

Date: March 26, 2021

ADDENDUM NO. 3

TO: ALL PROSPECTIVE OFFERORS

REFERENCE: RFP#2000003290

FOR: COMPUTER DEVICE, WARRANTY & PARTS

CLOSING DATE/TIME: MARCH 31, 2021 @ 4 p.m.

RFP CLARIFICATIONS:

The following are responses to questions received via Bonfire:

- Q1. Could FCPS please provide approximate quantities for "Optional Packing and Preparation Services"? Knowing the quantities will help vendors calculate costs correctly.
- A1. For informational purposes: This primarily applies to large scale deployments that are part of our 1 to1 program called FCPSON. We are moving to a 4-year refresh cycle that will include approximately 47,500 annually. Quantities are estimates and dependent on allocated budgets.
- Q2. Could FCPS please provide approximate quantities for the "Mobile Labs" charging station? Knowing the quantities will help vendors calculate costs correctly.
- A1. For informational purposes: Approximate quantity of 200 mobile labs/ yr. assuming a 4-year fresh cycle to cover about 15% of classrooms. Quantities are estimates and dependent on allocated budgets.
- Q3. What are the estimated quantity breakdowns of systems by category per year? This information will help vendors calculate the most advantageous pricing.
- A3. Devices are refreshed typically on a 4-year cycle by grade level, so an annual breakdown is rather challenging. Below is an approximation based on current trends:
- Teacher laptops: 4,500.
 - Administrative: 100.
 - FCPSON Student Devices: ~47,000.
 - Lab Systems: 25, 28-32 station carts.
- Quantities above are for informational purposes, are estimates and dependent on allocated budgets.
- Q4. In Section 7.2.9 for Tablets, there is no OEM designated in the description. Can a vendor propose any brand tablet or are we confined to Dell, HP, and Lenovo? Additionally, Tablets are not included in the Pricing Summary. Will FCPS be revising the Pricing Summary to include Tablets?
- A4. Offerors are not confined to brands of Tablets. The Pricing Summary will not be revised to include Tablets. Offerors may revise the Price Summary to include Tablets if they choose.
- Q5. For Section 7.2.7 Mobile Labs, will FCPS accept solutions from OEMs other than Dell, HP, and Lenovo? Additionally, Mobile Labs are not included in the Pricing Summary. Will FCPS be revising the Pricing Summary to include Mobile Labs?
- A5. FCP will only accept Dell, HP and Lenovo Mobile Labs. Offerors may revise the Pricing Summary to provide the best response to the requirements.
- Q6. In response to Question/Answer 14 on Addendum 2 referencing Appendix E where FCPS stated "Yes, we expect a breakdown," please confirm the following:

- A. The following table, which now includes a column for the corresponding Discount off list as well as the addition of Lab Systems and Chromebooks to mirror Appendix D, is compliant.
- B. Within a product group, bidders can propose more than one model with a corresponding Discount off List in order for FCPS to receive the best Unit Price for the different models.

Vendor Products	Sample Product	Unit Price	Discount Off List
Vendor Student Laptop Computer	Sample Product 1111	\$ ____###____	__XX__%
	1211	\$ ____###____	__YY__%
	1311	\$ ____###____	__ZZ__%
Vendor Laptop Business Class Computer	Sample Product (Teacher) 444	\$ ____###____	__AA__%
Vendor Desktop Business Class Computer	Sample Product (Admin) 5555	\$ ____###____	__BB__%
Vendor Workstation Class Desktop	Sample Product 6666	\$ ____###____	__CC__%
Vendor Lab Systems	Sample Product 7777	\$ ____###____	__DD__%
Vendor Chromebook	Sample Product 8888	\$ ____###____	__EE__%

If this is not acceptable, please provide the appropriate format.

A6. Yes, this is acceptable.

All other terms and conditions remain unchanged.



Jon Damron
Supervisor

THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:

Name of Firm

(Signature)

(Date)

RETURN A SIGNED ORIGINAL AND COPIES AS REQUESTED IN THE SOLICIATION.

Note: SIGNATURE ON THIS ADDENDUM DOES NOT SUBSTITUTE FOR YOUR SIGNATURE ON THE ORIGINAL PROPOSAL DOCUMENT. THE ORIGINAL PROPOSAL DOCUMENT MUST BE SIGNED