USETPA

2026-2028 RFPs Questions and Answers

From our first preliminary review our team has come back with the below, which in addition more than happy to submit our questions via RFP method but hoping you can confirm the separation of contracts and correct address to ship our response to?

"Can you please confirm that if HPE wishes to extend our existing USETPA Contract, we only need to provide Exhibit C and Exhibit K (nothing else, unless there are changes to the other exhibits)?

Ans: YES for the 2112024-HPE-ARUBA contract. The older RFP1812001 contract will no longer be usable for any E-Rate sales.

Can you please confirm that this contract is for a five-year term with the option to extend for another five-year term?

Ans: No. The newer contracts that began in 2024 are 2-year contracts "2112024-HPE-ARUBA", but they are renewed automatically for 4 additional terms providing a 10-year contract total if you use the Appendices K and C to renew. Each Renewal utilizing Appendices K and C renews the automatic extension to the full 10-years and allows for changes required by regulations or if your company wants to add or delete products/services every 2-years.

NOTE: Currently the SLD has changed their rules so that clients must be a member of the USETPA prior to filing their SLD 470 form. We plan to file a new 470 every two years allowing new clients to join the USETPA Membership every two years. However, the USETPA has petitioned a ruling from the FCC that would reverse that back, so that new clients can join an alliance any time before they file their SLD Form 471. Until the FCC makes a ruling on this issue, it remains in limbo and current 5-year contracts can't be used for any E-Rate filings.

Ans: **Yes. The current 10-year contract based on "2112024-GENERAL" and all others will be usable for 10 additional years until December, 2034. Each renewal (Appendices K and C) starts the time frame over again so the Auto renewal gives you a 10-year cycle beginning in December 2026 and will expire in December 2036.**

Can you confirm that this is the correct address to send our response to?

USETPA

Attn: (Vendor Name) USETPA RFP #211206-DELL (RFP Name)
2988 Lake Forest Drive, #295
Tuckasegee, NC 28783

Ans: **It is incorrect: The USPS changed it. The correct address is:**

Attn: (Vendor Name) USETPA RFP #2112026-DELL (RFP Name)
2998 Lake Forest Drive, #295
Tuckasegee, NC 28783

Could you please remove the 21122026-CISCO reference in Section 1.9."
Ans: **Change it to the name of your RFP – EX: DELL or EX: GENERAL**

Should Purchase Orders be sent to po@usetpa.com or po@usetpa.org ? The RFP says .org and your email says .com."

Ans: **po@usetpa.com is the correct address.**

NOTE: **Do not use the po@usetpa.org**

1. Q: What is meant on page 5 by “There is a maximum of 5 (five) manufacturer/brand’s partners per state per manufacturer/brand that will be listed.”

Ans: If a manufacturer on our contracts wants to have us list their partners, We will only list a maximum of 5 partners per state.

2. Q: Define what is needed on page 6 under “CATEGORIES OF PRODUCTS (Detail) A. c. Applicable SKU numbers”. This could be thousands of skus. Other contracts of this type generally ask for a product category, like Panasonic Projectors with the discount being offered off MSRP & then all of those skus are included in the bid but not listed individually.

Ans: You are correct; there is no need to have a list of all SKU numbers in your response. But E-Rate and others want to know what SKUs are applicable to any (especially E-Rate) purchase, so include the SKU number on any order from a client. In your response, list the Product Category and the Discount for that category.