

Term Exp:

Alabama Department of Education

Invitation to Bid **ALJP2012**

Information Technology

Invitation to Bid No: ALJP2012 Addendum No: A

ITB EMAIL:

DATE ISSUED: May 30, 2012

BID MUST BE RECEIVED BEFORE: **July 17, 2012 – 5 PM** July 18, 2012 – 9 AM BIDS WILL BE PUBLICLY OPENED:

ITB Contact: Jerome Browning Phone: (334) 242-9594 jbrowning@alsde.edu

TO BE COMPLETED BY VENDOR:

Prod	uct Line for this Submission:		
Product Line Offering & Base Price	cing Source Type:		
Potential PLC Website/Link/URL	(see pg.12):		
Proposed Discount Off	Single Discount to be Applied:	Categorical Discounts to be Applied:	
Base Pricing (pg. 33)	%		
ALJP Price List Included in CD	with Package (pg. 21):		
	tandardization (ISO) Certification:	100	
ISO Standard:	Other		
Issuing Registrar: Certificate ID#:	Reg	gistrar Contact: Email:	
Issue Date:		Phone:	
Expiration Date:		Website:	
Expiration Date.	**** IMPORTANT NOTE		
Bidders must read and comply with A		as provided within this ITB document and initial each page.	
Return Sealed Bids To:			
Regula		Courier	
Alabama Departn Technology		Alabama Department of Education Technology Initiatives	
5315 Gordon Po		50 N. Ripley St.	
P.O. Box		5315 Gordon Persons Building	
Montgomery, A	AL 36130-2101	Montgomery, AL 36104-3833	
Certifications:			
		ed at the discount described within this response, if ion among bidders in restraint of freedom of	
_	ard of any contract by the State of Alabama	a, any political subdivision thereof, or any state-funded	
entity to a business entity company submitting this	or employer that employs one or more em	ployees, I hereby attest that in my capacity with the all not knowingly employ, hire for employment, or	
Signature and Notarization Required:	admonized unon. I further ditest that comp	any is emoned in the 12 verify program.	
2.5			
	FEIN OR SSN	Authorized Signature (Ink)	
SWORN TO AND SUBSCRIBED	COMPANY NAME	TYPE/PRINT AUTHORIZED NAME	
BEFORE ME THIS	MAIL ADDRESS	Title	
DAY OF			
	City, State Zip	Toll Free Number	
NOTARY PUBLIC	Phone Including Area Code	Fax Number	

ALABAMA JOINT PURCHASING INFORMATION TECHNOLOGY PROGRAM

3	Invitation to Bid
4	ITB: ALJP2012
5	Montgomery County School System
6	Participating Local Education Agencies & Educational Institutions
7	Alabama Department of Education, Administrator
8	
9	GENERAL REQUIREMENTS AND INFORMATION

INTRODUCTION

In accordance with the Title 16 Chapter 61E of the Code of Alabama 1975, the Alabama Department of Education is seeking bids for Information Technology. The law defines Information Technology as "Equipment, supplies, and other tangible personal property, software, services, or any combination of the foregoing, used to provide data processing, networking, or communications services." Participating educational institutions include the Montgomery County School System, Alabama Public School Systems, and all Educational Institutions as defined by this law. These Educational Institutions have agreed, in writing, to participate in a joint purchasing program and have named the Alabama Department of Education as the Administrator of the project. Title 16 Chapter 61E and Title 16 Chapter 13B of the Code of Alabama 1975 are considered the guiding documents in the creation and administration of this bid and resulting contract(s).

The Alabama Department of Education is seeking a bid response based on a percent off an established Product Line Product Offering and Base Pricing list for the product line(s) listed in this document, from vendors that hold current ISO 9001 certification. Resulting contract(s) from this bid will be available for a period that does not exceed 36 months. The initial period of the contract(s) will be 12 months. The resulting contract will, without written notification, automatically renew on an annual basis unless the Alabama Department of Education declines to renew the resulting contract for the additional periods. In the event that an annual full or partial renewal is not offered, the Alabama Department of Education will notify the contract holder in writing 60 days prior to the renewal expiration date. The Alabama Department of Education reserves the right to adjust the contract end date to meet the needs of the participants and various known programs such as the E-Rate Program. In any case, an awarded contract will not exceed three (3) years in length in accordance to Code of Alabama 1975 [Section 16-13B-7-(2)(f)].

	ROLES AND RESPONS	SIBILITIES
	JOINT PURCHASING P	ARTIES
institutions governed by be colleges, state colleges, of and county boards of edu Youth Services, the Alaba School of Math and Scient may be eligible to particip	boards of trustees or similar governing or universities under the supervision and ucation, district boards of education of i ama Institute for Deaf and Blind, the Ala ace." All educational and defined eleem	states that "Educational and eleemosynary bodies, state trade schools, state junior d control of the State Board of Education, city independent school districts, Department of bama School of Fine Arts, and the Alabama cosynary institutions that meet this definition that been properly executed. A list of these
	ALABAMA PUBLIC SCHOO	L SYSTEMS
other educational institut as Party B in the agreeme hereafter referred to as " bid. All current and devel Department of Education the potential participant of	tions as defined above, also known as Lent. The Montgomery County School Sylent. The Montgomery County School Sylent. The Montgomery County and city school are considered participants in the LEA declining participation. Participation by alting from this ITB is optional.	Group unless documentation is received from the LEA Group Members through purchasing
	OTHER PURCHASING P	ARTIES
organizations have also el	•	es, state colleges, and certain eleemosynary e required to complete a joint purchasing found at http://aljp.alsde.edu .
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ADMINISTRATOR
The LEA Group has assigned the Alabama Department of Education as the Joint Purchasing Administrator for the execution of the Alabama Joint Purchasing (ALJP) project in accordance to Title 16 Chapter 61E of the Code of Alabama 1975. It will be the Alabama Department of Education's, hereafter referred to as "SDE," responsibility for the invitation to bid, evaluating bids received, and awarding the contract(s), in which the SDE must have responsibility to comply with Chapter 13B of Title 16, Code of Alabama 1975. It is important, however, to remember that all the terms and conditions of Title 16, Chapter 13B, Code of Alabama 1975 (see http://www.legislature.state.al.us/CodeofAlabama/1975/coatoc.htm), that are not expressly modified by Title 16 Chapter 61E of the Code of Alabama 1975 shall apply to joint purchasing agreements. This bid and resulting contract(s) does not supersede individual purchasing activities by the individual members of the LEA Group. For example, if an individual group member of the LEA Group wants to purchase Information Technology from vendors that do not meet the ISO 9001 requirement they are free to develop a separate bid in accordance to Title 16, Chapter 13B, Code of Alabama 1975, and all other bid laws that are applicable.
The SDE may not be allowed to purchase from the resulting contract(s) unless approval is received from the Alabama Department of Finance.
Though the SDE as administrator has sole responsibilities for the administration of this project, a committee consisting of technology representatives from the LEA Group will assist the SDE in all phases of the project including awarding of contracts.
QUALIFIED BIDDER
In accordance with Title 16 Chapter 61E of the Code of Alabama 1975 (Section 16-61E-1), "any companies that have ISO-9001 certification or any companies or contractors whose affiliates, subdivisions, subsidiaries, or departments have ISO-9001 certification can bid on the information technology to be jointly purchased by" the LEA Group. This certification criterion is critical and any vendor that would like to submit a qualified response for this Invitation to Bid must provide documentation proving current ISO 9001 certification in accordance to Title 16 Chapter 61E of the Code of Alabama 1975. Any interested bidder that meets this requirement will be hereafter referred to as a "Qualified Bidder." For further clarification of the ISO 9001 requirement see appendices and www.iso.org . The current quality management standards of International Organization for Standardization (ISO) acceptable to meet the requirements of a "Qualified Bidder" are ISO 9001:2008. The ISO 9004:2009 or other related "Quality Management and Quality Assurance" standards set by ISO may also be accepted. This certification is required by any awarded Qualified Bidder throughout the life of any contract awarded as a result of this ITB.
The Qualified Bidder will provide detail and contact information including Registrar information and Registrar's
Website. The SDE reserves the right to confirm ISO certification through contact of listed Registrar or other resources that may be available for verification. Complete detail of documenting the ISO requirement is provided in the Bid Submittal section of this ITB.

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100 All interested bidders must read this document in its entirety. Qualified Bidders who choose to respond must 101 print and read this document and confirm with initial on each page of the footer. This initialed document must 102 be submitted with final response. A Qualified Bidder must respond to the ITB using the format as described 103 within this document in order for the response to become a qualified response. 104 QUALIFIED BIDDER TYPE 105 There are typically two types of Qualified Bidders (but not limited to): 106 MANUFACTURER WITH ISO 9001 CERTIFICATION 107 Any ISO 9001-certified manufacturer who meets bids specifications can bid on any of the product lines listed in 108 this ITB. 109 Manufacturers may be the sole seller of the product line and/or they may assign specific ALJP Authorized 110 Resellers to sell the contracted products within the product line. The manufacturer is responsible for the 111 assigned ALIP Authorized Resellers and must assure these entities are providing appropriate services to the 112 LEA Group member as defined within the resulting contract. If the manufacturer sells the product line then inclusion of the manufacturer's Sales Contact information is required. A Sales Contacts/ALJP Authorized 113 114 Resellers List must be provided. 115 All contract holders must keep this list updated and accurate. Historical documentation must be maintained 116 with respect to this list. 117 ISO 9001-CERTIFIED AUTHORIZED RESELLER 118 An ISO 9001 Certified Authorized Reseller is a vendor who is authorized by the manufacturer to resell the 119 manufacturer's product line or specific product line request as listed within this ITB. 120 In some cases these Qualified Bidders solely provide sales through their own staff within their company and 121 may not assign resellers, however any awarded contract holder has the option. If this option is chosen then the 122 ISO 9001 – Certified Authorized Reseller (Qualified Bidder) may assign specific ALJP Authorized Resellers to sell 123 the contracted products within the product line. The Qualified Bidder is responsible for the assigned ALIP 124 Authorized Resellers and must assure these entities are providing appropriate services to the LEA Group 125 member as defined within the resulting contract. If the Qualified Bidder also sells the product line then 126 inclusion of the Qualified Bidder's Sales Contact information is required. A Sales Contacts/ALJP Authorized 127 Resellers List must be provided. 128 All contract holders must keep this list updated and accurate. Historical documentation must be maintained 129 with respect to this list. 130 The Qualified Bidder, as described in this section, bidding for a Product Line as an Authorized Reseller (Note: 131 Authorized Reseller is not equivalent an ALJP Authorized Reseller) must submit with this bid package a current 132 and dated letter addressed to the SDE from the manufacturer of the Product Line on the official manufacturer 133 letterhead that includes all of the following: 134 1. A statement that the Qualified Bidder is a Product Line Manufacturer authorized reseller.

