**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: SHI International**

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| --- | --- | --- |
| **Attachment** | **Clarification Question** | **Respondent Response** |
| Attachment D – Cost Proposal | The State has noticed a discrepancy in Respondents’ stated list prices. For the following items, your proposed list price is significantly different from the list prices stated by other Respondents.  Microsoft Corporation 3KS-00001  Microsoft Corporation DDJ-00001  Red Hat Software MCT2884  Red Hat Software MCT3977  Red Hat Software MCT2887  Red Hat Software MCT3978  Red Hat Software MCT2886  Experian Marketing Solutions EDQPV150000MR  Experian Marketing Solutions EDQEV250000MR  Please either update your Cost Proposal with corrected list prices or confirm that your list prices are accurate with proof the State can use to verify the list price (e.g., a link or screenshot that confirms the list price). This clarification question is not an opportunity to otherwise adjust your discount percentages offered, pricing, or any other component of your Cost Proposal. | Thank you for the opportunity to address this discrepancy.  For the Microsoft Corporation and Red Hat items, SHI has updated our Cost Proposal with corrected list prices.  Part of the challenge with administering a discount from list contract is that often software publishers offer more than one list price for the same product. Additionally, list prices can change over time at the publisher’s discretion, and with little or no notice. Despite these challenges, SHI is committed to providing accurate and timely information to the State of Indiana throughout the contract term. Regardless of whether a MSRP exists or not, SHI will work with the state to ensure contract compliance and that the state is getting what they need.    The Experian Marketing Solutions items were correct in our original cost proposal. Please see the below screenshot and attached file entitled Attachment D Cost Proposal and Experian Retail Price List. |
| Attachment B – Clause #24 Indemnification | The suggested changes are not acceptable to the State as this is a mandatory clause, per Section 2.3.5 of the RFP. Please confirm your willingness to leave this section as-is. Failure to follow these instructions may result in disqualification | SHI can accept the original language as stated by the State and remove our original exception. |