

Addendum 1 – RFB 49002

Vendor Questions on RFB 49002- Microsoft Campus Agreement

Vendor 1

No firm quantity mentioned as of now but prefer to know the rough estimate on quantity or range?

- a. In another way what is the cost valuation for last year (existing EES) or estimated annual revenue

Answer: Last year's contract was valued at \$266,489.

As mentioned, contract start date is July 1, 2019, and will extend for a period of **one year or until such reasonable time** so what does it mean

Answer: The initial contract will be for one year. The reasonable time clause is put in there in case the contract is not renewed on time but is renewed within a reasonable time (less than one year) from the end of the initial year. In the past, Microsoft has offered a better deal with a three-year contract for the EES, and WVNET has accepted that format and the reseller is retained for the three years as per the RFB that states that the contract is for one year with options to renew for two additional one year periods. Each year a signed renewal is required, and a change order issued from WVNET.

You prefer pricing sheet fill out base on Monthly or Annually

- a. Microsoft pricing might vary every month – do you have any cost committed from Microsoft on this Campus Products RFB EES?

Answer: The pricing sheet should be an annual number as all products are purchased on that basis. Utilize the latest Microsoft pricing sheet published each month. There are no commitments from Microsoft on this pricing currently except the pricing that we have under our present agreement. It has no bearing on this RFB.

2% admin fee is based on Microsoft price or revenue of total EES so that is based on goods cost or revenue cost?

Answer: The admin fee is 2% on all transactions done under this contract. It is to be reported/submitted quarterly to WVNET.

In the pdf page # 5 Part IV Procedural specification under Point 9 – Does WVNET have an agreement with Microsoft on a fixed price until the 1-year contract because of Microsoft price change every month there would be no guarantee?

Answer: The price that is submitted on this RFB is for comparison purposes only: It is not a firm price for the contract period: it is to compare vendors. WVNET understands that Microsoft changes the price list each month.

What are the evaluation criteria and weight broke on this bid? Example: 40 % base on cost, 30% Qualification and Experience and 30% on Support and Value Add?

Answer: The evaluation criteria is price. Once it is ascertained that the bidding vendor is a qualified Microsoft Licensing Solutions Provider, the only criteria is the bid sheet.

#### Vendor 2

What is the anticipated annual spend resulting from this contract for the awarded vendor?

Answer: Last year's contract was valued at \$266,489. WVNET can only report the past: we have no idea what the spend will be in the future.

Is there a WVNET agreement in place today for Microsoft Campus Licensing? If so, who is the incumbent?

Answer: Yes, WVNET has a campus agreement in place. Insight is the incumbent.

What has been the total annual spend (inclusive of all the eligible institutions and governing bodies) for this contract over the last three years?

Answer: WVNET does not believe that this information is pertinent to responding to this RFB. WVNET has given year's contract value of \$266,489.

Given that this contract is not mandatory, what are some of the benefits to existing and prospective Higher Education institutions to use this contract to purchase their Microsoft licensing over other contracts?

Higher Education Institutions utilize this contract for convenience and price. If they don't use the WVNET contract, they must find another competitively bid contract to use or bid it themselves.