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135 2. A statement indicating that the Qualified Bidder is an education reseller (if applicable). If the 136 manufacturer does not have an education marketing program indicate so. 137 3. Provide a short history of the Qualified Bidder's and Manufacturer's relationship. 138 4. The Manufacturer's opinion as to whether the Qualified Bidder can provide satisfactory service 139 to the LEA Group and a description of how the Qualified Bidder will serve the market with the 140 Manufacturer's support. 141 5. The Qualified Bidder is authorized by the Manufacturer of the Product Line to bid and 142 participate in this ITB. 143 The letter must be signed by a management employee of Manufacturer who will note in the letter 144 their explicit authority to sign the letter on behalf of the manufacturer and provide direct contact 145 information for further verification. 146 In each case above, the ALIP Authorized Resellers do not have to hold ISO certifications. The awarded Contract 147 Holder must hold the required ISO certification and will be held responsible, with respect to the continuance of 148 contract, for the business conduct of each vendor listed within their submitted and any revisions of the ALJP 149 Authorized Resellers Listing/Sales Contacts. The awarded Contract Holder will have the sole responsibility of 150 providing and updating the list of ALJP Authorized Resellers or Sales Contacts for auditing purposes. The SDE 151 will only exercise approval of this submitted list and any modifications made to the list. Additionally, the 152 Qualified Bidder (and Contract Holder) will be responsible for training their listed sales contacts and ALJP 153 Authorized Resellers in the pricing and other details of the contract if awarded. 154 A Manufacturer or Reseller of the manufacturer's product line can be considered a Qualified Bidder. 155 DOMESTIC FOOTPRINT 156 In order to promote improvement if our State, Local and National economies, Qualified Bidders with a high 157 degree of Domestic manufacturing and/or sales facilities are encouraged to respond to this ITB. Qualified 158 Bidders may be requested to provide employment status as it relates to Alabama citizenship and other 159 information to determine their Domestic Footprint. In the event the Qualified Bidder includes ALIP Authorized 160 Resellers, the same domestic information may be requested from these entities as well. 161 **E-VERIFY REQUIREMENT** 162 All contractors doing business with the Public K-12 School Systems in the State of Alabama are required to 163 comply with the Immigration Reform and Control Act of 1986, as amended by the Immigration Act of 1990, 164 and the Beason-Hammon Alabama Taxpayer and Citizen Protection Act. The Qualified Bidder will provide the 165 required documentation. The language in this Act refers to Contractors and Sub-Contractors. For the purpose 166 of this ITB, the Contractors will be considered Contract Holders, and the Sub-Contractors will be any other 167 companies listed as Authorized ALIP Resellers or sub-contractor of the Contract Holder performing contract 168 related services. 169 May 30, 2012 Page 6 of 53 Initials:____

170	ALABAMA MANUFACTURERS & COMPANIES
171 172 173 174 175 176 177	The SDE encourages Qualified Bidders that are Alabama-based companies that produce and/or market the requested product line to submit responses to this ITB. In accordance with State Laws, ITB responses submitted by these Alabama companies may receive additional consideration during the final response evaluation. In the event a bid is received from a Qualified Bidder, having a place of business within the State of Alabama and the bid is no more than three percent greater than the bid of the lowest responsible bidder, the SDE may award the contract to the resident Qualified Bidder. [Code of Alabama 1975, Section 16-13B-(a) and section 16-13B-7(b)]
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CONTRACT INFORMATION 183 CONTRACT TERMS AND CONDITIONS 184 185 STATE MASTER CONTRACT 186 187 The SDE intends for the resulting contract(s) of this ITB to serve as a State Master Contract for the LEA Group 188 to use as a resource for the purchase of Information Technology. The SDE makes no purchasing guarantee on 189 behalf of the SDE or LEA Group Members to awarded vendor(s) with respect to quantities of products to be 190 purchased by LEA Group Members from the resulting contract(s). The SDE makes no guarantee to awarded 191 vendors of similar product lines or multiple vendors of the same product line that LEA Group members will 192 choose their product over the other awarded vendor's product line contracts. The final awarded contract will 193 consist of all documentation presented to the SDE by the Qualified Bidder in response to this ITB and the 194 required documents during the life of the contract such as, but not limited to, contract holder ALJP website, 195 updated ISO certificates, updated product line offering, pricing lists and updated sales contact information. 196 CONTRACT HOLDER 197 A Contract Holder is considered a successful Qualified Bidder that has been awarded a given Product Line 198 Contract based on the evaluation of their competitive and qualitative qualified response to this and other ITBs 199 issued (if applicable) within the program. Depending on the number of individual successful responses a 200 specific Qualified Bidder submits and is ultimately awarded, a Contract Holder may hold multiple contracts 201 within the ALJP program. However, each contract awarded should be addressed as a separate instrument and 202 should not be consolidated with other ALIP program contracts that a Contract Holder may hold nor should the 203 Qualified Bidder's response be dependent upon another contract awarded to the Qualified Bidder through 204 another entity outside or external contract not related to the ALJP (or AETP) program. 205 Throughout the text of this document the terms Contract Holder and Qualified Bidder may be used 206 synonymously. However, a Qualified Bidder will only become a Contract Holder if a valid contract has been 207 awarded to the Qualified Bidder based on the response submitted. 208 209 MULTIPLE AWARDS In accordance with Title 16, Chapter 61E, Code of Alabama 1975 [16-61E-2-(c)], "competitive bids for 210 211 information technology may result in awards to multiple vendors for each one product line in order to meet 212 the specific requirements of participating educational institutions or to achieve compatibility with existing 213 technology already in use." Based on this allowance, The SDE reserves the right to award multiple contracts 214 for any one product line, if deemed necessary.

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217 ALJP AGREEMENT

Awarded contract(s) will be documented and approved by the execution of an "ALJP Agreement" for the individual awarded product line based on the accepted and awarded qualified bid. This document is an agreement between the SDE as the contract administrator and the awarded contract holder. (See appendices for representative sample) The ALJP Agreement serves as the binding document that establishes the contract. The content and structure of this document has been approved by the SDE's Legal Department and must not be altered with the exception of demographic and required calendar/date changes. In the event a Qualified Bidder requires any content modifications that are not demographic in nature to the initially offered ALJP Agreement document, the SDE may withdraw the contract offer or suspend offer to negotiate with the Qualified Bidder depending on the calendar or deadline requirements of related programs, such as E-Rate, and the best interest of the LEA Group Members.

SUPPLEMENTAL AGREEMENTS & LICENSING PROGRAMS

Supplemental agreements required by a contract holder such as those common agreements that the actual buyer and/or user of products and/or services within the awarded product line contract are allowable under an award. These supplemental or additional agreements must not contradict State of Alabama Laws, the ALIP Agreement, the Terms & Conditions of this ITB, or increase the pricing of the awarded product line products individually or as a whole. The calendar terms of these supplemental agreements must not contradict the length of an awarded contract. The SDE will not execute such a blanket contract for all LEA Group Members; the contract holder will be responsible for educating the LEA Group Members who choose to purchase the products from the contract.

Many product lines such as software offer educational licensing programs common to the education market. If it is determined to be in the best interests of the LEA Group Members, the SDE will consider a statewide level execution of such an agreement. The SDE will not be responsible or make payments for any missed purchasing quota placed on the LEA Group Members that may have been established within the said agreement but will negotiate with the contract holder on an annual basis to determine if such a licensing agreement is beneficial to the LEA Group Member and Contract Holder.

E-VERIFY PARTICIPATION

All contractors doing business with the Public K-12 School Systems in the State of Alabama are required to comply with the Immigration Reform and Control Act of 1986, as amended by the Immigration Act of 1990, and the Beason-Hammon Alabama Taxpayer and Citizen Protection Act. The Qualified Bidder will provide required documentation and will note the "Alabama Immigration Compliance" language located in the final Agreement to be executed upon award of contract. The language in this section refers to Contractors and Sub-Contractors. For the purpose of this ITB the Contractors will be considered Contract Holders and the Sub-Contractors will be any other companies listed as Authorized ALJP Resellers.

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251 E-RATE

Occasionally product line contracts may contain E-Rate eligible products and/or services. If applicable, the required USAC *Description of Services Requested and Certification Form,* numerically known as a Form 470, will be filed by the SDE to include certain categories of E-Rate eligible products within the product lines for which this Invitation to Bid is seeking contracts. The resulting contract(s) are intended to be in compliance with USAC's definition of a State Master Contract for those product lines that contain E-Rate-eligible equipment or services. It is the responsibility of each of the E-Rate eligible individual members of the LEA Group and the awarded vendor and/or sales contacts for the awarded contract to follow the rules of the E-Rate Program with strict adherence to the Eligible Services List. In the event a sales contact, internal or external, of the awarded contract misrepresents the eligibility of the product or service to the eligible E-Rate LEA Group Member, then that sales contact must be responsible to the applicant and E-Rate program concerning further financial retribution. If the sales contact providing misrepresentation is listed by the specific Contract Holder as an ALJP Authorized Reseller (external), then the Contract Holder will be held accountable and may be required to remove the provider form the authorized list. The SDE has provided and will continue to provide guidance and assistance with E-Rate for individual LEAs and in statewide training opportunities.

The SDE may elect to further E-Rate involvement through a consortium application process and may use E-Rate eligible equipment and/or services properly procured via this initiating ITB and related Form 470.

A contract(s) resulting from this ITB may be available to E-Rate eligible members for E-Rate FY2012, FY2013 and FY2014 depending on program availability, rules and the continuation or renewal of the awarded contract(s) per contract requirements.

272 E-RATE MINI BIDS

In accordance with Title 16, Chapter 61E, Code of Alabama 1975 [16-61E-2-(c)], "competitive bids for information technology may result in awards to multiple vendors for one product line each in order to meet the specific requirements of participating educational institutions or to achieve compatibility with existing technology already in use." Based on this allowance, the SDE reserves the right to award multiple contracts for any one product line, if deemed necessary.

However, it should be noted that if an individual LEA Group member is purchasing a product that is eligible for E-Rate discounts and plans to request such discounts, they must choose the vendor with the lowest price for the same product provided that the specific vendor is deemed E-Rate eligible. If multiple sales contacts identified as ALJP Authorized Resellers are available to provide the eligible product or service, then the participant must follow the "mini-bid" procedures as required by Universal Service Administrative Company (USAC)/Federal Communications Commission (FCC). Failure to do so will jeopardize the individual LEA Group member's E-Rate request. The individual LEA Group members should maintain all pricing documentation at the time of purchase to present to auditors when requested.

