State of Georgia

REQUEST FOR PROPOSAL (RFP)

Oracle Resellers for Software Products, Engineered Systems and Professional Services

RFP No. GTA 9800-0000001112

Electronic Proposals Due By: May 5, 2015; 5:00 PM EST

Submit Proposal to:
Georgia Technology Authority
Procurement Management Office
47 Trinity Avenue, 3rd Floor
Atlanta, GA 30334
404-463-2300

All available information concerning this Request for Proposal can be downloaded from the Georgia Procurement Registry website: www.procurement.state.ga.us

Refer ALL Inquiries to:

GTA Issuing Officer
procurement2@gta.ga.gov
(Only email inquiries accepted)

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1.0   INTRODUCTION

1.1   Purpose of Procurement

The purpose of this Request for Proposal ("RFP") is to acquire Oracle Software Products, Engineering Systems and Professional Services from Resellers, as defined in Appendix A. It is the expectation that volume sales will result in substantial discounts for State of Georgia recognized governmental entities. Georgia Technology Authority (GTA) intends to award Agreements to multiple Resellers.

This RFP will provide the State of Georgia's recognized governmental entities, including but not limited to, departments, agencies, authorities, commissions, boards, counties, cities, townships and other political subdivisions of the State;   a contract vehicle(s) based upon an evaluation of requirements that will result in opportunities to choose from among multiple qualified resellers. The flexibility envisioned in this initiative will include ample opportunity to include new Oracle software technologies, products and services as this dynamic part of the Oracle marketplace continues to evolve.

1.2   Overview of Procurement Process

Pursuant to the provisions of Official Code of Georgia Annotated (O.C.G.A.) § 50-25-7.2 and 50-25-7.3, GTA, by authority conveyed by State of Georgia, Department of Administrative Services (DOAS),   State Purchasing Division (SPD), may solicit competitive sealed bids or competitive sealed proposals on behalf of any State of Georgia recognized governmental entity for Oracle software and services. GTA has determined that the use of competitive sealed bidding will not be practical or advantageous to the State in completing the acquisition of the services and commodities described herein. However, competitive sealed proposals shall be submitted in response hereto in the same manner as competitive sealed bids.

GTA will act as an agent for the State of Georgia recognized as the governmental entity during the term of the procurement process, and may exercise any and all rights, powers and responsibilities available to such State of Georgia recognized governmental entity granted to GTA by the State of Georgia, DOAS, and SPD. After receipt of Offers, GTA may conduct Clarifications, Communications and/or Negotiations, as such terms are defined in the GTA Procurement Manual. As used herein, the term "State of Georgia recognized governmental entity" shall have the meaning to include including but not limited to, departments, agencies, authorities, commissions, boards, , counties, cities, townships and other political subdivisions of the State for the limited purpose of GTA conducting, coordinating or facilitating this technology resource purchase or solicitation on their behalf.

1.3   Background

GTA has the statutory responsibility to provide technology leadership for a large percentage of Oracle software products in the State. GTA intends to establish convenience Agreement(s) with multiple Resellers for the provision of Oracle software products and services. Today, State of Georgia recognized governmental entities are acquiring these products and services from previously issued Agreements which GTA anticipates will be replaced with award(s) to Qualified Resellers resulting from this RFP. The desired outcome will result in

the opportunity to realize volume discounts for selected services and product offering flexibility to better serve any State of Georgia recognized governmental entity's business requirements.

1.4   *Communications with State Staff*

From the issue date of this RFP until Contract Award or cancellation of this procurement, Resellers shall not communicate, for any reason, with any State staff, contractors working for the State, regarding this particular procurement, except through the GTA Issuing Officer named herein or his or her designee. In the event that the Reseller cannot reach the GTA Issuing Officer or believes there would be a conflict with communicating with the Issuing Officer, Reseller may communicate with GTA's Procurement Management Office, Director of Procurement.   GTA reserves the right to reject the proposal of any Reseller who violates this provision.

1.5   *Questions concerning the RFP*

All contacts with GTA Issuing Officer must be in writing.   Violation of the foregoing may result in disqualification. No oral conversations or agreements with any officer, agent or employee of GTA or the State regarding this RFP are authorized, and if the same shall occur, they shall not affect or modify any terms of this RFP. No written statements of any persons other than those issued by the GTA Issuing Officer shall be binding on GTA, nor shall they affect or modify any terms of this RFP. Resellers may submit written Questions to the GTA Issuing Officer concerning this RFP by email. Telephone inquiries will not be accepted. Written inquiries received after the deadline for Questions specified in the Section 1.17 - Schedule of Events, may or may not be accepted or responded to by GTA. Submit all written inquiries to the Issuing Officer at the contact information provided on the cover page of this RFP.

