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CHIEF INFORMATION OFFICER

April 24, 2017

To: All Potential Bidders

From: Pearson Skepnek, Issuing Officer

Subject: RFP

Amendment One

Please amend OCIO17001 to include answers to the following questions. This Amendment shall supersede, modify and/or change all requirements to the contrary in the RFP and associated documents.

1. Question: Please confirm that an IBM Certified Business Partner or Value Add Resell may provide the services described in sections 4.1.13, 4.2.2, 4.2.9 and 4.2.10 utilizing its own personnel and/or that of a State approved subcontractor in lieu of services provided by IBM personnel provided the following conditions are met:
 - *The IBM Certified Business Partner or Value Add Reseller is authorized by IBM to directly resell or invoice for the product offering being supported
 - *It can be demonstrated that the personnel proposed have the appropriate certifications and/or experience for the product being supported
 - *Where applicable, the hourly rates charged do not exceed those of the reference contracts identified in item 1 of Attachment #5 - Cost Proposal
1. **Answer: Confirmed.**
2. Question: Please confirm that the services referred to in section 4.2.6 are the same as those described in section 4.2.5.
2. **Answer: Software and/or hardware maintenance services are a subset of the services described in 4.2.6. Other services that may be contemplated in response to 4.2.6 include on-site or remote implementation services, ongoing support services, or project specific services related to IBM goods and services purchased by the State of Iowa.**
3. Question: 4.1.14.2 - Lease rates are tied to a specific product, installation timeframe, and term length to set the fair market value. It is difficult to set a single generic rate tied to a market indicator that would have value and still be attractive. If a specific set of products will be established at or before award time that lease rates can be quoted for, those lease rates can be held for a specific time period and/or tied to a market indicator.

Is there a specific set of products that rates need to be committed for?

3. **Answer: No. Contractors are requested to respond generally with an explanation of how they will fulfill the requirement to provide lease options to the State and how lease rates are determined. Specific lease rate quotations need not be provided for a contractor's proposal to be judged responsive, but if authorized by IBM to resell IBM Power Series, Z Series, or Storage, contractors may emphasize those product families in the response for illustrative purposes.**
4. Question: 4.1.14.2 - Without specific products or categories of products to quote, would it be acceptable to answer this question with a general definition of how lease rates are established?
4. **Answer: Yes. Contractors are requested to respond generally with an explanation of how they will fulfill the requirement to provide lease options to the State and how lease rates are determined. Specific lease rate quotations need not be provided for a contractor's proposal to be judged responsive, but if authorized by IBM to resell IBM Power Series, Z Series, or Storage, contractors may emphasize those product families in the response for illustrative purposes.**
5. Question: 4.1.14.2 - Can we assume specific a specific set of products to show examples of lease rates and indexing with actual rates/indexes provided once the equipment list is determined?
5. **Answer: Yes. Contractors are requested to respond generally with an explanation of how they will fulfill the requirement to provide lease options to the State and how lease rates are determined. Specific lease rate quotations need not be provided for a contractor's proposal to be judged responsive, but if authorized by IBM to resell IBM Power Series, Z Series, or Storage, contractors may emphasize those product families in the response for illustrative purposes.**