**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**

|  | | |
| --- | --- | --- |
| **Attachment** | **Clarification Question** | **Respondent Response** |
| Attachment D – Cost Proposal | After thorough market research and analysis, the State has noticed there are still some discrepancies between the list prices provided by Respondents.  For the following SKUs:  Adobe Systems 2872005  Adobe Systems 2871865  Adobe Systems 2895723  please ensure the list price reflects a monthly price, not an annual price.  Please update and resubmit your Cost Proposal with the corrected 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. | As SHI advised the State on 5/23/22, Adobe has indicated that the part numbers requested in this Clarification Question are not Adobe part numbers. Therefore, as permitted by the State via an email response received 5/24/22, SHI is providing pricing based on a description of the skus requested, and we are also supplying the correct Adobe part numbers associated with those skus. We have updated our Cost Proposal accordingly, and also ensured that the list price provided reflects a monthly price, and not an annual price. Please let us know if there is any other assistance we can provide to ensure that you are able to accurately compare offers.  SHI would also like to reiterate that, as previously stated within our proposal, SHI’s discounts from list price are minimum discounts. We will endeavor to offer greater discounts when possible, in order to provide best value to the State of Indiana. |