Questions submitted via email should be in MS Word format. Additionally, Question should be submitted in the following table format:

RESELLER'S COMPANY NAME	
Referenced RFP Section	**Question**

All written Questions and any written responses will be posted to the Georgia Procurement Registry (GPR). GTA makes no representations or warranties as to the completeness or accuracy of any response; nor does GTA undertake to answer all questions asked. Responses to written, emailed questions are provided for informational purposes only and do not amend or otherwise alter the RFP, *unless expressly incorporated into a formal addendum to this RFP.* All parties are on notice that this RFP may be amended only by written addenda to this RFP specifically identified as such and issued by the GTA Issuing Officer (See subsection entitled, "Addenda and Supplements to the RFP" below).

1.6   *Addenda and Supplements to the RFP*

This RFP consists of this Request for Proposal and all appendices attached hereto and any written addenda to this RFP specifically identified as such and issued by the GTA Issuing Officer. The procurement rules of GTA as

set forth in GTA Procurement Manual are incorporated herein by reference. No other information in any form, including any other information posted on the GTA website shall be deemed part of this RFP.

GTA reserves the right to, and may, amend, modify or cancel this RFP without prior notice, at any time, at its sole discretion. In the event that it becomes necessary to revise or supplement any part of this RFP, a written addendum shall be posted to the Georgia Procurement Registry. It is the Reseller's responsibility to check the GPR. Resellers may not discuss GTA requirements, preparation of proposals in response to this RFP, or technical questions with any GTA or State personnel other than the GTA Issuing Officer or as otherwise specified in this RFP.

1.7   Acceptance of RFP Terms

GTA will include a sample Agreement in the RFP as Appendix K. The Resellers are not expected, nor required to redline the sample document. GTA will send the agreement in word format only to the highest ranked Resellers and they will have one (1) week to provide any redlined exceptions utilizing track changes. GTA will review the exceptions and schedule a day and time with the highest ranked Resellers to begin negotiations. It is GTA's expectations that the negotiations will be finalized and the agreed upon document is in final signature stage within ten (10) days after the date the negotiations begin.

1.8   Costs of Preparation

The Reseller shall be solely responsible for the costs incurred in the preparation of a response to this RFP.

1.9   Contract Award

A Notice of Award will be posted to the Georgia Procurement Registry website. Such posting shall constitute official and public notice of a Contract Award.

1.10   Agreement Term

The Agreement term will begin upon the Effective Date stated in the final Agreement executed between GTA and the Successful Reseller(s). GTA anticipates that the initial term of this Agreement shall be from the Effective Date until June 30, 2016. There may be up to five (5) one-year renewals of the term at the sole discretion of GTA. Renewals are not guaranteed. GTA may elect to exercise one or more options to renew in its sole discretion. Renewals shall only be effective upon an affirmative action of GTA to expressly renew the Agreement.

1.11   Protests

Resellers should familiarize themselves with the procedures set forth in the *GTA Procurement Protest Procedures,* available online at http://gta.georgia.gov/procurement.

1.12   Confidential/Proprietary Information

Resellers are hereby given notice that any and all materials submitted in response to this RFP are subject to the provisions of Georgia's Open Records Act (O.C.G.A. § 50-18-70 et seq.). GTA receipt, review, evaluation or any other act or omission concerning any such information shall not create an acceptance by GTA of any obligation or duty to prevent the disclosure of any such information except as required by the Open Records Act. Resellers who decide to submit, as part of their Technical Proposal, information that they believe should be exempt from disclosure under the Open Records Act, shall clearly mark, with specificity, only those elements of each document they reasonably consider confidential as "confidential", "proprietary" or "exempt", and state the legal basis for the exemption of each such element with supporting citation(s) to the Georgia Code.

Pursuant to Georgia Law, if any information marked as specified above is requested under the Open Records Act, GTA shall make a determination as to whether any exemption actually exists for GTA to deny the request for disclosure. GTA will withhold any such information from public disclosure under the Open Records Act only if GTA determines, in its sole discretion, that there is a legal basis to do so.

