



Addendum No. 1
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DATE: May 6, 2015

Joliet Junior College
1215 Houbolt Road
Joliet, IL 60431

TO: Prospective Respondents
SUBJECT: Addendum No. 1
PROJECT NAME: PC, Laptop, & Tablet Purchase Program
JJC PROJECT NO.: R15009

This Addendum forms a part of the Bidding Documents and modifies the original bidding document as posted on the JJC website. ***Acknowledge receipt of this addendum as instructed on the last page.*** FAILURE TO DO SO MAY SUBJECT BIDDER TO DISQUALIFICATION.

Requirement Clarification:

Sealed proposals must be submitted to Joliet Junior College, Janice Reedus, Director of Business & Auxiliary Services, Campus Center Room A3102, 1215 Houbolt Rd., Joliet, IL 60431-8938 by **2:00pm CDT on May 13, 2015.**

All times listed in the RFP document are Central Daylight Savings Time (CDT).

Questions Submitted:

1. Would you consider refurbished equipment with 1 year warranty? (HP, QN089AW#ABA, 8200 ELITE, SFF, INTEL CORE I5, 3.3, 4GB, 500GB, DVDRW, W7 these are refurbished \$350 each with 1 year warranty parts and labor.)
No. We will not consider refurbished equipment.
2. Is this RFP open to Small Business Vendor that sale OEM products?
Yes.
3. We offer 12-60 month leases. What term would you like?
We are not interested in leasing.
4. What payment schedule would you like (Monthly, Quarterly, or Simi-Annual)?
Our computer purchasing is usually done on an as needed basis. Our big purchases typically take place in May in preparation of replacing most of the computer labs during the summer session.

5. What type of Rotation Plan would you like (FMV, Lease-to-Own, or \$1 Buyout)?
Our computer life cycle is 4 years currently. We purchase all of our computers, and at the end of the life they are processed for surplus.
6. Can you please clarify the term "OEM?" I ask because [we are] a vendor, not an OEM. For that reason, my contract team is curious if the language in the RFP can be edited from "OEM" to "vendor?"
We cannot change the term "OEM" to "vendor". We define OEM (Original Equipment Manufacturer) as the rebranding of equipment and selling it.
7. My contract team also wanted to inform JJC that some aspects of the bid cannot be met (mostly in Section 4). The language refers to requirements of the OEM, which [we are] not. [We are] a vendor. As such, [we] cannot do the following. Are we eligible to bid on this RFP?
- Work with the Joliet College prior to changing software versions. (Section 4.2.2)
 - OEM will pay shipping costs both ways for any equipment required to be returned to the vendor's repair facility. (Section 4.3.1.2)
 - The OEM will have one dedicated and one backup Customer Service Representative (CSR) assigned as a point of contact. (Section 4.3.2.1)
 - Section 4.4.2 – Receiving/Tracking. You will need to check with the Warehouse regarding the bar code requirements noted.
 - The OEM will make available to Joliet Junior College a component inventory for each model used at Joliet Junior College. This inventory will be available at no charge to Joliet Junior College (Section 4.6.3)
 - Replacement components for repairs/swaps for PC's under warranty will be made available by the OEM as deemed necessary by Joliet Junior College at no cost.(Section 4.6.4)
 - If the OEM is not able to supply Joliet Junior College with the exact component for a bad or failed part for any reason, the OEM will immediately supply Joliet Junior College an available component that is equal to or an upgrade to the current component configuration free of charge.(Section 4.6.5)
 - The OEM must provide a "Lemon Protection Plan" for the first year of life of the PC. If a system arrives DOA or has repeated component failures, such as three failures on one PC during the first year, OEM must make all reasonable efforts to repair or replace the unit equal to or better than the original.
 - Provide details of OEM's self-maintainer program including but not limited to benefits, associated fees, requirements, reimbursement rates and frequency.(Section 4.9.1).

The inability to meet specifications as outlined in the RFP document will be considered during the evaluation process.

8. We note that you have requested that the vendor must be a Gartner Group Enterprise/Middle Tier Vendor. Kevin Knox, Gartner Analyst has stated that there are three primary tiers and that all are appropriate for the proper scenario – Excerpt from Kevin Knox’s 2013 article on the subject:

“One way to classify potential vendors in the marketplace is to relate them to where your company and their company fit into a tier system. There is a three-tier scenario:

The enterprise tier: Includes companies like Dell, HP and Lenovo for desktop machines. These companies can handle large-volume purchases and multinational distributions and support, and all have mature major account programs. They are best used for implementations that cross international borders.

