



May 2006

REQUEST FOR PROPOSALS

Symantec Licensing

The Rhode Island Society of Technology Educators, also known as RISTE, invites proposals from qualified Symantec academic resellers for Symantec licensing and related services as a partner in a Consortium Agreement with Symantec. For the purpose of this RFP the term 'Consortium' will represent the agreement between Symantec and RISTE.

RISTE reserves the right to renew or cancel the agreement based on quality of service issues.

RISTE'S IDENTITY AND MISSION

The Rhode Island Society of Technology Educators is a not-for-profit association. It is a registered, tax-exempt institution whose purpose is to promote education technology in Rhode Island K-12 schools. It is dedicated to the improvement of education in Rhode Island through the use of technology. It has a presence on the Internet as www.ri.net/riste.

RISTE's primary membership consists of public K-12 schools district, private-independent K-12 schools and religious K-12 schools. RISTE also has the Rhode Island Department of Education (RIDE) as a member. RISTE is an affiliate of the International Society of Technology Educators (ISTE).

RISTE primarily provides leadership, support and training for K-12 educational technology leaders. The membership meets monthly to discuss business matters, educational practice, and technology. RISTE also facilitates member networking as a means of support. More information is available at <http://www.ri.net/riste/>

REQUEST FOR PROPOSAL

RISTE REQUIREMENTS

1. Offer Symantec Educational pricing agreement solely to active members with the exception of RIDE. Our membership is consistent with the terms provided by Symantec at http://www.symantec.com/enterprise/licensing/academic_program.jsp
2. Remain validly organized and exist under the State of Rhode Island.

3. Represent RISTE members to Symantec in this agreement.
4. Manage regular proactive communication to its participants on all product and program updates through the following measures: (a) regular conference calls (at least one per quarter), (b) current website postings, (c) regular subscribed list serve activity (at least one per quarter), (d) direct mailing, and (e) one annual technology briefing (delivered by Symantec) to appropriate participating members of the Consortium.

Further RISTE will require the following from Consortium participants:

1. All software under the Consortium will be provided to participants by RISTE.
2. Copies of originally executed Participation Agreements for participants.
3. A certified audit of eligible computer systems and network devices that are covered by the Consortium. Certification is by the individual responsible for software compliancy for the participating organization.

VENDOR QUALIFICATIONS

In order for a vendor to be qualified to submit a proposal, that vendor must:

1. Present proof that it is licensed to do business in the State of Rhode Island.
2. Present proof that it is a Symantec/Veritas authorized educational reseller with specific knowledge of the Value Academic Program.
3. Present evidence that it is normally engaged in information technology as a business for more than three consecutive years.
4. Present evidence that the vendor is financially sound.
5. Provide at least three K-12 institution references. (Note: RISTE has the option of contacting all references.)
6. Provide a purchasing process that accommodates RISTE's wide variety of schools and procurement procedures.

For the purposes of the remainder of this RFP a qualified vendor shall be defined as a 'vendor'.

VENDOR SERVICES

The primary obligation of the vendor is to work with Symantec Corporation to secure software and licensing that is covered under the Consortium. The Value Academic Subscription Pricing sheet found in Appendix B must be filled out. Note that all the products listed in Appendix B must be made available to schools and districts under this agreement. The vendor must work with RISTE by securing certified audits of each Consortium participant before an agreement is signed. The vendor must provide a Participation Agreement based on this audit. The originals of the audit and Participation Agreement must be forwarded to RISTE, and the vendor must hold a copy. The vendor must provide all necessary software to RISTE. The

vendor must provide Consortium participants a welcome kit. The vendor must also provide billing to Consortium participants.

Schools with existing Symantec Value Academic Program may renew under their previous agreement.

Our membership ranges from large districts with large and knowledgeable IT staffing to individual schools with little or no staffing. Licensing rules, hardware requirement versus best practice, deployment strategies, implementation and support present continuing challenges to our members. Therefore, it is important that the vendor provides a dedicated account representative. The dedicated account representative must be identified along with information that demonstrates his/her qualifications to lead the work. By submitting a proposal, the organization agrees that RISTE will have the right to approve or deny substitutions of personnel during the term of the project.