All information that is not properly identified or marked as specified in the preceding paragraph may be presumed by GTA to be subject to disclosure under the Georgia Open Records Act. Any technical proposal that is marked in its entirety, or in unreasonably large part, as confidential, proprietary and/or exempt may be presumed by GTA to be entirely subject to disclosure under the Georgia Open Records Act without further obligation of GTA to determine what portions of such proposal may, in fact, be excepted from disclosure.

Notwithstanding anything to the contrary in this section, GTA will not withhold any part of a price proposal or other offer of pricing from disclosure under the Georgia Open Records Act after Contract Award or cancellation of this procurement.

All material submitted regarding this RFP becomes the property of GTA.

1.13   Agreement

References to "GTA" shall mean GTA and/or the applicable signing State of Georgia recognized governmental entity. A sample Agreement with GTA's terms and conditions are set forth in Appendix K.

Reseller will enter into individual ordering document with the State of Georgia recognized governmental entities. Such ordering document may not contain terms and conditions that are at variance with the final Agreement between Reseller and GTA.

1.14   Small and Minority Business Policy and Tax Incentive

It is the policy of the State of Georgia that small and minority business enterprises shall have a fair and equal opportunity to participate in the State purchasing process. Therefore, the State of Georgia encourages all small and minority business enterprises to compete for, win, and receive contracts for goods, services, and construction. Also, the State encourages all companies to sub-contract portions of any State contract to small and minority business enterprises. There is a Minority Sub Contractor Georgia Income Tax Incentive opportunity. See O.C.G.A. § 48-7-38. Contractor's interested in taking advantage of the Georgia income tax

incentives, relative to the use of minority sub-contractors in the performance of contracts awarded by the State of Georgia, should address their Questions to the Governor's Small Business Center, see address below:

> The Governor's Small Business Center
> Re: Minority Sub-Contractor Tax Incentive
> 200 Piedmont Avenue, S.E.
> Suite 1304, Sloppy Floyd Building, West Tower
> Atlanta, Georgia 30334-9010
> E-Mail: gsbc@doas.ga.gov

1.15   Exceptions to RFP Requirements

Exceptions to a statement or requirement of this RFP shall not be grounds for an automatic disqualification of a Reseller, regardless of the use of permissive language (e.g. "may," "should" "prefer," "desires" or "desirable") in this RFP. Resellers must clearly identify, in writing, any and all exceptions as a part of their Proposal. However, any exception may negatively affect Reseller's score.

1.16   Clarifications

In addition to those rights reserved elsewhere in this RFP, GTA reserves the right to: (a) waive minor variances, irregularities, Proposal formalities, or defects in a proposal; (b) reject any and all proposals, in whole or in part, submitted in response to this RFP; (c) request Clarifications, conduct Communications or Negotiations (collectively referred to as "discussions") with any Reseller; (d) request resubmissions from all Resellers; and I make partial, progressive or multiple awards.

DISCLAIMER: ALL STATISTICAL AND FISCAL INFORMATION CONTAINED IN THIS RFP AND ITS APPENDICES, INCLUDING AMENDMENTS AND MODIFICATIONS THERETO, ARE PROVIDED "AS IS," WITHOUT WARRANTY, AND REFLECT THE GTA'S BESTUNDERSTANDING BASED ON INFORMATION AVAILABLE TO GTA AT THE TIME OF RFP PREPARATION. NO MATERIAL INACCURACIES IN SUCH DATA SHALL CONSTITUTE A BASIS FOR AN INCREASE IN RESELLER'S PROPOSED PRICING OR AN INCREASE IN PAYMENTS TO THE RESELLER. SUCH INACCURACIES SHALL NOT BE A BASIS FOR DELAY IN PERFORMANCE NOR A BASIS FOR LEGAL RECOVERY OF DAMAGES, ACTUAL, CONSEPUENTIAL OR PUNITIVE, EXCEPT TO THE EXTENT THAT SUCH INACCURACIES CAN BE SHOWN BEYOND A REASONABLE DOUBT TO BE THE RESULT OF INTENTIONAL MISREPRESENTATION BY GTA.

The successful Reseller(s) will always be responsible for the performance of the sub-Contractor obligations resulting from the RFP. Accordingly, the Reseller is not relieved by non-performance of any sub-Contractors.

1.17   Schedule of Events

The schedule of events set out herein represents the GTA's best estimate of the schedule that will be followed. However, delays to the procurement process may occur which may necessitate adjustments to the proposed schedule.   If a component of this schedule, such as the close date, is delayed, the rest of the schedule may be shifted as appropriate. Any changes to the dates up to the closing date of the RFP will be

publicly posted prior to the closing date of this RFP. After the close of the RFP, the GTA reserves the right to adjust the remainder of the proposed dates on an as needed basis with or without notice.