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287 For the purpose of this ITB, an E-Rate eligible bidder (vendor) is an entity that has secured a Service 288 Provider Identification Number from the Universal Service Administrative Company. 289 All E-Rate purchases from the resulting contract(s) of this ITB by the LEA Group members should 290 comply with E-Rate rules and regulations available at http://www.usac.org/sl/. Should the LEA Group 291 member request assistance in the determination of E-Rate eligibility, they should refer to the USAC 292 Web site and then contact the Technology Initiatives office at the SDE if additional clarification is 293 needed. 294 The Mini Bid process is not required for all other non-"E-Rate" purchases but is considered a form of a 295 best practice to obtaining the most cost effective means of providing the service or contract products. 296 **E-RATE CONTINGENCY** 297 A contract(s) issued resulting from this ITB is (are) not contingent upon E-Rate Discounts awarded through the 298 E-Rate Program. However, E-Rate applicants are required to complete an "Item 21 Attachment" during the 299 filing of a Form 471. This Item 21 requires specific information about the product or services the applicant is 300 requesting E-Rate Discounts including the specific Service Provider information, documented quotes, product 301 and location details. Quotes and pricing offers based on the awarded contract given to the eligible LEA Group 302 member by the Contract holder's identified Sales Contact may be contingent upon E-Rate awarded discount 303 for the given E-Rate Funding Year at the discretion of the applying eligible LEA Group Member. 304 E-RATE PAYMENT PLANS 305 In the event a product or service from the awarded product line contract has successfully been awarded, the E-306 Rate discounts applicable by USAC and the Service Provider Invoice method of discounts are to be applied. 307 Then the service provider (contract Sales Contact) must bill the applicant for their share of the transaction at 308 the same time any such invoice is sent to USAC for payment. The applicant must pay their share within 90 days 309 of payment due date. The service provider will be responsible for filing the appropriate Service Provider 310 required E-Rate forms. 311 **E-RATE SERVICE PROVIDER STATUS** 312 Any contract holder, sales contact (company) or authorized ALJP Reseller that provides an E-Rate eligible 313 product within an awarded product line contract must maintain a positive standing with the E-Rate program. 314 They must maintain and provide upon request a Service Provider Identification Number (SPIN) that will 315 correctly identify their business operations with the E-Rate program. In the event an eligible 316 Telecommunications Service is offered as a product within the awarded product line contract, the contract 317 holder, as a sales contact or designated Authorized Reseller, must maintain credentials required by USAC and 318 the FCC to provide those services under the Telecommunications category of service.

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Any contract holder, sales contact (company) or authorized ALJP Resellers that provides an E-Rate eligible product within an awarded product line contract must maintain a Green Light Status¹ with the FCC.

DOCUMENT AVAILABILITY AND RETENTION

In accordance with Code of Alabama1975 and applicable E-Rate Program requirements, all documentation related to a contract(s) awarded as a result of this ITB will be open for public inspection for a period of at least seven years² (7) from the final contract expiration date (considering applicable renewals). All responses and accompanying documents in the form of hardcopy and/or digital documents will be made available for public review; therefore, the Qualified Bidder should understand that all submitted documents including pricing will be made available as well. This information will remain available for awarded and non-awarded bid responses.

PRODUCT LINE CONTRACT WEBSITE INTRODUCTION

The purchasing activities by the individual LEA Group members with respect to the awarded contracts are completed with every intention to follow current bid laws as they pertain to city and county school systems in the state. The SDE does not charge the LEA Group members or the participating companies (at this time) to participate in the program; however, certain requirements of the contract holders are designed to lessen the burden on the administrator (SDE) and LEA Group members. The participants must self—monitor their purchasing activities and the awarded contract holder must provide information the LEA Group Members need to document all purchases from the resulting contract for auditing purposes. To meet these needs, the Qualified Bidder and Contract Holder (if later awarded a contract) must provide a customized Product Line Contract Website (PLC Website).

A PLC Website is a dedicated website/webpage created by the Qualified Bidder (contract holder, if awarded contract) for the prospective or awarded individual product line contract and located on their company's web hosting facilities. This web source must be created and maintained by the eventual contract holder and must present all awarded contract information. The ultimate Contract Holder must provide the SDE with notification in the event allowable changes to the contract information and/or website/webpage are made. This web source is a requirement of a properly submitted response and the minimum specifications for this required resource will be discussed throughout this document. A summary of these requirements will be provided below. This site must be available to the general public and **not require** a login for access. The universal resource locator or URL (aka: web address) will be required in the Qualified Bidder's ITB response package for this ITB. This URL must be active and fully functional on the bid opening date and time as listed in the Schedule of Events. During the ITB response evaluation process this website is considered a Potential PLC Website. If an award is made to the Qualified Bidder for the product line, then the submitted Potential PLC Website will become the official PLC Website for the specific awarded contract. In the event a contract is not

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¹ As opposed to the Red Light status discussed in the <u>Fund Administration</u> section of USAC Website ²Code of Alabama 1975, Section <u>16-13B-4-</u> (d) All original bids together with all documents pertaining to the award of the contract shall be retained in accordance with a retention period of at least seven years established by the Local Government Records Commission and shall be open to public inspection.

awarded, the specific URL submitted should be deleted and/or made unavailable to the public by the nonawarded vendor. For documentation purposes, screenshots of the submitted Potential PLC Website must be provided within the final submission. The information provided on the submitted Potential PLC Website will initially be based on the information within the response submitted. In the event the submitted response is negotiated or in the final award stage, the SDE may request certain edits, omissions or additions to the submitted Potential PLC Website based on negotiations made and agreed upon that must be made prior to final award. (POTENTIAL PRODUCT LINE CONTRACT) PPLC WEBSITE REQUIREMENTS At a minimum, the Qualified Bidder will provide a single web-page with the following information presented. The page must be available to reviewers upon the opening of the Qualified Bidder's bid package submitted. 1. Qualified Bidder Demographic Information 2. Qualified Bidder Contact Information a. This is contact information for the individual person responsible for the contract or bid response. (see page one of response) 3. Link to valid ISO Certificate, digital copy and detail 4. Assigned ALJP ITB Identification for the specific product line contract listed in this document 5. Name of ALJP Product Line a. Reference to "Potential ALJP Product Line Contract Website" in title or sub-title. 6. Detailed instructions for LEA Group Members to make their purchasing decisions and a qualified purchase from the ALJP Contract (if awarded) 7. Link to SDE ALJP Website (http://aljp.alsde.edu) 8. Link to Product Line Product Offering and Base Pricing SOURCE, as it appears to the general public. Refer to page 17, Acceptable Product Line Product Offering and Base Pricing sources for this ITB. Instructions for base pricing confirmation during auditing must also be provided. 9. Declaration of the Proposed Single Across-the-Board or Categorical Discounts – Discount Schedule – to be applied to Product Line Product Offering Base Pricing. 10. Link to or List of Sales Contact Information/Detail a. If applicable, include ALJP Authorized Resellers Contact Information. b. Special instructions related to Sales Contacts – if applicable. (Sales Region, category restrictions, etc.) 11. Description of Warranty or Related services 12. Shipping & Delivery Detail and Cost Information 13. Link to ALJP Price Listing 14. E-Verify Documentation a. E-Verify Affidavit b. E-Verify Memorandum of Understanding 15. Archival (Links)

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391	a. Contract Activity Reports
392	b. Sales Contact List
393	c. ALJP Price List
394	d. ISO Certificate(s) (if renewal of certificate has been made during contract period)
395	16. Original Response Documentation-Digitized
396	17. Verify that this website is functional on the date and time of the bid opening, see Schedule of
397	Events, failure to access the site on the date of the bid opening will disqualify the response.
398	The Contract Holder/Qualified Bidder may at its discretion use the design layout already within their
399	company's website or provide at minimum a textual web page with the required elements. The Qualified
400	Bidder's final response must include this website's URL as well as the information provided on this website in
401	document format. The Potential PLC Website is not to be the sole item of response to this ITB and will receive
402	a quality score of 20% based on ease of use and 5% on aesthetics.
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PRODUCT LINE REQUESTS

The following is a list of individual product line contracts sought by the LEA Group Members within this ITB. Qualified Bidders should determine their interests and respond to each interested product as a separate and individual response.

Product Lines Requested

Acer	JAMF Software	Samsung - Laptops/Mobile Computing
Adobe	Kindle	Samsung - Presentation & Document Cameras
Aerohive Networks	Konica Minolta	Samsung - Printers
Allied Telesis	Lenovo	Sharp - Interactive Boards
ASUS	Lexmark	Sharp - Projectors and Accessories
AT&T Wireless	Liebert	SMART
Belkin	Lumens	Sony - E-Readers
BlueCoat	Meru Networks	Sony - Laptops and Desktops
Brocade	McAfee	Sony - Other Cameras
ByteSpeed	Microsoft*	Sony - Tablets
CISCO	Motorola	Sony - Video Cameras and Camcorders
Dell	NEC Computing Products	Sophos
Dukane	NEC Display Solutions	SouthernLINC Wireless
elnstruction	Nook	Spectrum
Elmo	Numonics	Sprint Wireless
enterasys Secure Networks	OKIData	Toshiba - Computers
Epson	paloalto networks	Toshiba Tablets
Extron	Panasonic- Projectors, Cameras, Computers, Displays	Trend Micro
Fujitsu	Polycom	TRIPP LITE
Howard	Polyvision	Verizon Wireless
HP - Computers, Laptops, Tablets & Notebooks	Promethean	Viewsonic
HP - Printers	Qomo HiteVision	vivitek
HP Networking	Remanufactured IT Equipment**	vmware
Hovercam	Ruckus	xerox
InFocus	Samsung - Interactive Whiteboards	
See ITB information at http://aljp.alsde.edu for ac	lditional reference information for given product line	s.

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^{*}Enrollment for Educational Solutions with Amendment (Click Here)

 $^{{\}bf **Requires\ a\ certification\ of\ remanufactured/refurbished\ for\ each\ transaction}.$

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PRODUCT LINE PRODUCT OFFERING AND BASE PRICING

414 **DEFINITION** 415 Each of the Product Line Requests listed within this ITB represents a complete and separate contract and, 416 requires a separate and complete response from each interested Qualified Bidder. The Product Line Product 417 Offering and Base Pricing is defined as an established predetermined list consisting of all specifically branded 418 finished products with the specified product line name or brand imprinted or available for immediate view on 419 the product. In most product lines, the product line is comparable to those products produced and/or 420 branded with the specific name of a manufacturer. The Product Line Product Offering and Base Pricing must 421 meet the definition of Information Technology. This is set within the Title 16 Chapter 61E of the Code of 422 Alabama 1975 in which Information Technology (IT) is defined as "Equipment, supplies, and other tangible 423 personal property, software, services, or any combination of the foregoing, used to provide data processing, 424 networking, or communications services." The Product Line Product Offering and Base Pricing must be in the 425 form of website data and or a digitized catalogue available through the web. The Product Line Product Offering 426 and Base Pricing will present the participating buyers (LEA Group Members) with quality information about the 427 products located within the product line. 428 Base Product Pricing for the products offered within the specified product line must be included with the 429 Product Line Product Offering. Products of the product line normally listed without pricing will not be 430 considered unless this exact base pricing is provided in the ALJP Price List. The quantity of these products 431 listed as "Call for price" or similar terms should be minimal. For clarification, discounted pricing should not be 432 considered in this section's discussion of a Product Line Product Offering and Base Pricing source. The 433 discount component of submitted pricing will be discussed later within this ITB.

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435 SOURCE REQUIREMENT PRODUCT LINE PRODUCT OFFERING AND BASE PRICING 436 The Qualified Bidder will **not** develop a customized Product Line Product Offering and Base Pricing source for the purpose of a response to this specific ITB. The source providing base pricing and information concerning

the products listed within the specific product line must be *currently* available in *normal pre-established*marketing mechanisms that are common to the product line or Qualified Bidder's established resource and
made available to the market in general.