The middle tier: Includes companies for desktop purchases like Acer, Fujitsu-Siemens, Toshiba, and NEC. According to our research, they're best for national, regional, or country-specific deployments more limited in geographic or segment breadth than the enterprise tier. Unfortunately for US customers, this tier has been decimated with the decline of Micron/MPC, Gateway, AST, and other midsize firms since the 2008 recession. For the US, this tier no longer really exists, other than Acer, who really focuses on the consumer market in the US only.

The specialty or segment-focused tier: Includes vendors that have products with market- or application-specific deployments. Specialty or Segment Focused vendors should be considered in any situation where their specific focus or specialty can be exploited to provide meaningful differentiation and value. There are several very capable firms in the US who have focused their practice on the government and educational vertical market sector and their expertise in many ways exceeds that of the Enterprise/Magic Quadrant firms for these chosen vertical markets.”

Gartner has also recognized the “Specialty/Segment Focused Tier” and has established that the risks of utilizing a firm in this tier who focuses on the type of enterprise that JJC covers is often a lower risk than working with a globally focused firm, as noted above in the excerpt of the 2013 article. Our firm is the largest volume computer manufacturer in the State of Illinois, is ISO 9001:2008 Certified, holds multiple federal, state level and large educational contracts and is very capable of supporting the requirements of JJC, with all locations to be supported being located within 65 miles of our HQ office in Elk Grove Village, Illinois.

The inability to meet this specification as outlined in the RFP document will be considered during the evaluation process.

9. 3.5 Evaluation Criteria – We have questions regarding the evaluation criteria, namely:
- a. Suitability to purpose, fit and finish – How will this 15% be evaluated? Seems very vague, please clarify.
Suitable and right fit (attention to fit and finish of the hardware). For the purpose of our RFP it is important of having all the qualities that are needed.
 - b. User Evaluation and Feedback 5%– How will a user be able to evaluate without a unit? Please clarify.
This category will be evaluated based on the top finalists' presentations May 18-22.
 - c. Pricing – What “nonstandard devices” and “third party” product pricing are to be provided with the proposal? None listed.
We have specific teaching computer labs that require components that would require additional/third part products that we occasionally add to our configuration. Example: Video editing Classes, CAD/CAM, Media Services and our Technical department computer Labs.
 - d. Global Reach – 15% - Is it relevant to be looking at “Global Reach” for a client who has all their locations within 25 miles of Joliet? Seems like this Gartner Guideline was lifted too literally from a global boilerplate specifications sheet.
Revise: please remove. Weighted scoring will be adjusted accordingly by the evaluation committee.
10. Will there be any formal proposal opening on the 13th at 2 PM, and should that be interpreted as 2 PM Eastern or Central Daylight time? Seeing that Joliet is on Central time, I would figure that Central time is what would govern.
A public opening will take place at 2:00pm CDT on May 13, 2015.
11. 4.1.1 Specifications – Desktop – Your specifications list a Mini-Tower, a Full Tower or an All in One. Most of the clients are looking at either a mini-tower or a small form factor desktop. Are you seriously looking for a full tower, and are you awarding additional points for additional drive bays?
Correction: Currently we only purchase Mini-Tower, SFF and AiO's.
12. With Regards to the Energy Efficiency, We would recommend that you change this to the more comprehensive EPEAT® standard operated by the Green Electronics Council and is utilized by the Federal Government, the State of Illinois and the National Association of State Purchasing Officials. It incorporates the Energy Star efficiency rating as well as many more serious environmental concerns such as materials utilized, take back service and more. More information is available at www.epeat.net.
EPEAT Standard is more in line with our purchasing requirement.
13. Errata – Numerous references to Section 5.3, which does not exist; Section 10.2.1 also, which does not exist.
Correction: Section 5.3 should read as Section 4.1
Remove: “ , as stated in Section 10.2.1” on page 13 Section 4.7.1



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Issued by:

Janice Reodus
Director of Business & Auxiliary Services
Joliet Junior College
815.280.6643

I acknowledge receipt of Addendum #1

Company Name

Printed Name

Title

Signature