

In the RFP, A1. Scope, it is mentioned Indiana State University subscribes to the Nortel Software Subscription Service for all Nortel applications. Then in B4, it is mentioned that the Contractor will install any new or updated versions of the system software that are purchased or made available through the Software Subscription Service, but does not specifically define that the Contractor should include that Software Subscription pricing. My questions are:

Q1. Do you intend on having an additional year of Software Subscription Service included in the price we quote for the RFP?

A1. It is the Owner's intent that all bids include Nortel Software Subscription Service for all Nortel applications included in the bid price.

Q2. If yes, what date does your current Software Subscription Service expire?

A2. Please use 09/30/2009 as the expiration date of all existing services.

Q3. If yes, do you want the price of the Software Subscription Service to be a single line item price to be invoiced and paid for at the time it is purchased through Nortel, or do you expect the Contractor to finance the price of that Software Subscription as part of the 12-monthly payments in the dedicated technician scenario?

A3. Please include the Nortel Software Subscription Service pricing in the 12 monthly payments.

Q4. We have also been informed that Nortel is planning a change in how they calculate the pricing for this Software Subscription Service. This change is expected around June 30, 2009 with the release of 6.0 software. Nortel currently caps the price for the Software Subscription on the PBX at 1200 station licenses, regardless of the number in-use. It is reported that the new pricing will not have this 1200-license limit, but the pricing has not yet been defined. Therefore, there will be no way to quote the exact price of the Software Subscription Service as it will be charged by Nortel after that date. How would you like us to handle that scenario when quoting the current versus unknown future price?

A4. ISU can not tell bidders how to price their bids. We leave this to each bidder to decide. Each bidder will have to determine how to address this issue in their bid response.