clearly identify any data submitted that it considers to be protected. Proposer must also include a justification for the classification citing the applicable Minnesota law. Sourcewell may reject proposals that are marked confidential or nonpublic, either substantially or in their entirety.

Sourcewell will not consider the prices submitted by the proposer to be confidential, proprietary, or trade secret materials. Financial information, including financial statements, provided by a proposer is not considered trade secret under the statutory definition.



11/12/2024

Addendum No. 1

Solicitation Number: RFP 010725

Solicitation Name: STEM Education Solutions and Equipment with Related Accessories, Supplies, and Services

Consider the following Question(s) and Answer(s) to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Would services include General and/or Special Education Teachers for the STEM disciplines? Thanks!

Answer 1:

Sourcewell utilizes a competitive, solutions-based solicitation approach that is not based on detailed specifications or finite quantities. A proposer can propose its entire line of equipment, products, and services falling within the requested equipment, products, and services as described in the RFP. Refer to Section II. B. Requested Equipment, Products, or Services.

Sourcewell will not advise a proposer on the content of the proposal. It is left to the discretion of each proposer to determine the information necessary to best demonstrate the ability to service Sourcewell participating entities. Proposals are evaluated based on the criteria stated in the RFP. Refer to Section VI. Evaluation and Award.

Question 2:

Can you please confirm if the Required Equipment List covers Flat Panel Displays, Video Walls, Meeting Cameras, Carts, or other Audio-Visual Equipment?

Answer 2:

Refer to answer 1.

End of Addendum

Acknowledgement of this Addendum to RFP 010725, posted to the Sourcewell Procurement Portal on 11/12/2024, is required at the time of proposal submittal.



11/26/2024

Addendum No. 2

Solicitation Number: RFP 010725

Solicitation Name: STEM Education Solutions and Equipment with Related Accessories, Supplies, and Services

Consider the following Question(s) and Answer(s) to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Is a percent discount from the list price required? Will 0% be acceptable?

Answer 1:

It is left to the discretion of each proposer to articulate and propose the pricing approach that aligns with their business methods and satisfies the requirements of the RFP, Section III. Pricing. Proposals are evaluated based on the criteria stated in the RFP.

Question 2:

Would a volume discount meet the 'percent discount from catalog' requirement?

Answer 2:

Refer to answer 1.

Question 3:

Please provide insights to the following questions 1) Sales volume for the previous STEM contract? 2) Estimated STEM category growth? 3) Actual or

estimated users for the STEM contract? 4) Estimated STEM contract overlap with the current Science contract?

Answer 3:

The estimated value of all resultant contracts is provided in the RFP, Section II. subsection E. Estimated Master Agreement Value and Usage, and is based on past volumes of similar Sourcewell contracts. It is an estimate only and no sales or sales volume are guaranteed. Sourcewell does not have user or spend breakdowns, nor a product overlap analysis between STEM and similar related contracts.

End of Addendum

Acknowledgement of this Addendum to RFP 010725, posted to the Sourcewell Procurement Portal on 11/26/2024, is required at the time of proposal submittal.



12/03/2024

Addendum No. 3

Solicitation Number: RFP 010725

Solicitation Name: STEM Education Solutions and Equipment with Related Accessories, Supplies, and Services

Consider the following Question(s) and Answer(s) to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Hi, thank you for clarifying my last question. I am new to this process. I am trying to connect the dots here. To make sure I understand this bid opportunity, this is not a bid for a specific opportunity that is available now but to become a vendor for potential opportunities in the future?

Answer 1:

This RFP will result in a master agreement between Sourcewell and the awarded supplier(s) for STEM education solutions. Per RFP Section I. B, "Participating Entities typically access master agreements for equipment, products, or services through a purchase order issued directly to the awarded supplier. A Participating Entity may request additional terms or conditions related to a purchase. Use of Sourcewell master agreements is voluntary and Participating Entities retain the right to obtain similar equipment, products, or services from other sources."

End of Addendum

Acknowledgement of this Addendum to RFP 010725, posted to the Sourcewell Procurement Portal on 12/03/2024, is required at the time of proposal submittal.



12/05/2024

Addendum No. 4

Solicitation Number: RFP 010725

Solicitation Name: STEM Education Solutions and Equipment with Related Accessories, Supplies, and Services

Consider the following Question(s) and Answer(s) to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Hello! Is it possible to have a list of the participating Entities? We tried using the link provided, but it shows: Page not found / 404 Error Page. Thank you.

Answer 1:

Sourcewell has tested and found the link to be working correctly at this time. For or any continued technical difficulties, please consult your internal IT department.

Question 2:

About shipping costs, it would be possible to add shipping cost in the quote depending on the location of the Entity requesting it? or Prices must include shipping? Thank you.