Acceptable Product Line Product Offering and Base Pricing sources for this ITB are: (Select One Only)

- 1. Qualified Bidder's Web site made available to the market and/or general public
- 2. Manufacturer's Web site made available to the market and/or general public
- 3. Qualified Bidder's published catalogue made available to the market and/or general public and available in digitized format
- 4. Manufacturer's published catalogue made available to the market and/or general public and available in digitized format
- 5. A Qualified Bidder's published catalogue that may not be made available to the general public, but made available to the ALJP Contract Administrator. However, this file must be updated on monthly basis on the first Tuesday of every month.
- 6. Manufacturer's published catalogue that may not be made available to the general public, but made available to the ALJP Contract Administrator. However, this file must be updated on monthly basis on the first Tuesday of every month.

The Qualified Bidder *must choose one of the sources above and provide documentation necessary for access.* This source *should be made available and clearly identified on the Potential PLC Website*. Each of the individual products within the specific product line listed in the proposed source should have a product identification number assigned and pricing information clearly displayed.

If a non-public Product Line Product Offering and Base Pricing source is submitted (item 5 or 6) then these files, current and archival, must be made available to the ALJP Administrator via a login protected portion of the PLC website and through email notifications of changes when changes occur and on the first Tuesday of every month, update.

It is also understood that by nature of the Product Line Product Offering and Base Pricing source submitted by the Qualified Bidder the source may or may not include products from other product lines. The Qualified Bidder, LEA Group Members and the SDE must recognize that those specific products of other product lines listed within the source that are outside or not within the specific Product Line response will not be considered in the evaluation or a part of any resulting contract for the given product line. Preferably the source will have an established mechanism to filter out all other Product Line offerings not a part of this submission, however this is not required. If, however, non-contracted products are included within this source, the Qualified Bidder must indicate such occurrences may be present and only the products of the specific product line are applicable. For example, a vendor that provides a company website displaying product information and pricing for multiple manufacturers' product lines may submit that vendor's website as the source but only those

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474 products within the submitted product line will be reviewed and considered a part of the awarded contract. 475 All other products listed on the submitted website that are from non-contracted product lines will not be 476 considered a part of the awarded contract. 477 PRODUCTS TURNOVER 478 Products listed in the source may be modified within the specific Product Line as product availability may 479 fluctuate throughout the life of an awarded contract. Discontinued products may be removed as required and 480 new products within the specific product line may be added. Though the addition of new products is allowed, 481 the products will remain susceptible to the discounts proposed with the Qualified Bidder's response once a 482 contract has been awarded to that Qualified Bidder. In the event of price changes to the Product Line Product 483 Offering and Base Pricing source, the Contract Holder will be required to update the ALJP price list as well as 484 maintain an archive of these changes on the PLC website. 485 Unless specifically indicated within the product line listing the products sought within this ITB are new 486 products and not remanufactured or refurbished products. Products must have manufacturer's original serial 487 number or comparable identification that has not been altered in any way. 488 REMANUFACTURED/REFURBISHED PRODUCT LINE EXCEPTION 489 This ITB includes a product line request for remanufactured or refurbished IT equipment as requested by the 490 LEA Group members. The awarded Qualified Bidder(s) must certify that the equipment sold is in fact NOT NEW 491 but remanufactured or refurbished IT equipment on each invoice resulting from an awarded contract for 492 remanufactured or refurbished IT equipment. 493 494 WARRANTY 495 If commonly offered within the Product Line Product Offering and Base Pricing source identified by the 496 Qualified Bidder and/or by the manufacturer of the product line, all products listed within the source should 497 include a standard warranty and provide on-site warranty services directly or indirectly through the 498 manufacturer or a manufacturer's authorized agent. There must be no charge for a standard warranty unless 499 a charge is common within the product line in general. Extended warranties may be included in the source. 500 Manufacturers' products that normally provide "depot service only" are an exception. The warranty options 501 including pricing for the products individually or as a group within the proposed Product Line Product Offering 502 and Base Pricing source must be clearly stated. Any warranties offered on the source should not be altered in 503 any way to meet the terms and conditions of this ITB. 504 INSTALLATION & MAINTENANCE OF PRODUCTS WITHIN PRODUCT LINE 505 Installation and maintenance of specified products of the specific product line may be included in the 506 proposed Product Line Product Offering and Base Pricing source. These products should be considered as 507 products of the Product Line Product Offering and Base Pricing sources and must meet then same May 30, 2012 Page 18 of 53 Initials:____

requirements of all other products of the product line. An awarded contract from this ITB will not include a general or open installation or maintenance products or services of other non-product line products outside the resulting contract. Such installation & maintenance products listed with a "call for prices" will **not** be allowed.

SHIPPING & DELIVERY

All products purchased by an LEA Group member should be delivered FOB Destination. The awarded vendor and/or authorized reseller agree to bear the risk of loss, injury, or destruction of the items ordered prior to receipt of items by the LEA Group member.

A description of any shipping and delivery costs may be included in the Product Line Product Offering and Base Pricing source and clearly listed. Shipping and delivery details including expected cost must be provided on the PLC Website. The LEA Group members must be made aware of the delivery methods and the associated cost available. Though common shipping and delivery methods may not meet the definition of a product within the given product line, they may be included with the Qualified Bidder's response and (if applicable) within the awarded contract. Free shipping is preferred; however normal/common shipping cost(s) for the delivery of the specific product(s) within the product line ordered by individual members of the LEA Group may be included. These costs must be clearly identified and documented in specific contract quotes and any sales communications. It is understood that shipping costs may vary throughout the life of a contract.

PLC WEBSITE – PRODUCT LINE PRODUCT OFFERING AND BASE PRICING SOURCES - ADDITIONAL INFORMATION

On the provided website the Qualified Bidder must clearly identify the location of the Product Line Product Offering and Base Pricing. Clear and concise instructions must be given to the LEA Group members in the process of obtaining this information as described above. Ideally, this would be a simple web link as described in sources 1 or 2 (see above). If the Product Line Product Offering and Base Pricing sources contains other products from other product lines not awarded then this should be clearly stated in instructions. In the event the source is a digitized catalogue (acceptable sources 3 & 4), the Qualified Bidder must provide a link (or web access) to the digitized catalogue and provide detailed instruction to the viewer on how to obtain the catalogue, if this catalogue source contains non-awarded product from other product lines it should also be clearly stated in the instructions. If the Product Line Product Offering and Base Pricing resides with the ALJP Administrator, as in acceptable source 5 & 6, instructions need to be given to the to the LEA Group members to contact the Contract Holder to obtain the base pricing source at a given time as documentation that the price is within the contract pricing. The LEA Group members should not have to contact the SDE for this pricing documentation initially. However, LEA Group members may contact the SDE for further verification once a price has been verified with the Contract Holder.

PRODUCT LINE PRODUCT OFFERING AND BASE PRICING SOURCES SCORE

The Product Line Product Offering and Base Pricing source is a required component of any qualified response to this ITB. Therefore a point value isn't assigned. If the Product Line Product Offering and Base Pricing source

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submitted by the Qualified Bidder is considered incomplete by the evaluation committee the bid will then be dismissed and considered a non-response.

546 DISCOUNT

The Qualified Bidder will provide a quote as a specific discount off the proposed Product Line Product Offering and Base Pricing submitted in the form of a percentage. The discount will be applied to the base prices specifically identified and provided in the Product Line Product Offering and Base Pricing source.

If that submitted quote is a single discount to be applied to the base price of all products listed in the Product Line Product Offering and Base Pricing then that discount is considered a single or across-the-board discount. The Qualified Bidder's quote of a single or across-the-board discount must remain static throughout the life of the contract with one exception. The eventual Contract Holder may only increase their original discount quoted in their specific bid response. A decrease in discount will not be allowed for the life of the contract. New products added to the Product Line Offering and Base Pricing source throughout the life of a contract will be subject to the discount. If the Contract Holder is unable to extend the discount originally quoted to the new products, then those products should be clearly noted as "not available" using the contract. This should be clearly displayed on the PLC website and ALJP Price List. The Qualified Bidder must also complete the Discount Schedule indicating the proposed single discount.

It should also be noted that a Contract Holder and/or sales contacts including ALJP Authorized Resellers assigned may offer additional discounts above and beyond those discounts awarded in the resulting contract(s) of this ITB. Additional discount(s) may include additional discounts for volume purchases and/or other events.

CATEGORICAL DISCOUNTS

It is recognized that within some requested product lines there are clear and distinct categories of sub-products within the submitted Product Line Product Offering and Base Pricing source. It is recognized that it may be in the best interest of the LEA Group Members to allow the Qualified Bidder (and subsequently the Contract Holders) to provide a *different* discount quote for each of these predetermined categories. However, these categories must be well established and defined within this product line's history prior to the submission of a bid response to this ITB and not developed specifically for the Qualified Bidder's response to this ITB. The allowance of categorical discounts does not include a predetermined category for each and every product within the product line, i.e. every product listed in the Product Line Product Offering and Base Pricing source cannot be considered a category in and of itself. If clear and distinct categories cannot be identified then the Qualified Bidder must use the single discount as their response to the entire product line.

These categorical discounts per category will not be allowed to decrease over the life of the contract. If the Qualified Bidder chooses to submit discounts using categories as opposed to a single discount for the entire Product Line Product Offering and Base Pricing source then the quoted categories must be clearly and distinctly recognized per product listed in that source. The Qualified Bidder will provide a detailed description of each category and provide the specific level of discount quoted for each category. If Categorical Discounts

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580 are submitted the Qualified Bidder must complete the Discount Schedule indicating categories and proposed 581 discount in each. 582 A description of the discounts submitted whether a single across-the-board discount or categorical discounts 583 must be provided on the PLC Website in clear and concise terms. New products added under this scenario 584 must clearly fit within a given predetermined category and that category's quoted discount should apply. If 585 the Contract Holder is unable to extend the discount originally quoted to the new products, then those 586 products should be clearly noted as "not available" using the contract. This should be noted on the PLC 587 website and ALJP Price List. 588 ALABAMA JOINT PURCHASING PRICING LIST 589 590 The Qualified Bidder will provide a detailed Alabama Joint Purchasing Price List (ALJP Price List) with a 591 response to product line within this ITB. This list must be in the form of a Microsoft Excel spreadsheet file 592 consisting of the individual information products listed in the proposed Product Line Product Offering and Base 593 Pricing source, including the MFG SKU, Qualified Bidder's or Product Line Product Offering and Base Pricing 594 source Product Identification Number, Name of Product, Description of Product, UOM, base price from the 595 Product Line Product Offering and Base Pricing source, discount applied, ALJP Price, and Category (if 596 applicable). Only products of the product line are to be entered. There will be no horizontal divisions and the 597 list should be continuous until all products of the proposed Product Line Product Offering and Base Pricing 598 source have been listed with all information with an ALJP Price calculated. An Excel template will be provided 599 and the Qualified Bidder must verify accuracy and availability of the data provided by the Qualified Bidder on a 600 submitted CD or DVD. The Qualified Bidder will use the format described and provided in the Bid Submittal 601 section of this document. Additionally this file must be posted and readily available on the Potential PLC 602 Website on the date and time of the bid opening – **NOT BEFORE**. 603 The ALJP Price list must be updated as products are added and/or modified to the Product Line Product 604 Offering and Base Pricing source by the Contract Holder once an award has been made. This price list in 605 current form and an archival must be made available on the required PLC Website. 606 The ALJP Price list will be the key element in the evaluation of awards. It is important that this list be verified 607 and included in the format described within this ITB and mailed/or delivered bid response. Elements such as 608 Product ID/SKU, base pricing of individual products shown within the submitted Product Line Product Offering 609 and Base Pricing Source will be located and verified. 610 **COST PLUS OPTION** 611 The Qualified Bidder may provide a Cost Plus discount or mark-up over cost form of discounting method. 612 However, the initial cost would be considered the "base price" and it must be incorporated clearly within the 613 Product Line Product Offering and Base Pricing source as described above. Additionally, the ALJP Price List 614 required will be modified such that the base price will be the Cost, the discount will represent the percent (%) 615 mark-up on Cost and the ALJP Price will be the cost of the product plus the mark-up. Categories may still apply