BINDER

Four copies of the proposal, each in a 3-ring binder, must be submitted. The total number of pages must be limited to ten plus any addenda. Each section must have a labeled tab. The sections contain the following:

Title Page: The title page includes the heading: “RISTE Vendor Consortium Proposal”, legal corporate name, mailing information and telephone information for Corporate and local vendor; contact information including phone, cell, fax and email address.

Tab 1: The Request for Proposal: The entire RFP must be included with initials at the bottom of each page indicating that the page has been read and understood.

Tab 2: Vendor Qualification: All the material requested in the RFP under the title Vendor Qualification must be submitted here.

Tab 3: Value Academic Program – Symantec & Veritas Agreement: A description of the services and pricing must be included here. This agreement is made with RISTE not with any individual Consortium participants. Appendix B must be included.

Tab 4: Related Services: A list of all services, description of services and pricing schedule that the vendor will provide to Consortium participants on an individual basis. There must be included a statement that Consortium participants may choose from among these services.

Tab 5: Communication and Partnership: A signed statement attesting to the willingness of the vendor to communicate with RISTE and Consortium participants on changes or updates in licensing and software and to monitor and react to related needs of Consortium participants. The vendor assigned dedicated account representative should be included in this statement.

Tab 6: Agreement: A final statement by authorized signers. This should include wording similar to the following: “In submitting this proposal, the Vendor agrees to the terms and conditions of the Request for Proposal including all sections. If this proposal is signed by a partner, the person hereby states that he/she has the authority to bind the partnership; if this is signed by an authorized corporate employee, that person

hereby states that he/she has the authority to bind the corporation.”

Submitted by: _____
Title _____
Company _____
Date _____

PROCEDURES, SUBMISSION DATE, AND CONTACTS

Questions regarding this proposal must be submitted electronically to the RISTE Contact by email at RISTE@ride.ri.net. Questions and answers will be posted at www.ri.net/riste/bidspecs/.

All proposals must be submitted in person or by mail to RISTE, Lee Rabbitt, 120 Fairway Drive, North Kingstown, RI 02852 by 10:00 AM on Friday, May 26, 2006. Any proposal submitted after this date and time will not be eligible for award. A public opening will be held at 120 Fairway Drive, North Kingstown at 12:00 PM. At this time vendors may be present to review competing submissions. A copy of this technical review is provided in Appendix A. All proposals that have passed the technical review will be presented and voted on by the RISTE Board of Directors at their June 13, 2006 annual meeting. At this time the Board will either award the contract to a vendor or reject all proposals. The results of this vote will be posted at www.ri.net/riste/bidspecs/.

If a vendor has been awarded the Consortium Agreement with RISTE, a representative will be contacted or may contact RISTE at the above email to work out implementation of the proposal.

APPENDIX A
TECHNICAL COMPLIANCE REVIEW

	The proposal was submitted in person or by mail to RISTE by 10:00AM on May 26, 2006.
	Four, three-ringed binder were submitted. Appropriate tabs are included.
	The title page includes the heading: "RISTE Vendor Consortium Proposal", legal corporate name, mailing information and telephone information for Corporate and local vendor; contact information including phone, cell, fax and email address.
	The entire RFP is included with initials at the bottom of each page.
	Evidence of compliance with state purchasing requirements in Rhode Island.
	There is proof that the vendor is a Symantec authorized educational reseller with knowledge of the Value Academic Program.
	There is evidence that the vendor is normally engaged in information technology as a business for more that three consecutive years.
	There is evidence that the vendor is financially sound.
	There are at least three K-12 institution references.
	A listing is given of the services and pricing for RISTE to support the Consortium. The list of RISTE services includes: (a) securing certified audits of each Consortium participants, (b) willingness to provide a Participation Agreement to Consortium participants, (c) agreement to forward originals of the audit and Participation Agreement to RISTE and hold a copy of these documents, (d) providing RISTE with all Consortium related software, (e) providing and distributing copies of all Consortium related software to Consortium participants, and (f) provide billing to Consortium participants for Consortium licensing.
	A statement of the willingness of the vendor to communicate with RISTE and Consortium participants on changes or updates in licensing and software and to monitor and react to related needs of Consortium participants. In addition, the vendor will provide a dedicated account representative.
	Statement of agreement with the terms and conditions of the Request for Proposal with a signature by an authorized employee is included. This must be or paraphrase the statement in this proposal.

