

**AMENDMENT NUMBER 2**

January 09, 2026

Notice to Bidders:

RE: Request for Proposal # **1002566**

**Integrated Smart Classroom Equipment and Services RFP**

This Amendment #1 is issued for the following items:

- 1. The University’s response to the bidder questions is detailed below:

<b>RFP # 1002566</b>		<b>Integrated Smart Classroom Equipment and Services RFP</b>		
<b>RFP Questions</b>				
<b>Section #</b>	<b>Section Title</b>	<b>Paragraph</b>	<b>Question</b>	<b>UW Response</b>
Attachment 11 - Cost Proposal	Positions		If we are NOT providing a service (Carpenter for example) should we just put N/A in the field?	Yes. If the Offerors does not offer a particular service or position (e.g., Carpenter), the Bidder may enter “N/A” in the applicable field. Bidders should only complete fields for services and positions they are proposing to provide under this solicitation.

Attachment 11 - Cost Proposal	Positions	Line 30 Note	Should this price include prevailing wage for all Positions in all regions? Not all entities utilizing the contract(s) will likely require Prevailing Wage. Is there somewhere else that references Prevailing Wage rates if required?	<p>Offerors should propose standard not-to-exceed hourly rates for all positions and regions in the Cost Proposal. These rates should not assume prevailing wage requirements unless otherwise specified.</p> <p>Prevailing wage requirements, if applicable, will be determined by the individual Purchasing Entity at the time of a specific project or order and will be identified in the applicable Purchase Order, Participating Addendum, or project-specific scope of work. When prevailing wage laws apply, the Contractor will be required to comply with all applicable federal, state, or local prevailing wage requirements, and any necessary adjustments will be addressed at the project level.</p>
Attachment 11 - Cost Proposal	Positions		There are no categories for Programmer, CAD, Engineers, etc. How would you like us to include those rates?	<p>Offerors may include additional positions such as Programmer, CAD Technician, Engineer, or similar roles in the Positions &amp; Hourly Rates section of the Cost Proposal. Offerors should add these positions as separate line items, including a clear title and a detailed explanation each positions responsibilities on the Offeror Response Worksheet B.</p> <p>All proposed positions should be directly related to the Integrated Smart Classroom scope of work and will be evaluated for reasonableness and relevance as part of the Cost Evaluation.</p>

	GENERAL		Does each entity who will be using this contract, provide the contractor its own PO or will orders be processed through RFX PREMIER?	Each Participating or Purchasing Entity utilizing a resulting Master Agreement will issue its own Purchase Order directly to the Contractor in accordance with its internal procurement policies and procedures. Orders will not be processed through RFXPremier.
	GENERAL		If the contractor does not have an internet catalog, but does have other easy ordering national solutions, will that be sufficient?	Yes. If a Contractor does not maintain a traditional internet catalog, the Contractor may propose alternative, easy-to-use national ordering solutions (e.g., dedicated contract portals, punch-out catalogs, hosted catalogs, or other electronic ordering methods).  Offerors must clearly describe the proposed ordering solution and demonstrate that it provides comparable functionality, accessibility, and ease of use for Participating and Purchasing Entities, including contract pricing visibility, order placement, order tracking, and customer support. All proposed solutions will be evaluated for adequacy and compliance with the ordering requirements of this solicitation.
	GENERAL		Will the existing UW contracts be canceled?	No, as this doesn't mean to replace any of the existing UW contracts.
	GENERAL		There are literally 1000s of manufacturers for this EDU space that can be sold. Should we be providing our recommendations only?	Offerors are not required to list all manufacturers they are capable of supplying. Offerors should provide a representative list of key or commonly used manufacturers and product lines relevant to the Integrated Smart Classroom scope of work, along with any recommended solutions. The intent of this solicitation is to establish a cooperative contract that allows

				Purchasing Entities access to a broad catalog.
	GENERAL		Prices for hardware and labor can change over the course of the contract. How would you like us to handle product or labor rates changes - on a quarterly or annual basis?	Pricing for both products and labor shall be handled in accordance with the Pricing provisions of the RFXPremier Master Agreement Terms and Conditions.
	GENERAL		How would you like us to address possible tariffs and/or taxes from a pricing perspective?	Offerors should propose pricing exclusive of speculative tariffs. Potential future tariffs or changes in tariff rates shall not be embedded into proposed pricing. Any impacts resulting from new or changed tariffs may only be addressed through the price adjustment provisions of the Master Agreement, require appropriate documentation, and must receive prior written approval from the Lead Entity before becoming effective. All prices submitted shall represent the Offeror's best available pricing at the time of proposal and shall be considered not-to-exceed pricing for the applicable contract period.
			We missed the mandatory pre-bid meeting. Does that disqualify us from submitting a proposal? Please advise, thank you.	Yes, it disqualifies. According with 00 - RFP Overview_RFXP Integrated Classroom, II GENERAL INFORMATION AND INSTRUCTIONS, D. Important Dates, the pre-bid conference is mandatory.