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616 as previously discussed. In this model the percent mark-up must never increase but may be reduced to favor 617 the LEA Group Members. This is not the preferred method of discounting; however, it will be accepted. 618 619 DISCOUNT SCORE 620 During the evaluation the total score for the Discount portion will have a weight of 75%. In the event that 621 multiple responses for a specific product line are evaluated based on the same Product Line Product Offering 622 and Base Pricing source, the most points for this section will go to the Qualified Bidder with the highest quoted 623 discount. An analysis of the ALJP Pricing List submitted by each of the competing Qualified Bidders will be 624 performed to confirm equivalency of the Product Line Product Offering and Base Pricing source. In the event 625 that multiple responses for a specific product line are evaluated based on submitted variable sources, the ALIP 626 Pricing List submitted with the qualified responses will be evaluated and higher points given to the Qualified 627 Bidder that provides the best discount and best availability of products of the product line. SALES CONTACTS 628 629 Contract Holders must provide contact information for the authorized sales staff. This staff and/or ALIP 630 Authorized Resellers (vendors) must be specifically familiar with the terms of the awarded contract (This 631 includes any ALJP Authorized Resellers if applicable). LEA Group Members will be provided sales information 632 and obtain written ALIP quotes for product or products they are to buy using the contract(s) resulting from this 633 ITB from the designated sales contacts at their discretion. The Contract Holder will also be responsible for 634 providing audit trail information for confirming contract pricing either directly or indirectly through the ALIP 635 Authorized Resellers (if applicable). The Contract Holder will maintain a comprehensive list of all current sales 636 contacts and archives on the PLC Website. Sales contact information provided must include, but not limited 637 to, the following: 638 Company Name 639 Contact Name 640 **Email Address** 641 Telephone 642 Fax Number 643 **Mailing Address** 644 **Physical Address** 645 **Additional Notes** 646 Service Provider Identification Number (SPIN) – if E-Rate is applicable 647 Additional Notes may be provided to describe specific sales regions or other identification necessary to help 648 the LEA Group Member choose the correct Sales Contact in making their purchasing decision. As described 649 earlier the individuals listed here may be sales contacts that are a part of the actual Contract Holder's staff 650 and/or contacts from other identified and authorized resellers. The term ALJP Authorized Resellers generally 651 refers to a company that is not the contract holder but is authorized by the Contract Holder to offer the

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652 653	products awarded via an ALJP Contract awarded to the Contract holder. The ISO Certification requirement only applies to the Contract Holder.
654 655	The Qualified Bidder responding to this ITB must provide this information in their final response to this ITB. This information must also be included in the submitted Potential PLC Website.
656 657	
658	ADDITIONAL TERMS, CONDITIONS, AND CLARIFICATION
659	PAYMENT
660 661 662 663 664	The awarded Contract Holder or designated authorized reseller must not construe payment as acceptance of products furnished under the resulting contract. The LEA Group member or the SDE reserves the right to conduct further testing and inspection after payment, but within a reasonable time after delivery, and to reject the product(s) if such a post-payment testing or inspection disclosed a defect or a failure to meet specifications.
665 666 667 668 669	Upon notification of a defective or rejected product the Contract Holder or Authorized Reseller must coordinate plans to replace the product(s) with others that conform to the specifications and which are not defective. The replacement of the product will be at the Contract Holder's (or if applicable the ALJP Authorized Reseller's) expense and must be performed within 15 days of notification. Rejected products left longer than 30 days will be regarded as abandoned, and the LEA Group member will have the right to dispose of the product(s) as its own property.
671	All products must be free of all liens.
672 673 674	In accordance with Title 16 Chapter 61E of the Code of Alabama 1975, each LEA Group member shall pay its share of expenditures for purchases under any agreement in the manner set forth in the agreement and in the same manner as it pays other expenses of the LEA.
675 676 677 678 679 680 681 682 683	If an award is made to a Qualified Bidder, such awarded Contract Holder and/or chosen ALIP Authorized Reseller shall receive Purchase Orders as normally done to furnish the awarded products of the specific product line to the LEA Group Member. Purchases made through resulting contract of this ITB must be offered to only those school systems, universities, and colleges participating in the program (LEA Group Members) and listed on the ALIP Web site. Prior to the issue of a purchase order, the LEA Group Member may request an official ALIP Contract Quote. For audit purposes the Sales Contacts listed as contacts authorized to sell a product or products from the awarded product line contract should provide a quote to interested LEA Group Members, upon their request(s), with the following information present and documented: * ALIP Contract Number
685	* All pricing information including
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686	 Non ALJP Discounted price from Product Line Product Offering and Base Pricing 				
687	 ALJP Discount Provided 				
688	 Additional Discounts (if applicable) 				
689	 Total price for Quote 				
690	* Sales Contact Information				
691	 The quote should not include products from other product lines not covered under the specifi 				
692	ALJP Contract				
693	* A given deadline for prices to expire, however only additional discounts may be allowed to				
694	expire as the contract price based on the awarded discount will remain in effect for the life of				
695	the contract.				
696	Individual schools or SDE-recognized entities of the LEA Group members may also purchase products				
697	from the awarded contracts through their system technology coordinator or designee. They must				
698	· · · · · · · · · · · · · · · · · · ·				
699	All documentation of purchases from the resulting contract(s) shall include reference to the assigned				
700	ALJP Contract number.				
701	The SDE will not participate in any individual purchase(s) between the awarded vendor and LEA Group				
702	member. The SDE provides assistance through the publishing of current and official contract information on				
703	the ALJP Website, approving and monitoring the PLC Websites and required documentation developed by the				
704	Contract Holder(s) and other administrative functions of the awarded contract(s). It is not the intent of the				
705	SDE to be involved in individual purchases using resulting contract(s) unless a conflict arises with contract				
706	terms and conditions.				
708 709	SEPARATION				
709	SEPARATION				
710	The LEA Group members may provide information to the SDE concerning the awarded contract performance				
711	consisting of the ability to meet contract obligations, quality of customer service, and other vendor				
712	performance factors. This information will be evaluated throughout the contract(s) life by the committee to				
713	determine if a termination of contract is warranted. The SDE will provide a formal mechanism for such				
714	communications with the LEA Group Members.				
715	Possible reasons for contract termination may include any of the following:				
716	Failure to meet the requirements of this ITB throughout the contract period including a current and				
717	non-obsolete ISO-9001 certification;				
718	Failure to deliver the product(s) purchased within an agreed upon time period or period specified on				
719	the Purchase Order. In cases that are proven to be beyond the control of the contract holder or				
720	authorized reseller some exceptions may be considered;				
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	Failure of Contract Holder or Contract Holder's identified authorized resellers to provide purchasing information as described within this ITB;
	Improper delivery;
	Failure to provide a product(s) that is in conformance with the specifications referenced in the ITB;
	Failure to provide products at prices described;
	Failure to provide quarterly update information;
	Delivery of a defective item without replacement;
	Insolvency or bankruptcy;
	Failure to protect, to repair, or to make good any damage or injury to property; or
	breach of any provision of the Contract.
_	CONTRACT ACTIVITY REPORTS
L	The Contract Holder will organize and maintain a database of all purchases and relative information such as LEA Group Member's name, date of purchase; item(s) purchased, Purchase Order Number, purchase price, etc. This information must be made available, by the vendor, to the SDE on a quarterly basis.
r ii r r	These Contract Activity Reports should be made available in detail on the PLC Website once contract has been awarded. If purchasing activity reports are considered private by the Contract Holder then the Contract Holder may password protect this specific sales report file and the archives of these files on the PLC Website. Login information must be provided to the SDE upon notice of first quarterly report. Otherwise these quarterly reports should be emailed to the SDE for review. The SDE reserves the right to post data from quarterly reports in various communications related to the program. Additionally: The Contract holder may provide an updated total sales activity for this contract on the PLC Website starting from the initial contract start date through a current (or near current) date.
r iii r t	awarded. If purchasing activity reports are considered private by the Contract Holder then the Contract Holder may password protect this specific sales report file and the archives of these files on the PLC Website. Login information must be provided to the SDE upon notice of first quarterly report. Otherwise these quarterly reports should be emailed to the SDE for review. The SDE reserves the right to post data from quarterly reports in various communications related to the program. Additionally: The Contract holder may provide an updated total sales activity for this contract on the PLC Website starting from the initial contract start date
a r r r t t	awarded. If purchasing activity reports are considered private by the Contract Holder then the Contract Holder may password protect this specific sales report file and the archives of these files on the PLC Website. Login information must be provided to the SDE upon notice of first quarterly report. Otherwise these quarterly reports should be emailed to the SDE for review. The SDE reserves the right to post data from quarterly reports in various communications related to the program. Additionally: The Contract holder may provide an updated total sales activity for this contract on the PLC Website starting from the initial contract start date through a current (or near current) date.
a r r r t t	awarded. If purchasing activity reports are considered private by the Contract Holder then the Contract Holder may password protect this specific sales report file and the archives of these files on the PLC Website. Login information must be provided to the SDE upon notice of first quarterly report. Otherwise these quarterly reports should be emailed to the SDE for review. The SDE reserves the right to post data from quarterly reports in various communications related to the program. Additionally: The Contract holder may provide an updated total sales activity for this contract on the PLC Website starting from the initial contract start date through a current (or near current) date. If authorized resellers are applicable, the awarded vendor must include individual information from these entities in the report as well.
a r r r t t t	awarded. If purchasing activity reports are considered private by the Contract Holder then the Contract Holder may password protect this specific sales report file and the archives of these files on the PLC Website. Login information must be provided to the SDE upon notice of first quarterly report. Otherwise these quarterly reports should be emailed to the SDE for review. The SDE reserves the right to post data from quarterly reports in various communications related to the program. Additionally: The Contract holder may provide an updated total sales activity for this contract on the PLC Website starting from the initial contract start date through a current (or near current) date. If authorized resellers are applicable, the awarded vendor must include individual information from these entities in the report as well. Purchasing information may be gathered from LEA Group Members during audits or other events and compared to the Contract Activity Reports that indicate a purchasing action by the LEA Group Member.

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If, within the past five (5) years, the Qualified Bidder has been disbarred, suspended, or otherwise lawfully
 precluded from participating in any public bid activity with any federal, state, or local government, the
 Qualified Bidder must include a letter with the bid package describing detailed information relating to the
 disbarment or suspension.
 Failure to supply such a letter may result in a disqualified bid or cancellation of contract.