Answer 2:

Refer to Addendum 2.

End of Addendum

Acknowledgement of this Addendum to RFP 010725, posted to the Sourcewell Procurement Portal on 12/05/2024, is required at the time of proposal submittal.



12/09/2024

Addendum No. 5

Solicitation Number: RFP 010725

Solicitation Name: STEM Education Solutions and Equipment with Related Accessories, Supplies, and Services

Consider the following Question(s) and Answer(s) to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

The RFP document references a 1-2% administrative fee for purchases made through Sourcewell. Is there an option to select certain states/provinces where this fee will be applied, or does the fee apply to all customers who will use this contract?

Answer 1:

Refer to RFP Section III. B. Administrative Fees, and Sourcewell Master Agreement Article 2, sections 6 – 9 regarding administrative fees. It is left to the discretion of each proposer to determine and propose an administrative fee that is consistent with its business and its industry. An awarded supplier will pay an administrative fee to Sourcewell on all completed transactions to Participating Entities.

End of Addendum

Acknowledgement of this Addendum to RFP 010725, posted to the Sourcewell Procurement Portal on 12/09/2024, is required at the time of proposal submittal.



12/11/2024

Addendum No. 6

Solicitation Number: RFP 010725

Solicitation Name: STEM Education Solutions and Equipment with Related Accessories, Supplies, and Services

Consider the following Question(s) and Answer(s) to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

We are a Canadian company and are applying for an RFP for the very first time. I wanted to ask if there is a formal grant application format or specific guidelines we should follow beyond the criteria mentioned in the proposal documents.

Answer 1:

It is left to the discretion of each proposer to determine the information necessary to best articulate the proposal and best represent their equipment, products, or services. Each proposer has the opportunity to describe their proposal in the specifications tables and upload supporting documentation.

This solicitation **is not** to be construed as a grant application.

Question 2:

Additionally, would it be possible to have a pre-review of our proposal to ensure it aligns with Sourcewell's expectations and that we have addressed all required elements before formal submission?

Your guidance would be greatly appreciated as we navigate this process for the first time. Thank you for your time and support. I look forward to hearing from you.

Answer 2:

In the competitive solicitation process, Sourcewell will not pre-evaluate a proposer's offerings. Each proposer, at its discretion, will propose the equipment, products, and services that it deems to fall within Sourcewell's requested equipment, products, and services as described in the RFP. Only those products within the scope of the RFP will be included in any contract awarded by Sourcewell as a result of the solicitation and each Proposal will be evaluated based on the criteria stated in the RFP.

End of Addendum

Acknowledgement of this Addendum to RFP 010725, posted to the Sourcewell Procurement Portal on 12/11/2024, is required at the time of proposal submittal.



12/13/2024

Addendum No. 7

Solicitation Number: RFP 010725

Solicitation Name: STEM Education Solutions and Equipment with Related Accessories, Supplies, and Services

Consider the following Question(s) and Answer(s) to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Can you please advise on how we should respond to question 53? It seems to introduce the 8 questions in table 5B. Question 53 itself is not asking a question, however an answer is required. Thank you for your feedback!

Answer 1:

If applicable, a proposer should select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Proposers should upload documentation and a listing of dealers, HUB partners or re-sellers, if available, to confirm certifications.

Question 2:

In the exclusions, public sector and education administration are listed. Does the term 'public sector' explicitly include or exclude software intended for K-12 classrooms?

Answer 2:

Please refer to section I. B. Use of Resulting Master Agreements in the RFP for further information regarding what participating entities are eligible to utilize Sourcewell's master agreements.

Question 3:

I understand that purchasing will be facilitated through Sourcewell. Could you clarify whether we are responsible for generating interest directly with school districts, or does Sourcewell handle the sales and outreach to the districts?

Answer 3:

Refer to section II. Solicitation Details, subsection F. Marketing Plan. Each proposer, in their discretion, will determine the content of its marketing plan. Proposer's sales force will be the primary source of communication with participating entities, and proposers are expected to have the knowledge and ability to market and distribute the equipment, products, or services to participating entities. The solicitation is a competitive process, and proposals will be evaluated on the content submitted.

End of Addendum

Acknowledgement of this Addendum to RFP 010725, posted to the Sourcewell Procurement Portal on 11/12/2024, is required at the time of proposal submittal.



12/20/2024

Addendum No. 8

Solicitation Number: RFP 010725

Solicitation Name: STEM Education Solutions and Equipment with Related Accessories, Supplies, and Services

Consider the following Question(s) and Answer(s) to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Can you please publish an amendment to disclose the pre-bid meeting participants and contact information to facilitate networking and MBE outreach?

Answer 1:

Sourcewell will not disclose the list of pre-proposal conference attendees, as this information is currently classified as non-public.