Attachment 2	Scope Of Work	Category 7	Are there specific Laptop specifications required or do we provide a list of "our choice"	<p>There are no mandatory laptop specifications prescribed in this RFP. Offerors may provide a representative list of recommended laptop models and configurations based on their standard offerings and experience supporting educational environments.</p> <p>The intent of this solicitation is to establish a cooperative contract that provides Purchasing Entities with access to a broad range of laptop options to meet varying instructional, administrative, and budgetary needs. Final specifications, configurations, and quantities will be determined by the individual Purchasing Entity at the time of order or project engagement and may vary by use case.</p>
Attachment 2	Scope Of Work - IV Contractor Responsibilities And Tasks	Internet Based Ordering System	How quickly must internet ordering website be up and running after winning vendor is selected? Does there need to be a demonstration of the on-line web ordering portal prior to selection?	<p>The awarded Contractor must have a fully functional Internet-based ordering website operational within sixty (60) calendar days of contract award, in accordance with the Scope of Work requirements. A demonstration of the online ordering portal is not required prior to award. However, Offerors must clearly describe their proposed ordering solution in their proposal and demonstrate how it meets the functional, accessibility, and contract-pricing requirements outlined in the RFP. The Lead Entity reserves the right to request a demonstration or additional information after award or during contract implementation to verify compliance.</p>

			<p>Inputs, outputs, number of displays etc. Who would the contact be if those questions need to be answered when drafting a proposal.</p>	<p>Detailed technical requirements such as inputs, outputs, number of displays, configurations, and room-specific design considerations will vary by Purchasing Entity and by individual project. As such, these details are not defined at the RFP level.</p> <p>For purposes of proposal submission, Offerors should base their responses on typical or representative integrated smart classroom configurations and describe their general capabilities, approach, and flexibility to support a wide range of instructional environments.</p>
			<p>Do we pay RFXPremier the cooperative contract?</p>	<p>Yes. In accordance with the Administrative Fees provisions of the RFXPremier Master Agreement Terms and Conditions, the awarded Contractor(s) shall be responsible for paying an administrative fee of one percent (1% or 0.01) to RFXPremier based on actual sales made under the resulting Master Agreement.</p>
			<p>Is there a benefit to providing to all regions listed in the RFP?</p>	<p>The regional structure of this solicitation is intended to allow Offerors to propose and be considered for award in the specific region(s) where they are able to provide coverage and services. The RFP and any resulting Master Agreements are designed to achieve nationwide coverage through multiple qualified suppliers, rather than requiring a single Contractor to serve all regions.</p> <p>Each region identified in the RFP will be evaluated and scored separately based on the coverage and level of service proposed by the Offeror for that region. While</p>

				Offerors are not required to propose coverage in all regions, proposing coverage in additional regions may enhance an Offeror's evaluation competitiveness, likelihood of award, and potential utilization under any resulting Master Agreement.
			Are there any potential for demos/interviews in the evaluation process?	The RFP evaluation is not going to employ an interview stage into the evaluation process.
			Will references be allowed from states outside of the state of Washington?	Yes. References may be provided from states or entities outside of the State of Washington. References should be from educational institutions or public sector entities for which the Offeror has provided similar integrated smart classroom, audio-visual, or learning technology solutions.
			What is the discount model? MSRP?	<p>The discount model for this solicitation is based on the Manufacturer's Suggested Retail Price (MSRP).</p> <p>The Offeror shall provide the minimum category discount only for the Category(ies) they are submitting a proposal for. Offerors shall provide, by Manufacturer, the minimum discount percentage off the current Manufacturer's Suggested Retail Price (MSRP) for each Category(ies) included in their proposal.</p> <p>The Cost Proposal has been amended to reflect this discount model structure,</p>

				including manufacturer-level discount reporting by category. These minimum discounts will be used for evaluation purposes and, if awarded, will form the basis of the contract's Minimum Discount Schedule under the resulting Master Agreement.
Section 4	Internet-based Ordering System		What are the requirements for the internet-based ordering system?	The requirements for the Internet-based ordering system are outlined in detail in the Scope of Work. At a minimum, the awarded Contractor must provide and maintain a Internet-based ordering website that is accessible to all Participating Entities through a unique URL and available 24 hours a day, seven (7) days a week, except during scheduled maintenance. The system must be accessible via the Internet without the need for additional software or licensing and must be provided at no cost to Participating Entities.
Section 4	Internet-based Ordering System		What are the requirements for the internet based ordering system?	The requirements for the Internet-based ordering system are outlined in detail in the Scope of Work. At a minimum, the awarded Contractor must provide and maintain a Internet-based ordering website that is accessible to all Participating Entities through a unique URL and available 24 hours a day, seven (7) days a week, except during scheduled maintenance. The system must be accessible via the Internet without the need for additional software or licensing

				and must be provided at no cost to Participating Entities.
			Are there any examples of past contracts to reference for examples?	No. This solicitation represents the first nationwide cooperative contract for the Integrated Smart Classroom product and service categories. As such, there is no prior cooperative contract available for reference.
			Is this just general product categories? Will there be specific classroom designs that would be referenced to suppliers submitting proposals?	<p>This RFP establishes general product and service categories for Integrated Smart Classroom solutions and is not based on predefined or fixed classroom designs. The intent of this solicitation is to create a flexible cooperative contract that can support a wide range of instructional environments across Participating Entities.</p> <p>Offerors are not required to respond to specific classroom layouts or designs as part of the proposal. Project-specific classroom designs, configurations, and technical requirements will be developed and addressed after award, in coordination between the selected Contractor and the individual Purchasing Entity at the time of a request for quote, site visit, or project engagement.</p>
			Is the RFP asking for individual SKU level pricing?	<p>No. The RFP is not requesting individual SKU-level pricing as part of the proposal submission.</p> <p>Offerors are required to submit category-</p>

				level minimum discounts off MSRP, organized by Manufacturer, as outlined in the Cost Proposal. Individual product (SKU-level) pricing will be established and applied at the time of ordering or project-specific quoting by Participating and Purchasing Entities in accordance with the resulting Master Agreement.
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