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758 **BID COORDINATOR** 759 Jerome Browning 760 Alabama Department of Education 761 **Technology Initiatives** 762 P.O. Box 302101 763 5351 Gordon Persons Building 764 Montgomery, AL 36130 765 Phone: 334-242-9594 766 Fax: 334-353-5886 767 Email: aljp@alsde.edu 768 **BID IDENTIFICATION** 769 Each product line listed in the Product Lines Requested section of this document is to be addressed by the 770 name of the Product Line listed. In general, reference to this Invitation to Bid as a whole will be indicated by 771 ALJP2012. 772 All communication regarding this Invitation to Bid must be directed to the bid coordinator listed in section 773 774 All communication must be in written form through the use of Web site question submission or email if 775 applicable. 776 All comments and questions must be made via web (visit http://aljp.alsde.edu), by the deadline specified in 777 the schedule of events listed in Schedule of Events section. 778 Each communication in relation to a specific product line requested must be clearly marked with the 779 ALJP2012- the product line name located in the Product Lines Requested section of this document entered in the subject area of the email or on the envelope. If the communication is related to the ITB in general then 780 use "ALJP2012 - General" as the reference for the communication. 781 782 The SDE will not be held responsible for delays or technical problems that may arise due to temporary failure 783 of email or Web site availability.

GENERAL INSTRUCTIONS

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- In the event that the interested vendor does not have access to the Web site, all communications may be sent by email and/or regular mail but must be received by the SDE prior to the deadline specified in the schedule of events listed in Schedule of Events section.
- The SDE will respond to all timely written communications through posting of questions and responses via Website. The Website will be available at http://aljp.alsde.edu.
- 789 It is the responsibility of the Qualified Bidder to monitor this site for information updates, instructions, or addendums.
- Any information, other than the information provided in this Invitation to Bid and Website, given by the SDE should be considered for informational purposes only.

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SCHEDULE OF EVENTS:

Event	Date-Time (Central Tin	me Zone)
SDE Release of ITB for Response	05/30/2012	
	Introduction	Thu 6/7/2012, 8:00 AM – 9:00 AM
Bidders Web Conference –	Bidder's Conference*	Wed 6/20/2012, 1:00 PM – 2:00 PM
See ALJP Web site for information	Bidder's Conference* (Repeat)	Wed 6/27/2012, 1:00 PM – 3:00 PM
	Bidder's Conference* (Repeat)	Thu 6/28/2012, 9:00 AM – 11:00 AM
Deadline for Questions	Fri 7/6/2012, 10:30 AN	Л
Deadline for Submitting Bid(s)	Tue 7/17/2012, 4:30 PM	
Public Bid Opening	Wed 7/18/2012, 9:00 AM	
SDE and Committee Evaluation Process Begins	Thu 7/19/2012	
Awarding of Contracts	7/23/2012 - 8/10/2012	
Purchasing by LEA Group May Begin	Date to be posted on A	ALJP Website

* Attendance is highly advised. Qualified Bidders should have one representative present at least one of these sessions scheduled on Thursday 6/21/2012. The second session is a repeat of the morning session. All sessions will be recorded and made available.

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BID CONFERENCE 799 800 Interested bidders must attend one of the three scheduled Bidders Conferences. (Revised in Addendum 801 A). These sessions will discuss in detail the process and requirements of the qualified bidder response. 802 Interested bidders must have a representative at one of these three sessions. 803 804 BID SUBMITTAL 805 The complete bid submittal will consist of the following elements specific to an ALJP2012e ITB Response in the 806 order listed: 807 1. Fully Completed ALJP2012 ITB Document Printed & Two Digitized Copies on two separate CDs. 808 a. Each page must be initialed. 809 b. Entry items must all be addressed and completed 810 i. Located throughout this document 811 c. Including Attachments (in order and clearly marked) 812 i. Attachment A - International Organization for Standardization (ISO) Certificate & 813 Supporting Documentation 814 ii. **Attachment B** - E-Verify Supporting Documentation (if applicable) 815 iii. Attachment C - POTENTIAL PRODUCT LINE CONTRACT WEBSITE REPRESENTATION 816 NOTE: The Potential PLC Website as provided on this document by the bidder must 817 contain documentation as described and be represented in print format in Attachment 818 C. 819 2. ALJP Price list 820 a. EXCEL Worksheet Format provided 821 b. Provide a copy of complete list on 2 CDs submitted 822 c. This does not have to be printed and included in Bid Package but it must be located on each of 823 the two CDs and on the Potential Product Line Contract Website. 824 **BID PACKAGE SUBMISSION** 825 Bidders are to provide a single bid package for *each product line* to be considered. 826 FINAL RESPONSE FORMAT 827 • The Qualified Bidder will provide the response in a 3-Ring binder (hardshell) that will have secure 828 pockets for the required CD or DVD. Your response must not deviate from the format described within 829 this document. 830 Additionally, two copies of the bid submission in digitized form must also be submitted with the bid 831 package. The digitized format must include a single portable document file (or PDF) containing the 832 complete response. The two identical digital files must be submitted on two separate CDs or DVDs.

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33 34 35 36 37 38 39 40 41 42	 The ALJP Pricing spreadsheet file should also be included on each CD/DVD submitted in the provided MS Excel file format. The Qualified Bidder must self-verify the files before inclusion in submitted bid package. With the exception of the ALJP pricing spreadsheet, the required digitized "pdf "should be a single file containing all ITB response items, required documents and supporting documents as deemed necessary. Each securely sealed package must be clearly marked with the ALJP2012 - and the Specific Product Line. (Example: ALJP2012-Acer) Please include a "DO NOT OPEN" message clearly on the package. If package is boxed inside a carrier's box then that box should also have the ALJP ITB ID clearly visible.
44	BID DELIVERY ADDRESS
45 46	 Submitted bid packages must be mailed or hand delivered to the SDE using either of the following two addresses:
47	COURIER MAIL
49 50 51 52 53 54	Technology Initiatives ATTENTION: Jerome Browning 50 N. Ripley St. 5315 Gordon Persons Building Montgomery, AL 36104-3833
55	REGULAR MAIL
6 7 8 9 0 1 2	Alabama Department of Education Technology Initiatives ATTENTION: Jerome Browning 5315 Gordon Persons Building P.O. Box 302101 Montgomery, AL 36130-2101
63 64	Submittal as described above must be made by the date and time expressed in the schedule of events. Do not use any other address other than the information listed above.
65 66	No other format (Fax, email, etc.) will be accepted.
57	COST OF PREPARING BIDS

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868 869 870 871 872	 The SDE will not reimburse any cost the bidder may have in the preparation and submittal of any bid package. It should be noted that the use of Microsoft Word 2007/2010, Microsoft Excel 2007/2010 and Adobe Acrobat 9 Professional will be required. Scanning or digitizing documents will be required. 			
873	BIDDER ERRORS			
874	REVISIONS TO PREVIOUSLY SUBMITTED BIDS			
875 876 877 878 879 880 881 882	 Any bidder who submits a bid package and finds it needs revisions or canceling may do so via email notification to the coordinator. The SDE will not open sealed bids before bid opening date and time. If revisions are needed then the bidder must notify the coordinator via email of the cancellation of current bid package and submit a new bid package before the deadline for submitting bids. The bidder is responsible for cancelled bid package(s). The cancelled bid package(s) will remain sealed and be voided in the bid process. It will be discarded upon notification of the bidder unless bidder arranges for pick-up. Bidders are responsible and liable for all errors or omissions contained in their bid packages. 			
883	INVITATION TO BID AMENDMENTS AND CANCELLATION			
884 885 886 887 888 889	 The SDE in conjunction with the Montgomery County School System reserves the right to amend this Invitation to Bid at any time. The SDE also reserves the right to cancel and/or reissue this Invitation to Bid at its sole discretion. Any amendments or cancellations regarding this Invitation to Bid will be made via Web site announcements (http://aljp.alsde.edu). It is the bidder's responsibility to monitor Web site for such information on a daily basis. 			
890	RIGHT TO REJECT BID PACKAGES			
891 892 893 894 895 896 897 898 899 900 901 902	 The SDE reserves the right to reject any and all submitted bid packages at SDE discretion. The SDE reserves the right to cancel this Invitation to Bid in its entirety. Any bid package submitted, which does not meet the requirements set forth within this Invitation to Bid including the ISO requirement, will be considered a non-response and will not be considered. Bidder must comply with all terms of this Invitation to Bid (ITB) and applicable State Laws, including but not limited to Title 16 Chapter 61E of the Code of Alabama 1975, and regulations (see http://www.legislature.state.al.us/CodeofAlabama/1975/coatoc.htm). The SDE will reject any proposal that does not comply with all the terms, conditions, and performance requirements of this ITB. In the event a product line does not receive a bid package or receives a single bid package for a specific product line, the SDE reserves the right to negotiate with known vendors to provide the product line to the LEA Group members. 			

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903 BID PACKAGE AND PUBLIC INFORMATION 904 • All bid packages and any materials submitted in response to this ITB by the bidder become the 905 property of the SDE. Selection or rejection of a bid package does not affect this right. 906 All information provided by the bidder in the bid package will be available for public viewing upon 907 request after bid opening. 908 o All responses received may be posted on an SDE Web site. 909 o The bid package submitted must be made available digitally on the Potential PLC Website 910 By submitting a bid package the bidder acknowledges and accepts that the full contents of the bid 911 package will be made available for public inspection. 912 By submitting a bid package the bidder agrees to all requirements, terms, and conditions of the ITB. 913 QUALIFIED BIDDER RESPONSE DETAIL 914 ALL QUALIFIED BIDDERS MUST USE THE RESPONSE TEMPLATES AND OTHER TEMPLATES AS REQUIRED IN 915 THEIR RESPONSE TO THIS ITB. 916 Any additional documents attached that are not stated as a requirement may or may not be used for 917 your response evaluation. 918 Required documentation must be attached or inserted in the space as instructed. 919 The use of Microsoft Excel and Adobe Acrobat 9 Pro is required for response. This tool will allow the 920 saving, insertions, and other capabilities necessary to provide a quality response to this ITB. The SDE has 921 tested submission process and will not provide support for any tool used in your response. The use of 922 Adobe Acrobat 9 Pro and Microsoft Excel & WORD 2010 may or may not be discussed during bidder's 923 conference. 924 925

DISCOUNT SCHEDULE						
Reserved	Single or Across-the-Board Discount	Applies to all product listed in the Product Line Product Offering and Base pricing Source submitted				
	Categorical Discounts (If Ap	plicable)				
Category Identification	Title	Description	Proposed Discount %			

Complete the Categorical Discounts section if and only if you are proposing categorical discounts on the products of the proposed product line list on the Product Line Offering and Base Pricing Source. Otherwise if a single discount is proposed enter that amount in the reserved section above. Add an additional page if necessary.

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The SDE and ALJP2007 LEA Group Committee will remain consistent with Chapter 61E of the Code of Alabama 1975. It is clearly stated within the law that "The Legislature therefore desires to authorize the joint purchase of information technology and competitive bidding as well as ensure quality vendors." This statement is recognized by the SDE and Committee and we believe it is supported by the ISO-9001 certification requirement within the law. The ISO-9001 certification requirement is a practical requirement to ensure our schools are able to purchase information technology from quality vendors. A company/vendor having this current and upto-date certification has demonstrated, and been certified by an ISO Registrar, quality and exemplary business management in terms of customer service, sound consistent business practices, and the proven ability to offer services and products to the participating Alabama Public School Systems (LEA Group). The Title 16 Chapter 61E of the Code of Alabama 1975 (formerly known as Alabama Act No. 2003-392), signed into law on June 23, 2003 by Governor Bob Riley, is the guiding document in the creation and administration of this bid and resulting contract(s).