APPENDIX B

Please be sure to include pricing for all available products, including but not limited to, the list of application, system and client access licenses below. In addition, please include pricing for available server products.

Part Number	Product	price
10522787	Symantec Antivirus Enterprise Edition Lic +Maint	
10522793	Symantec Antivirus Enterprise Edition Upgrade +Maint	
10522811	Symantec Antivirus Enterprise Edition gld maint 1 yr ren	
10485705	Symantec Ghost Solution Suite lic	
10485711	Symantec Ghost Solution Suite lic upgrade	
10485717	Symantec Ghost Solution Suite gold maint 1 yr	
10485735	Symantec Ghost Solution Suite 1 yr Renewal	
10332495	Symantec Premium Antispam add-on mail sec sub + maint	
10332513	Symantec Premium Antispam add-on mail sec + maint 1 yr ren	
10015077	Symantec AV content filtering family Platinum support	
10529270	Symantec Client sec add-on to SAV enterprise + gold maint	
10369008	Symantec Livestate Patch Manager 6.0 upgraqde + 1yr gold maint	
Core Product Combo Sku's		
S180498-0Lx000	Backup Exec Windows Server Edition with CPS v10d Multiple License Bundle Combo 1 Year	
Core Product Upgrades Combo Sku's		
S180498-0LxU07	Backup Exec Windows Server Edition with CPS v10d Multiple License Bundle Combo 1 Year Upg from QuickStart	
S180498-0LxU42	Backup Exec Windows Server Edition with CPS v10d Multiple License Bundle Combo 1 Year Competitive Upgrade	
S180498-0LxU55	Backup Exec Windows Server Edition with CPS v10d Multiple License Bundle Combo 1 Year Version Upgrade	
Agent Options Combo Sku's		
S180518-0Lx000	Backup Exec Windows Advanced Disk Backup Option v10d Combo 1 Year	
S180528-0Lx000	Backup Exec Windows Adv Open File Option w/CAL and Continuous Protection Agent Lic v10d Combo 1 Year	
S180538-0Lx000	Backup Exec Windows Oracle Agent w/CAL and CP Agent v10d Multiple License Bundle Combo 1 Year	
S180548-0Lx000	Backup Exec Windows Central Admin Server Option v10d Combo 1 Year	
S180558-0Lx000	Backup Exec Windows Continuous Protection Agent v10d Combo 1 Year	
S180568-0Lx000	Backup Exec Windows Desktop & Laptop Option 10 Desktops/Laptops v10d Combo 1 Year	
S180578-0Lx000	Backup Exec Windows Desktop & Laptop Option 100 Desktops/Laptops v10d Combo 1 Year	
S180588-0Lx000	Backup Exec Windows Intelligent Disaster Recovery Option Unlimited Clients v10d Combo 1 Year	
S180598-0Lx000	Backup Exec Windows Library Expansion Option v10d Combo 1 Year	
S180618-0Lx000	Backup Exec Windows Exchange Agent w/CAL and CP Agent v10d Multiple License Bundle Combo 1 Year	
S180628-0Lx000	Backup Exec Windows SharePoint Portal Server Agent with CAL and CP Agent v10d Multiple License Bundle Combo 1 Year	
S180638-0Lx000	Backup Exec Windows SQL Agent w/CAL and CP Agent v10d Multiple License Bundle Combo 1 Year	
S180648-0Lx000	Backup Exec Windows Remote Agent (CAL) for Windows or Netware Servers v10d Combo 1 Year	
S180658-0Lx000	Backup Exec Windows Remote Agent (CAL) for Linux/Unix Servers v10d Combo 1 Year	
S180668-0Lx000	Backup Exec Windows SAN Shared Storage Option v10d Combo 1 Year	
S181218-0Lx000	Backup Exec Windows Microsoft Data Protection Manager Agent v10d Combo 1 Year	
Agent Option Upgrades Combo Sku's		
S180548-0LxV31	Backup Exec Windows Central Admin Server Option v10d Combo 1 Year Version Upgrade from NSE or APPO	
S180558-0LxU42	Backup Exec Windows Continuous Protection Agent v10d Combo 1 Year Competitive Upgrade	
S180558-0LxV73	Backup Exec Windows Continuous Protection Agent v10d Combo 1 Year Family Upgrade from BEWS Remote Agent	

