

Addendum #1 to RFQ-S #1601 (Healthcare Simulation Products & Services)

Date: August 10, 2018

To: All Potential Respondents

From: Ryan Holliday (ryanholliday@tennessee.edu)

The University has received several substantive questions, and is issuing this Addendum #1 to provide answers to all potential respondents.

Question 1: I am a sole source supplier – no other suppliers can provide the products I sell. Do I need to respond?

Answer:

Even if you believe you are the only provider of the products you sell, it may still be in your best interest to respond.

First, the University may not take the same view – that is, while you believe your products are one-of-a-kind and so a sole source purchase would be justified, the University may review the specifications of your products and determine they can be competitively bid, at which point the University would deny a proposed sole source purchase when requested in the future and instead would require a bidding process.

If you respond and are awarded through this bid, you would not need to justify purchase of your products by the University on a sole source basis in the future. Additionally, since the contracts resulting from this bid will be made available as cooperative agreements to other schools and government agencies, you would likely be able to provide the award from this bid to other potential customers to avoid the sole source justification or bidding process at those institutions in the future.

Question 2: I provide only cloud-based or online software. How should I respond?

Provide specificity regarding your product, even if it is strictly a cloud-based software solution. If you offer additional services (for example, training), describe them with specificity.

Question 3: Some of the questions do not apply to me. How should I answer them?

You must answer every question in the Mandatory Qualifications section. Otherwise, if there are questions in other areas that do not apply to you, you should state in your response to each section/question that the information sought does not apply to you, with a description of why it does not apply that is sufficient for the University to evaluate whether that section truly does not apply.

All requirements remain unchanged.