**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 | In an effort to get the most accurate and fair pricing for some custom Adobe SKUs (210T-ACRO-P, 210T-CAP, 210T-CCE, 210T-RHO), the State is requesting you provide pricing information for the following standard Adobe SKUs instead:  MN7ZYHRBJGTF5WA  65286688JA  65274430JA  65274449JA  65274471JA  65274483JA  65274465JA  65274432JA  65274453JA  65274456JA  65297402BC02A12  65291589BC02A12  65295671BC02A12  Please update your Cost Proposal template to provide pricing information (list price, discount % offered) for these SKUs. This clarification question is not an opportunity to otherwise adjust your discount percentages offered, pricing, or any other component of your Cost Proposal. | The products the State is requesting are specific to various Adobe licensing programs, including ETLA and VIP. These skus can only be acquired if there is an active agreement in place. We contacted Adobe and determined that the State of Indiana has a current ETLA. Unfortunately, per Adobe, the skus provided in Clarification 9 are not currently available to the State within your agreement, so they were not able to supply pricing for those skus. Therefore, we have updated the skus provided by the State to reflect skus presently available under your agreement, so that we may offer accurate pricing for the products being requested.  Additionally, please note that the various agreements from Adobe all have unique skus, each of which can be purchased at different discount levels and different MSRPs, based on total purchase price. SHI understands this can be very confusing when looked at standalone, and therefore the State may be attempting to evaluate different skus or different pricing levels from the various resellers responding to this RFP. In an effort to assist and simplify, SHI has worked directly with Adobe to provide the exact sku replacements for the skus originally requested by the State.  Note also that the pricing that SHI is providing for these items is annual pricing, since that is how Adobe typically supplies pricing. However, it is important to note that under its ETLA program, Adobe requires customers to adhere to specific requirements around pricing and deployment. For your convenience we have added the language from your current ETLA.  Single App:  This product (1) is Creative Cloud On-premise Software and includes access to Creative Cloud On-demand Services; and (2) provides Customer access to all individual Creative Cloud On-premise Software applications (each, a “Single App”) at the specified End User Unit Price set forth in this Sales Order. Single Apps available as of the Effective Date are listed here: https://helpx.adobe.com/enterprise/kb/single-app-products-list.html . Customer may deploy or provide direct access to Users any mix of these Single Apps, and each Single App deployed to or accessed by a User will count as one Single App license. Each Single App must be deployed to one User for a minimum of one calendar month. For example, regardless of when in the calendar month a Single App was deployed to a User, such Single App must remain deployed to such User until at least the same date the following calendar month. For example, if a Single App is deployed to User A on January 15, then such Single App must be deployed to User A until at least February 15. If a Single App is deployed on the 29th, 30th, or 31st day of a particular calendar month and the following calendar month does not have a 29th, 30th, or 31st day, respectively, then the one-month term of deployment for such Single App will end on the 1st of the month that lands at least 4 weeks after such Single App was deployed. For example, if a Single App is deployed to User B on May 31, then the one- month deployment term will end on July 1 because the month of June only has 30 days. |