The SDE's interpretation of the term "affiliates" as included in the ISO-9001 requirement stated within the Title 16 Chapter 61E of the Code of Alabama 1975 that "any companies that have ISO-9001 certification or any companies or contractors whose <u>affiliates</u>, subdivisions, subsidiaries, or departments have ISO-9001 certification can bid on the information technology to be jointly purchased." It is not the SDE's position to make an interpretation of a set term within a law if it is defined elsewhere in state law or federal law. The SDE prefers to use such related and documented definitions when available. A primary resource in the defining of the term "affiliates" is the Code of Alabama 1975, Title 6 "Civil Law", Chapter 12, and Section 6-12-2:

SECTION 6-12-2

2) AFFILIATE. A person who directly or indirectly owns or controls, is owned or controlled by, or is under common ownership or control with, another person. Solely for purposes of this definition, the terms "owns," "is owned" and "ownership" mean ownership of an equity interest, or the equivalent thereof, of ten percent or more, and the term "person" means an individual, partnership, committee, association, corporation, or any other organization or group of persons.

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961 Though this definition within the law relates to "Escrow Fund for Certain Tobacco Product Manufacturers" the 962 SDE considers this definition as "our definition" of the term affiliate. This may also be considered as our 963 defined "interpretation" of the term affiliates, if necessary. 964 In additional support of our definition of the term affiliate, we find it is consistent with the Federal 965 Communication Commission (FCC), in the Telecommunications Act of 1996 (available on the Internet at 966 http://www.fcc.gov/Reports/tcom1996.txt located in section 3 of the document) stating the following: 967 "The term `affiliate' means a person that (directly or indirectly) owns or controls, is owned or controlled by, or 968 is under common ownership or control with, another person. For purposes of this paragraph, the term "own" 969 means to own an equity interest (or the equivalent thereof) of more than 10 percent." 970 This definition is relational and crucial in our definition of an affiliate. One of the major purposes for the SDE's 971 involvement as the administrator of the ALJP Program is to provide a state master contract for LEAs to 972 purchase Information Technology (in accordance with Title 16 Chapter 61E of the Code of Alabama 1975). The 973 ALJP ITBs relate to the Telecommunications Act of 1996. The Telecommunications Act of 1996 formed the 974 program commonly known as "E-Rate" which is administered by the Universal Services Administrative 975 Company (USAC) and the Schools & Libraries Division (SLD). This program provides various discounts on eligible 976 services and products depending on an applicant's (LEAs and respective schools) level of poverty reflected 977 primarily by their Free & Reduced Lunch ratios. The product lines listed in ALJP ITBs may include "E-Rate" 978 eligible products. This provides a connection or relationship between the Telecommunications Act of 1996 and 979 the ALJP ITBs in relation to the definition of "affiliate." The ability for our LEAs to use the ALJP resulting 980 contract(s) will assist them by reducing their time and effort, and paperwork in making E-Rate applications for 981 discounts by eliminating need required Form 470 which is basically the bidding process required by USAC and 982 the FCC. 983 A similar definition can be found in the Gramm-Leach-Bliley Act 15 USC, Subchapter I, Sec. 6801-6809 available 984 on the Internet at http://www.ftc.gov/privacy/glbact/glbsub1.htm#6809 Disclosure of Nonpublic Personal 985 Information provided by the Federal Trade Commission the definition of affiliate as: 986 (6) Affiliate 987 The term "affiliate" means any company that controls, is controlled by, or is under common control with 988 another company.

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989 As a result of this analysis, the SDE and Committee will remain consistent with the ISO-9001 requirement that 990 "any companies that have ISO-9001 certification or any companies or contractors whose affiliates, 991 subdivisions, subsidiaries, or departments have ISO-9001 certification can bid on the information technology to 992 be jointly purchased..." as it is written with the definition (or clarification) of "affiliates" as: 993 AFFILIATE. A person who directly or indirectly owns or controls, is owned or controlled by, or is under common 994 ownership or control with, another person. Solely for purposes of this definition, the terms "owns," "is owned" 995 and "ownership" mean ownership of an equity interest, or the equivalent thereof, of ten percent or more, and 996 the term "person" means an individual, partnership, committee, association, corporation, or any other 997 organization or group of persons. (Code of Alabama 1975, Title 6 "Civil Law", Chapter 12). 998 The terms subdivisions, subsidiaries, and departments will be considered synonymously with affiliates. It is 999 also important to understand that a company that is not ISO-9001-certified that simply purchases products 1000 listed in the product line listing (modified in Item #2) from an ISO-9001 Certified Manufacturer/Publisher for 1001 resell, does not meet the affiliates definition. If a bid is submitted by a company or contractor that is not ISO-1002 9001-certified and is not affiliated with an ISO-9001-certified entity (see definition of "affiliate" above) it (the 1003 bid package) will be disqualified as not meeting the criteria set forth in Title 16 Chapter 61E of the Code of 1004 Alabama 1975, signed into law on June 23, 2003 by Governor Bob Riley, is the guiding document in the 1005 creation and administration of this bid and resulting contract(s). 1006 However, if the bidding company does meet ISO-9001 certification requirement, then that company, if 1007 awarded the contract, can name authorized resellers that could include companies that do not meet the ISO-1008 9001 or affiliate requirement. An authorized reseller of a product line manufactured/published does not 1009 automatically meet the definition of an affiliate. Authorized resellers can be removed by awarded company in 1010 accordance with their definition of an authorized reseller. 1011 The bidding company/vendor listed on the cover page must meet the ISO-9001 certification or be a vendor 1012 who directly or indirectly owns or controls, is owned or controlled by, or is under common ownership or 1013 control with, another vendor of which the ownership represents 10% equity of a company that is currently 1014 ISO-9001-certified. If there is an affiliated relationship and the awarded vendor does not actually hold the 1015 certification, the bidder must include documentation of proof that the bidding vendor has an affiliation or is a 1016 subdivision, subsidiary, or department of a company that does have a ISO-9001 certification, in accordance to 1017 the definition stated above, including a letter of qualification on the ISO-9001. This letter should be on the 1018 ISO-9001-certified company's letterhead and signed by an authorized official of the company as well as

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notarized. The content of the letter should describe the relation between the two companies and how the
definition of affiliate is met including a description of the ownership or control. An ISO-9001 certificate should
be included and in the "iso certification information" area on the cover page, the certifying company's information
should be entered. Adjacent to the title of that section the bidder will include a statement that identifies the
relation to the certified company. This statement should read: In Affiliation With, Subdivision of,
Subsidiary of, or A Department of (Ex: In Affiliation with XYZ Corp.).

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AGREEMENT

I. General Stipulations

For mutual consideration, the Alabama State Department of Education and Company, a State Corp, do fully understand and agree to the below rendition of facts and law that support the need for the following agreement. Company, a State Corp, recognizes, accepts, and agrees with the Alabama State Department of Education to the following:

Section 16-61E-2 Code of Alabama (1975) permits school districts to enter joint purchasing agreements for the lease or purchase of "information technology" defined as "equipment, supplies, and other tangible personal property, software, services, or any combination of the foregoing, used to provide data processing, networking, or communications services." As a result, the Montgomery County Public School System and other educational institutions across the State of Alabama have entered into as many separate joint purchasing agreements where each agree with one another to purchase or lease information technology for their respective schools. These schools, to-wit: the Local Education Agencies (LEAs) listed on the contract administrator website, and hereinafter referred to as LEA Group Members, have entered into the aforesaid joint purchasing agreements for the purpose of competitive bidding and purchasing and/or leasing of information technology and in each respective joint purchasing agreement have expressly authorized the SDE as its Joint Purchasing Administrator. Additionally, state law allows the Administrator, SDE, to be responsible for issuing the Invitation to Bid, evaluating the bids received, and awarding the contract.

This document is the resulting contract by and between Company, a State Corp, with its principles offices at Address, City, ST, Zip hereinafter referred to as "Vendor" and the State of Alabama, acting for purposes of this Contract through its State Department of Education (SDE) with its offices at Montgomery, AL. This contract is in complete accord with Section 16-61E-2 Code of Alabama (1975) (see Attachment A) and Invitation to Bid (ITB) #ALJP2011 (see Attachment B) and vendor's response to ITB #ALJP2011 (see Attachment). Inasmuch as the correct and proper invitation and evaluation of bids have been followed by all parties, the Vendor has been awarded this contract by the SDE. This agreement between SDE and Vendor will facilitate and administer the purchasing or leasing of information technology. This contract is effective Start Date and continues until First End Date. The SDE, at its own discretion, will extend the length of this contract for various periods not to exceed a period of 36 months for the total life of the contract. The resulting contract will, without written notification, automatically renew on an annual basis unless the SDE declines to renew the resulting contract for the additional periods. In the event that an annual full or partial renewal is not offered, the SDE will notify the contract holder in writing 60 days prior to the renewal expiration date.

 In consideration of the various sums and rates listed in the attachments made part of this agreement, the Vendor agrees to provide the product line of Product Line consisting of but not limited to,

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on for the purchasing of the aforesaid LEA Group Members in accordance to Section 16-61E-2 ode of Alabama (1975). Additionally, the Vendor agrees to abide by the terms and conditions expressed low by the SDE, Administrator of these joint purchasing agreements.

II. Conditions of Administration

(1) The Vendor will be required to maintain and keep current the Product Line Product Offering & Base Pricing source as submitted.

(2) The Vendor will be required to maintain and keep current the required elements on the Vendor developed Product Line Contract Website located at PLC WEBSITE URL.

- (3) The Vendor will combine base pricing from the Product Line Product Offering & Base Pricing source and the awarded discount information to maintain the ALJP Price List and updates this file to be located on the Product Line Contract Website. The Vendor will notify the SDE of this or any changes to information on the Product Line Contract Website with a short description of the change(s) via an email to aljp@alsde.edu. SDE requires that only Product Line branded products be included on the ALJP Price Listing.
- (4) The SDE will use the awarded Product Line Product Offering & Base Pricing source and Discount(s) to verify the ALJP Pricing submitted and the prices quoted by listed Sales Contacts and/or an online ordering website (if applicable).
- (5) The Ordering Instructions will be provided by the Vendor through the Vendor developed Product Line Contract Website. The Vendor is responsible for keeping the SDE informed of any changes to the Ordering Instructions and shall keep all information accurate and current.
- (6) The Vendor must provide quarterly contract activity and other reports to the SDE as described within ITB#ALJP2012e.
- (7) The LEA Group Members, Vendor or the Vendor assigned Authorized Resellers will be required to reference any quotes, purchase orders or other documentation issued as a result of the contract by identifying the same with "Contract #ALJP2012e-xxxx" for audit purposes.
- (8) The Vendor and its Authorized Resellers (if applicable) will provide purchase order information from all sales activity as directed by the SDE.
- (9) In accordance with Section 16-61E-2 Code of Alabama (1975), each LEA Group Members shall pay its share of expenditures for purchases under this agreement in the manner as it pays other expenses of the LEA.

