

RFP 23-73611 CLARIFICATIONS

INSTRUCTIONS

Please supply requested information in the blue-shaded areas and indicate any attachments that have been included. Where appropriate, supporting documentation may be referenced by specific page and/or paragraph number(s).

If any of this response contains confidential information, as defined by IC 5-14-3, provide a separate redacted (for public release) version of this document. Specify which statutory exception of APRA applies and provide a description explaining the manner in which the statutory exception to the APRA applies.

RESPONDENT NAME: POWERSCHOOL

RESPONSE DUE BY WEDNESDAY, APRIL 5, 2023, AT 2:00 PM EASTERN TIME

The State requests response(s) to the below question(s) and, if applicable, an updated Attachment D – Cost Proposal. The below clarification questions are **not** a Best and Final Offer and no other costs aside from those related to these questions shall be adjusted.

ATTACHMENT	CLARIFICATION QUESTION	RESPONDENT RESPONSE
Attachment D – Cost Proposal	Section 504 plan and iMAC billing integration services are optional for LEA purchase. While the State is interested in memorializing costs for LEAs to purchase these services, the State requests that you provide a separate table of all Section 504 plan and iMAC billing integration costs and ensure those costs are NOT reflected on the “Cost Proposal” tab of Attachment D.	504 integration services are included as part of the licensing and services costs. Regarding iMAC, based on the RFP requirements, PowerSchool is proposing this solution as a stand-alone offering that would not require integration. If the State requires iMAC integration with other systems, we will require further discussion to better understand the requirements.
Attachment D – Cost Proposal	While the State is interested in memorializing costs for Fairbanks-related services, the State requests that you provide a separate table of all Fairbanks-related costs and ensure those costs are NOT reflected on the “Cost Proposal” tab of Attachment D.	See page 2 of Fairbanks PowerSchool Indiana RFP Clarification Document Attachment_5APR23.pdf.

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ATTACHMENT	CLARIFICATION QUESTION	RESPONDENT RESPONSE
Attachment D – Cost Proposal	Please describe your methodology for licensing structure and fees. Please detail which components are flat fees and which are variable-based. If variable-based, please describe the variables. Do you anticipate multiple licenses are required for users who access multiple environments (e.g., one user that has access to both the IEP and ILP)?	<p>Each core module of PowerSchool Special Programs is associated with a flat fee license that is based on total student enrollment for the State (i.e., not user based). The following core modules are proposed:</p> <ul style="list-style-type: none">• Special Education Case Management• Service Capture• 504• ELL• Digital Signature• State Module <p>Price points in the PowerSchool proposal are based on the scope of the engagement and number of students enrolled in the State. The scope of the engagement is determined by factors such as modules and functionality included in the proposal, the number of compliance and other documents included, system integration and data migration requirements, training, and level of support, among other factors. Typically, the fee amount for PowerSchool Special Programs at a state level will be determined through consultation between PowerSchool and Indiana DOE.</p> <p>The state may incur variable-based fees for additional services requested outside the scope of what has been proposed, for example:</p> <ul style="list-style-type: none">• Additional project management services• Additional training and implementation• System enhancements beyond the scope of the initial proposal <p>PowerSchool also charges an annual uplift of 5% starting in year 4 with no uplift in years 1 through 3.</p>