S180568-0LxU42	Backup Exec Windows Desktop & Laptop Option 10 Desktops/Laptops v10d Combo 1 Year Competitive Upgrade	
S180568-0LxU55	Backup Exec Windows Desktop & Laptop Option 10 Desktops/Laptops v10d Combo 1 Year Version Upgrade	
S180568-0LxV35	Backup Exec Windows DLO 10 Desktops/Laptops v10d Combo 1 Year Family Upg from Netbackup Pro	
S180588-0LxU42	Backup Exec Windows Intelligent Disaster Recovery Option Unlimited Clients v10d Combo 1 Year Competitive Upgrade	
S180588-0LxU55	Backup Exec Windows Intelligent Disaster Recovery Option Unlimited Clients v10d Combo 1 Yr Version Upgrade	
S180598-0LxU42	Backup Exec Windows Library Expansion Option v10d Combo 1 Year Competitive Upgrade	
S180598-0LxU55	Backup Exec Windows Library Expansion Option v10d Combo 1 Yr Version Upgrade	
S180648-0LxU42	Backup Exec Windows Remote Agent (CAL) for Windows or Netware Servers v10d Combo 1 Year Competitive Upg	
S180648-0LxU55	Backup Exec Windows Remote Agent (CAL) for Windows or Netware Servers v10d Combo 1 Year Version Upgrade	
S180658-0LxU42	Backup Exec Windows Remote Agent (CAL) for Linux/Unix Servers v10d Combo 1 Year Competitive Upgrade	
S180668-0LxU42	Backup Exec Windows SAN Shared Storage Option v10d Combo 1 Year Competitive Upgrade	
S180668-0LxU55	Backup Exec Windows SAN Shared Storage Option v10d Combo 1 Year Version Upgrade	
S180528-0LxU42	Backup Exec Windows Adv OFO w/CAL and Continuous Protection Agent Lic v10d Combo 1 Year Competitive Upg	
S180528-0LxU55	Backup Exec Windows Adv OFO w/CAL and Continuous Protection Agent Lic v10d Combo 1 Year Version Upgrade	
S180528-0LxV73	Backup Exec Windows Adv OFO w/CAL and Continuous Protection Agent Lic v10d Combo 1 Year Upgrade from BEWS Remote Agent v10	
S180538-0LxU42	Backup Exec Windows Oracle Agent w/CAL and CP Agent v10d Multiple License Bundle Combo 1 Year Competitive Upgrade	
S180538-0LxU55	Backup Exec Windows Oracle Agent w/CAL and CP Agent v10d Multiple License Bundle Combo 1 Year Version Upgrade	
S180628-0LxU42	Backup Exec Windows SharePoint Portal Agent w/CAL and CP Agent v10d License Bundle Combo 1 Year Competitive Upgrade	
S180628-0LxU55	Backup Exec Windows SharePoint Portal Agent w/CAL and CP Agent v10d License Bundle Combo 1 Year Version Upgrade	
S180638-0LxU42	Backup Exec Windows SQL Agent with CAL and CP Agent v10d License Bundle Combo 1 Year Competitive Upgrade	
S180638-0LxU55	Backup Exec Windows SQL Agent with CAL and CP Agent v10d License Bundle Combo 1 Year Version Upgrade	
S180618-0LxU42	Backup Exec Windows Exchange Agent with CAL and CP Agent v10d License Bundle Combo 1 Year Competitive Upgrade	
S180618-0LxU55	Backup Exec Windows Exchange Agent with CAL and CP Agent v10d License Bundle Combo 1 Year Version Upgrade	
	Media/Manuals	
N180448	Backup Exec Windows v10d E/F/G/J/S/I/C/K,Media Kit	