

Questions for RFP #251-25-136 – PROMETHEAN PANELS WITH INSTALLATION

Reference	Vendor Question	Answers
Pages 4, 5, 6, & 7	For removals, can you identify an approximate percentage of when the district will expect for removal hardware to be re-located to another site? In our opinion, it is best to have a good understanding as your costs otherwise may get too inflated because of travel, effort, and time if there is not some understanding of potential extent.	We cannot identify a percentage of removals. Per the IFB, relocation may or may not be needed. When needed, relocation will normally be within the same building (one classroom to another). Actual purchases will be based on need and budget availability and may range from 1 to 1,000 or more. Vendors may provide multiple pricing options based on quantity of each.
	When a site has a request as potentially, would they request a quote from approved vendor based on extent of needs or you would use the pricing provided here?	Pricing provided in the bid document will be adhered to. If a situation arises that does not fall within the parameters of the bid, it may be handled on a case-by-case basis
Page 10	To be certain, you are looking for turnkey and only one vendor for all areas discussed in this RFP?	WCPSS shall not be required to award the contract to the lowest proposed compensation; nor shall WCPSS have any obligation to explain its decision to recommend or not to recommend any particular vendor or to invite or exclude any particular vendor from consideration at any stage of the process. Instead of recommending that contracts be awarded to one or more vendors who presented proposals, WCPSS may, at its sole discretion, reject the proposals and repeat the process, enter into direct contract negotiations with one or more vendors (possibly including vendors who have not previously submitted proposals) or take any other action WCPSS deems advisable under all the circumstances.
	While I understand you cannot identify quantities, as you may understand, providing volume pricing is tough if you only have one panel install. Is it acceptable to do thresholds? For example, say quantity 1 install and then say quantity 10 or more?	It is acceptable and encouraged to provide different pricing based on quantity thresholds.
Page 14, section 35	We currently have predictable and structured freight costs, but this would only be through the end of 2024. Is it okay to note on our response that it is included up and until the end of the year and then we would need to revisit after that period, or would you prefer for responses to include what could be increased costs over the period of 5 years? Just hard to guarantee pricing for several items and their freight for such a long period. Another example is the Google	See WCPSS Terms & Conditions, page 14, section 35.

	license. While we have not seen annual increases, there have certainly been a few over the last 5 years.	
Page 7	Is Promethean the only provider Wake County is interested in?	WCPSS currently has 75% of teaching spaces equipped with a Promethean panel and prefers a vendor that can install, remove, and service Promethean panels under warranty, including replacement when required. We will accept and consider all bids.