



County of Fairfax, Virginia

ADDENDUM

DATE: March 8, 2023

ADDENDUM NO. 2

TO: ALL PROSPECTIVE OFFERORS
REFERENCE: RFP 2000003549
TITLE: Technology Products, Services and Solutions
DUE DATE/TIME: March 24, 2023 @ 2:00 p.m.

The referenced request for proposal is amended as follows:

1. Refer to Attachment A for responses to the questions received via e-mail.

All other terms and conditions remain unchanged.

Yong Kim, CPPB
Contract Specialist II

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

Name of Firm

(Signature)

(Date)

A SIGNED COPY OF THIS ADDENDUM SHOULD BE INCLUDED IN THE TECHNICAL PROPOSAL.

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

Attachment A

- Q1. Is it possible to be a Prime Contractor as a Service Provider and have a subcontractor that is a Technology Manufacturer or Reseller?
- A1. Yes.**
- Q2. Can you propose product solutions that are not included in the RFP?
- A2. Yes, reference RFP Special Provisions, paragraph 3.15.**
- Q3. Can you please provide a response to the following requirement: "Describe how Provider will transition any existing Public Agency customers' accounts to the Master Agreement available nationally through GovMVMt. Include a list of current cooperative contracts (regional and national) Supplier holds and describe how the Master Agreement will be positioned among the other cooperative agreements." Does this mean you expect a vendor/supplier to move clients utilizing existing public agency cooperatives (e.g. NASPO, TIPS, NCPA)? Is this a firm requirement to accept?
- A3. The purpose of this section is to identify the responding supplier's current cooperative contract portfolio. Please indicate what national/regional contracts your organization holds in the public sector. These contracts are optional and non-exclusive therefore it's ultimately up to the participating public agency to use the contract or not. The GOVMVMT contract should be offered as a procurement option to any public agency that is eligible or registered. If the public agency expresses interest in using the contract, it would be required that the awarded supplier transition that customer over to GOVMVMT. If that customer was using another cooperative program and wishes to use GOVMVMT, the awarded supplier would be required to transition those sales over the GOVMVMT program. If the public agency requests more information on GOVMVMT, the awarded supplier should notify the Program Managers from GOVMVMT so proper education and follow up can occur.**
- Q4. RFP-2000003549, 8.9 Reporting Requirements: The bullets to be including in reporting are incredibly specific and will require visibility into the County's data center (ie system upgrades that are available). Can the County please clarify this?
- A4. If this requirement cannot be met as requested, feel free to submit an exception or alternative solution.**
- Q5. RFP-2000003549, 8.9 Reporting Requirements: if the Offeror is a reseller of multiple product lines, offering reporting on new product offerings and pricing increases/decreases will be a monumental and near impossible task. Could the County please better describe its intent for these bullets if Offeror is a reseller?
- A5. If this requirement cannot be met as requested, feel free to submit an exception or alternative solution.**
- Q6. RFP-2000003549, 8.9 Reporting Requirements: For quarterly reports, resellers do not have access to all serial numbers of OEM equipment. Please confirm this reporting requirement is for OEMs only.
- A6. If this requirement cannot be met as requested, feel free to submit an exception or alternative solution. However, before or after shipment of the technological equipment the County requires the reseller to provide a comprehensive list of the equipment shipped to include the serial numbers. If this requirement cannot be met as requested, feel free to submit an exception or alternative solution.**

Attachment A

- Q7. RFP-2000003549, 10.2: If an Offeror is representing many OEMs and providers, how would the County prefer to receive manufacture list price documentation or will it forego this requirement in exchange for the list of discount percentages by manufacturer?
- A7. In the quote provide the manufacture's unit list price, the discount applied / offered and the actual discounted unit price. If this requirement cannot be met as requested, feel free to submit an exception or alternative solution.**
- Q8. For Attachment D, how would the County prefer these questions be answered? Should they be a part of the Technical Proposal or be their own response?
- A8. Suppliers responding with a national package should plan to answer and address all items within Attachment D separate from the Technical Proposal.**
- Q9. Must an Offeror respond to Attachment D to be considered to services Fairfax County?
- A9. Yes.**
- Q10. If we do not plan to use this contract in NJ, must exhibit H be completed?
- A10. If the supplier provides a response but excludes NJ, provide a narrative as to why Exhibit H was omitted. Awarded suppliers would be expected to do business in all 50 contiguous states**
- Q11. RFP-2000003549, 9.4, is the County agreeable for the VAR to offer the EULA at the specific time of the deal? Given the number of software vendors represented by this contract, this task is endless unless the County can name the specific EULAs it would want to see as part of our response.
- A11. The OEM will be required to agree in negotiating and establishing a EULA as well as Terms and Conditions directly with the County. If this requirement cannot be met as requested, feel free to submit an exception or alternative solution.**
- Q12. As a VAR, we can pass through the OEM maintenance and support plan. The schedule and response time is dependent on what is ordered and the warranty procured by the customer. Please confirm this is understood and not a question that can be answered by a VAR.
- A12. See response A11 above.**
- Q13. RFP-2000003549, 8.11.6: Please confirm the ask of the County on this; is the request to ensure that the County can trace who is doing the VAR reporting or what is the ask here?
- A13. If this requirement cannot be met as requested, feel free to submit an exception or alternative solution.**
- Q14. Appendix A, 55. As a VAR, the equipment install is not tied monetarily to the acquisition of the hardware. When the hardware is accepted, the OEM moves to invoice and therefore so does the VAR. The VAR cannot hold that invoice as the OEM may be able to do. Please confirm that it is understood that this requirement does not work for VARs.
- A14. Refer to RFP Specialist Provisions, paragraph 9.6.**
- Q15. RFP-2000003549: 2.2. By receiving an award for this contract, is the County indicating that we may never position another contract vehicle to a customer who fits within the definition of Participating Public Agency?
- A15. The objective of this solicitation is to provide a contract vehicle for Fairfax County, VA and all public agencies nationwide. Driving value locally, regionally, and nationally.**

Attachment A

Q16. Has this language been vetted with all 50 states to ensure agreement of said language?

A16. The terms and conditions within the RFP Form 1-2000003549 are consistent with Fairfax County's requirements. The said language within Attachment D and subsequent exhibits are in line with current federal guidelines. The MICPA (Master Intergovernmental Cooperative Purchasing Agreement) is outlined for national piggyback language for all eligible public agencies.

Q17. Has this language been vetted with all 50 states and are they in agreement to withdraw their current contracts in order to leverage this one?

A17. See response A16. This contract is optional and non-exclusive and public agencies are not required to use this contract vehicle in lieu of their own or another option.

Q18. Is the County open to a respondent who is solely focused on using this contract at Fairfax County?

A18. No.

Q19. If only interested in working with the County, may a respondent forego responding to Attachment D?

A19. No, you will need to respond to Attachment D to be able to work with the County.

Q20. Can you confirm that the transition to this contract as required throughout Attachment D and Attachment 2 is a requirement of the OEM and not VARs?

A20. No. It's a requirement of the contract awardee. That may be the OEM or a VAR.

Q21. Attachment D, 2.1 ii - Customers dictate their contract vehicle of choice to us as does the route to market depending on available distributor. Is the County agreeable to best effort for this clause?

A21. The commitment would be that this is the lead offering for an awarded supplier in the public sector.