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1105 (10)The SDE will not issue purchase orders for the LEA Group Members but will only 1106 administer the program for the LEA Group Members. Purchase orders will be initiated by 1107 the individual LEA Group Member and Vendor or Reseller (per Vendor's instructions). 1108 (11)110 The SDE in addition to monitoring and oversight, may also purchase, with the consent of the Director of Finance or his or her designee, from ALIP contracts when purchases are necessary to maintain statewide application and compatibility. 1113 (12)By signing this agreement the Vendor agrees to the terms set forth within the "Alabama 1114 Department of Education Invitation to Bid ALJP2012e" to provide branded productline products consisting of but not limited to, pldescription. Further, after signature of an 1115 authorized Company official and return of the Agreement to SDE at the address provided 1116 in ITB #ALIP2012e, this agreement shall be considered in force and effect. 1117 III. Contract Disputes. 1118 1119 (1) Dispute Resolution. The parties shall attempt, in good faith, for a period of not less 1120 than thirty (30) days to resolve any controversy, claim, or dispute arising out of this Agreement through negotiations. Furthermore, should the parties be unable to resolve 1121 any disputes arising under the terms of this Contract, the parties hereto agree, in 1122 compliance with the recommendations of the Governor and Attorney General, when 1123 considering settlement of such disputes, to utilize appropriate forms of non-binding 1124 alternative dispute resolution including, but not limited to, mediation by and through the 1125 1126 Attorney General's Office of Administrative Hearings or where appropriate, private mediators. 1127 1128 1129 (2) Termination by the State. This Contract may be terminated by the State for Default, as follows: 1130 1131 1132 a. Termination for Default. The State shall have the right to terminate this Contract for Default by (Vendor) upon thirty (30) day written notice. A 1133 Default shall be deemed to have occurred if (Vendor) breaches any 1134 primary obligations, terms or conditions of this Contract and fails to cure 1135 such breach within thirty (30) days after receipt of written notice from 1136 the State concerning such breach. 1137 1138 b. Termination for Vendor Bankruptcy. 1139 To the extent permitted by applicable law, in the event of the filing of a petition in bankruptcy by or 1140 against Vendor, which is not dismissed within thirty (30) days, the State 1141 1142 shall have the right to terminate this Contract upon ten (10) days advance written notice. 1143 1144

. Miscellaneous.

- (1) If any provision of this Contract is invalid or unenforceable under any applicable statute or rule of law, this Contract shall be enforced to the maximum extent possible to effectuate the original express intent of the parties.
- (2) The person executing this Contract on behalf of a party represents that he/she is authorized to sign this Contract on behalf of such party and warrants that he/she has full power to enter into this Contract on behalf of such party.
- (3) Any and all notices shall be sent by United States First Class or Certified Mail or by a courier service furnishing proof of delivery (postage and delivery prepaid) to the addresses for the parties set forth below. Either party may change its notice address by notifying the other in like manner.

If to Vendor:

Company Address City, ST, zip

If to SDE:

Warren Craig Pouncey ALJP2012e 5119 Gordon Persons Building 50 North Ripley St. Montgomery, AL 36102

- (4) This Contract shall be governed by and construed in accordance with the laws of the State of Alabama.
- (5) This Contract shall be administered on behalf of the State by the SDE.
- (6) Neither party shall use the name of the other for any commercial purpose without the prior written consent of the other, except that Vendor may, without prior written consent, identify the State in reference listings as a client of Vendor, if such identification does not include the State's endorsement of the services of Vendor.

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This Contract, together with the bid response Attachments (A & B) hereto, constitutes the complete and entire agreement between the parties. This Contract supersedes all prior discussions, understandings, arrangements and negotiations between the parties with respect to the subject matter of this Contract. The terms and conditions of this Contract shall prevail notwithstanding any variance with the terms and conditions of any order submitted with respect to the Support Services, equipment, supplies or any related services provided in this Contract. This Contract shall not be modified, amended, rescinded, canceled or waived in whole or in part without the written agreement signed by both parties.

V. Required State Provisions.

(1) It is understood that there is no entitlement to any State Merit System benefits to anyone working under the terms of this Contract.

(2) Notwithstanding any provision within this Contract to the contrary, no travel is to be paid by the State under this Contract unless approved in advance by the State Superintendent and agreed for reimbursement to the State by the State Finance Director.

(3) The State Superintendent of Education, through his designated representatives, will sponsor and approve the purposes, administration, and supervision of all phases of the services to be provided.

(4) The initial duration of this agreement is startdate, through June 30, 2012 with aforementioned extensions. Either party upon receipt of a 30-day written notification may terminate the agreement.

(5) It is agreed that the terms and commitments contained herein shall not be constituted as a debt of the State of Alabama in violation of Article II, Section 213 of the Constitution of Alabama, 1901, as amended by Amendment Number 26. It is further agreed that if any provision of this Contract shall contravene any statue or Constitutional provision or amendment, either now in effect or which may, during the course of this Contract, be enacted, then that conflicting provision in the Contract shall be deemed null and void.

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The contractor's sole remedy for the settlement of any and all disputes arising under the terms of this agreement shall be limited to the filing of a claim with the Board of Adjustment for the State of Alabama.

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(6) This agreement is subject to termination in the event of proration of the fund from which payment under this agreement is to be made.

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(7) Neither party shall have the right to assign or transfer its rights or obligations under this contract without the consent of the other party.

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(8) All funds paid under the terms and conditions of this Contract shall be used for purposes permitted and consistent with Alabama law.

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(9) BEASON-HAMMON ALABAMA TAXPAYER AND CITIZEN PROTECTION ACT (ACT 2011-535) ALABAMA LAW (ACT 2011-535) PROVIDES THAT AS A CONDITION FOR THE AWARD OF ANY CONTRACT BY THE STATE TO A BUSINESS ENTITY OR EMPLOYER THAT EMPLOYS ONE OR MORE THE EMPLOYER SHALL PROVIDE DOCUMENTATION EMPLOYEES. ESTABLISHING THAT THE BUSINESS DOES NOT KNOWINGLY EMPLOY, HAS NOT HIRED FOR EMPLOYMENT, NOR WILL IT CONTINUE TO EMPLOY AN UNAUTHORIZED ALIEN, AS THAT TERM IS DEFINED IN ALABAMA ACT 2011-535. BY SIGNING THIS AGREEMENT AND BY REFERENCE IN SUBMITTED BID RESPONSE, COMPANY HEREBY CERTIFIES THAT THEY ARE IN FULL COMPLIANCE WITH ACT 2011-535 AND ACKNOWLEDGES THAT THE AWARDING AUTHORITY WILL DECLARE THIS AGREEMENT VOID IF THE CERTIFICATION IS NOT VALID. DOCUMENTATION OF ENROLLMENT IN THE E-VERIFY PROGRAM WILL BE REQUIRED. FAILURE TO PROVIDE DOCUMENTATION WITHIN 5 CALENDAR DAYS OF NOTIFICATION BY THE SDE WILL RESULT IN THE VOID OF THIS

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1252 AGREEMENT. TO ENROLL IN THE E-VERIFY PROGRAM VISIT WWW.DHS.GOV/E-VERIFY IN WITNESS WHEREOF, the SDE and Vendor have executed this Contract as of the day of 2012. 1255 1256 Company STATE OF ALABAMA DEPARTMENT OF EDUCATION (Signature) Dr. Warren Craig Pouncey Deputy State Superintendent of Education Division of Administration and Financial Services (Printed Name) (Printed Title) This contract has been reviewed for legal form and appears to comply with all applicable laws, rules and regulations of the State of Alabama governing these matters. Larry E. Craven General Counsel for the State Department of Education 1257 1258

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1259	ATTACHMENT A - INTERNATIONAL ORGANIZATION FOR
1260	STANDARDIZATION (ISO) CERTIFICATE & SUPPORTING DOCUMENTATION
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1262	Insert ISO Certificate and all supporting documentation here
1263	
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1267	ATTACHMENT B - E-VERIFY SUPPORTING DOCUMENTATION (IF				
1268	APPLICABLE)				
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REPRESENTATION 1271 1272 Provide screenshots and/or hard printed copies of the required documentation of the Potential Product 1273 Line Website as described in the (Potential) PLC Website Requirements section in this document. This 1274 Attachment does not have to duplicate Attachment A or B. The documentation provided here must be a complete representation of the Potential PLC Website. 1275 1276 1277 1278 1279 1280 1281 1282

ATTACHMENT C - POTENTIAL PRODUCT LINE WEBSITE

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ATTACHMENT D- BID OPENING CHECKLIST (ALJP ADMIN ONLY) FOR INFORMATION PURPOSES ONLY



This form or similar will be used to pre-qualify bids responses in the official bid opening, only.

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ALJP COMMITTEE EVALUATOR'S FORM

(INFORMATION PURPOSES ONLY)

The following form represents the form that the response evaluators will use to determine a score the response's provided by a Qualified Bidder.

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ALJP 2012 ITB Evaluations - New Item					
Edit					
Save Cancel Past	20.	Attach S	ABC spelling Spelling		
Commit	Ciipboard A	ALDIONS 3	pourg		
Evaluator ID *		10			
Response of Evaluation			valuator's assigned ID (None)		
ISO Certification Acceptable			ISO Certificate Accepted		
			© ISO Certificate Not Accepted © Specify your own value: The ALJP Administrator will research the submitted ISO Certification requirement and only allow those that meet requirement to be evaluated. If the ISO certification equirement is not met then there is no need to evaluate the response. This is added to show the importance of the ISO Certificate requirement		
ISO Certficate Comm	ment				
Reseller Authorization			Not Applicable - Bidder is Manufacturer Provided by the Bidder & Acceptable Provided by the Bidder but Not Acceptable Ese ISO901- Certified Authorized Reseller - Section on or near line 130		
RA Comment					
Alabama Company Qualification			■ Qualified Not Qualified Not qualified in the event a bid is received from a Qualified Bidder, having a place of business within the State of Alabama and the bid is no more than three percent greater than the bid of he lowest responsible bidder, the SDE may award the contract to the resident Qualified Bidder. [Code of Alabama 1975, Section 16-138-(a) and section 16-138-7(b)] **Total Code of Alabama** **Total Code		
ACQ Comment					
E-Verify			E-Verify Requirements Met E-Verify Requirements Not Met boes the bild response show that the e-Verify Requirements have been met?		
PPLC Website Validation		7	◆ PPLC URL US NOT AVAILABLE № PPLC URL IS NOT AVAILABLE The Potential Product Line Contract Website is required within the bid response in two formats. A live websitee made available upon opeening of bid response. Does this interviewed by the bidder respond as expected?		
PPLCW- Bidder Dem	ographics				
PPLCW - Bidder Con	tact Information	n			
PPLCW- ISO Certificate					
PPLCW- ALIPITB Identification			Does the viewer see the term ALJP20127 Is there a reference to the ALJP Program?		

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Save Cancel

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1301 This form may be subject to change per requirements located in the ITB document.

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Initials:

1303 Thank you for your interest in the Alabama Joint Purchasing Program.

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