Question 2:

Are proposals required to include Canada? May it only be for the United States or will the submission be disqualified?

Answer 2:

A proposer is not required to cover every geographic region to be considered for award. Each proposal is evaluated based on the criteria stated in the RFP.

Each proposer, in their discretion, should describe their ability to serve Sourcewell participating entities and any geographic area or participating entity sector that will not be fully served through the proposed contract.

End of Addendum

Acknowledgement of this Addendum to RFP 010725, posted to the Sourcewell Procurement Portal on 12/20/2024, is required at the time of proposal submittal.



12/24/2024

Addendum No. 9

Solicitation Number: RFP 010725

Solicitation Name: STEM Education Solutions and Equipment with Related Accessories, Supplies, and Services

Consider the following Question(s) and Answer(s) to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Is there a specific form to submit a price list on? If not, is an Excel spreadsheet preferred? Is the format up to the vendor?

Answer 1:

It is left to the discretion of each proposer to determine and propose the pricing approach that aligns with their business methods and satisfies all the requirements of RFP Section III. Pricing. Proposals are evaluated based on the criteria stated in the RFP.

Pricing forms are proposer generated and not provided by Sourcewell.

Question 2:

Will a zero percent discount be accepted?

Answer 2:

Refer to Answer 1.

Question 3:

How do members use the contract? Do they submit purchase orders to Sourcewell or directly to vendors?

Answer 3:

Per section I. B. Use of Resulting Master Agreements of the RFP, "Participating Entities typically access master agreements for equipment, products, or services through a purchase order issued directly to the awarded supplier. A Participating Entity may request additional terms or conditions related to a purchase. Use of Sourcewell master agreements is voluntary and Participating Entities retain the right to obtain similar equipment, products, or services from other sources."

Question 4:

How often can vendors update their existing pricing? Please describe what you are looking for as far as economic justification.

Answer 4:

A contracted supplier may request solution changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Products Change Request Form to Sourcewell.

Refer to Article 2, section 2 of the Master Agreement for Product and Price Changes Requirements.

Question 5:

What happens if a member wants to use the contract for something that is not on a vendor's price list?

Answer 5:

Each proposer, in its discretion, will propose the equipment, products, and services that it deems to fall within Sourcewell's requested equipment, products, and services as described in RFP Section II. B (Requested Equipment, Products and Services). However, only those products within the scope of the RFP will be included in any contract awarded by Sourcewell as a result of this solicitation.

End of Addendum

Acknowledgement of this Addendum to RFP 010725, posted to the Sourcewell Procurement Portal on 12/24/2024, is required at the time of proposal submittal.



12/27/2024

Addendum No. 10

Solicitation Number: RFP 010725

Solicitation Name: STEM Education Solutions and Equipment with Related Accessories, Supplies, and Services

Consider the following Question(s) and Answer(s) to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

We are a distributor/ reseller. Do we need to ask for manufacturer authorization from all the brands submitted?

Answer 1:

It is left to the discretion of each proposer to determine the documentation necessary to best demonstrate their ability to service Sourcewell participating entities and satisfy all requirements included in the Specifications tables.

Question 2:

Are tenders with the Ministry of Education considered governmental? Thank you.

Answer 2:

Refer to RFP Section I. B. Use of Resulting Master Agreements.

End of Addendum

Acknowledgement of this Addendum to RFP 010725, posted to the Sourcewell Procurement Portal on 12/27/2024, is required at the time of proposal submittal.



12/30/2024

Addendum No. 11

Solicitation Number: RFP 010725

Solicitation Name: STEM Education Solutions and Equipment with Related Accessories, Supplies, and Services

Consider the following Question(s) and Answer(s) to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Will be given access to your database for active marketing opportunities?

Answer 1:

Refer to the RFP, section II. F. Marketing Plan, "Proposer's sales force will be the primary source of communication with Participating Entities. The proposer's Marketing Plan should demonstrate proposer's ability to deploy a sales force or dealer network to Participating Entities, as well as proposer's sales and service capabilities. It is expected that proposer will promote and market any contract award." Awarded suppliers will work with their Supplier Development Administrator to best market the contract post-award.

Question 2:

Regarding Question 29, Describe your service and support standards for your products (e.g., replacement plans, parts, etc.) - could you please provide two examples of a service or support standard? It is unclear what is meant or wanted here. Thank you.

Answer 2:

Performance standards allow a proposer to describe any minimum or targeted

performance standards applicable to their proposed solutions. Service standards allow a proposer to describe any service standards supporting their proposed solutions. A proposer may describe its support services, service contract options, and service standards in Table 3 of the Specifications questionnaire.

End of Addendum

Acknowledgement of this Addendum to RFP 010725, posted to the Sourcewell Procurement Portal on 12/30/2024, is required at the time of proposal submittal.