



February 22, 2021

**ADDENDUM NO.: ONE**

**TO ALL OFFERORS:**

**REFERENCE:** Request for Proposal No: **RFP# DMS-1107**  
Dated: **February 10, 2021**  
Commodity: **Telecommunications Equipment & Supplies**  
RFP Closing On: **March 10, 2021 at 2:00 p.m. (Eastern)**

Please note the clarifications and/or changes made on this proposal program:

1. **QUESTION:** Is there a list of material that needs to be quoted on this request?  
**ANSWER:** This is not a bid. The intent of the RFP is to establish a cooperative contract(s) that will encompass all available manufacturers and associated discounts for the awarded firm(s). Offerors should provide a complete list of manufacturers your firm is an authorized reseller for telecommunications equipment and supplies and associated discounts (*refer to Section X. Pricing Schedule*).
2. **QUESTION:** In regards to Section X. Pricing Schedule, we can supply JMU with hundreds of manufacturers, each with hundreds of products. While each of these thousands of products will have varying discounts from MSRP, I would imagine you do not want a discount-by-line for each of them.
3. **ANSWER:** The university is interested in a complete list of manufacturers your firm is an authorized reseller for telecommunications equipment and supplies. Section X. Pricing Schedule states **Item/Category**. If your firm offers several items, you can group the items in categories. (*i.e. Industrial, Leadwire, Portable Printer Consumables, etc.*) Provide the manufacturer and a percentage off discount for each line.
4. **QUESTION:** Is this a preliminary sheet needing to be completed in order to receive opportunities from JMU? I didn't see any actual equipment requirements and want to make sure I'm not missing any pages or attachments.

**ANSWER:** This is not a bid. The intent of the RFP is to establish a cooperative contract(s) that will encompass all available manufacturers and associated discounts for the awarded firm(s). Offerors should provide a complete list of manufacturers your firm is an authorized reseller for telecommunications equipment and supplies and associated discounts (*refer to Section X. Pricing Schedule*).

MSC 5720  
752 Ott Street, Room 1042  
Wine Price Building  
Harrisonburg, VA 22807  
Office of 540.568.3145 Phone  
PROCUREMENT SERVICES 540.568.7935 Fax

5. **QUESTION:** Many manufacturers no longer provide “List Prices”, they just provide price sheets to us. This makes it difficult to show specific discounts. What is your recommendation for fulfilling this requirement.

**ANSWER:** Offerors should state within its proposal response to the university how it will determine JMU pricing.

Signify receipt of this addendum by initialing “*Addendum #1*” on the signature page of your proposal.

Sincerely,

A handwritten signature in black ink that reads "Dana Simmers". The signature is written in a cursive style with a large, looped initial "D".

Dana Simmers  
Buyer Senior  
Phone: (540-568-5113)