Activity	Date
Release of RFP	April 15, 2015
Deadline for written questions sent via email	April 28, 2015
Responses to Written Questions	April 30, 2015
Proposal Due Date and Time	May 5, 2015, 5:00 PM EST
Publish Qualified Resellers to GPR	On or about May 20, 2015

2.0   TECHNICAL REQUIREMENTS

2.1   Overview

GTA has designated certain Technical Requirements as necessary to do business with the State of Georgia for the provisioning of state-wide Oracle software products, engineered systems and professional services.

All of the identified Technical Requirements are considered the foundation of the agreement in Appendix K.

2.2   Description of Technical Requirements

GTA has determined that the following requirements would be essential for the selected Reseller to have:

2.2.1   A Platinum Level Oracle Partner

- Reseller should be a Platinum Level Oracle Partner (as defined by Oracle) to sell Oracle software products.
- Reseller has sold Oracle software products to governmental entity (i.e., federal, state, county or city) as a Platinum Level Oracle Partner.

2.2.2   Capable of selling Engineered Systems

- Reseller has marketed and sold Oracle Engineered Systems Services.
- Reseller should have the ability to provide maintenance for Oracle Engineered Systems Services for one year after the sale of a system and for subsequent years, as required.

2.2.3   Professional Services

- Reseller should have the ability to provide Oracle Professional services to include the following:

    - **Oracle Consulting –** Oracle Consulting works with customers to help define their strategy and goals, implement solutions using Oracle best practices, and identify ongoing enhancements and cost-savings.

    - **Oracle Premier Support –** Oracle Premier Support provides integrated support for Oracle systems and software including 24/7 technical assistance, powerful proactive support resources, and ongoing access to updates.

    - **Advanced Customer Support**

        - Advanced Customer Support provides mission-critical support services for complex IT environments to help maximize performance achieve higher availability and reduce risk.

- **Oracle University -** Oracle University provides world-class training and an unbeatable educational experience with the best instructors in the industry.

2.3   *Description of Pricing Requirements*

Additionally, pricing of the products and service should be competitive. To ensure the best outcome in pricing; GTA is requiring the Reseller to maintain the prices submitted (until changed by Amendment) to reflect a percent discount for all products and services sold.

- **Price Discount**

  - Reseller should offer a price discount of Oracle software products to governmental entities.
  - Reseller should offer a price discount of Oracle Engineered Systems.
  - Reseller should offer a price discount of Oracle Professional Services.

2.4   *GTA Expectations*

GTA expects the Resellers to be able to offer and deliver the following products and services. GTA is seeking a Reseller that can provide the following complete product line. To determine this, GTA expects that the Reseller have the following:

GTA Expectations		
Product Line	**GTA Requirement**	**GTA's Expectation**
Platinum Partner	Reseller should be a Platinum Level Oracle Partner (as defined by Oracle) to sell Oracle software?	GTA expects that the Reseller is a Platinum Level Oracle Partner (as defined in Appendix A, Definitions) to sell Oracle software.
	Reseller has been a Platinum Level Oracle Partner to sell Oracle software over 10 years?	GTA expects that the Platinum Level Oracle Partner has sold Oracle software for over 10 years to governmental entities. (See Appendix I).
	Reseller should be a Platinum Level Oracle Partner to sell Engineering Systems Services over 2 years?	GTA expects that the Platinum Level Oracle Partner has sold Oracle Engineering Systems Services (as defined in Appendix A, Definitions) for over 2 years (See Appendix I).
Oracle Software	Reseller has sold Oracle software products to governmental entities (i.e., federal, state, county or city)?	GTA expects that the Reseller has a GSA schedule with the Federal government or other governmental cooperative competitive contract to sell Oracle software products. (See Appendix I).
Oracle Engineered Systems Services	Reseller has marketed and sold Oracle Engineered Systems Services to at least 2 state entities?	GTA expects that the Reseller has marketed, sold, and installed and maintained for Oracle Engineered Systems Services to at least 5 state entities.
Professional	Reseller should have the ability to	GTA expects that the Reseller would be able

GTA Expectations		
Product Line	**GTA Requirement**	**GTA's Expectation**
Services	provide Oracle professional services	to provide Oracle professional services.
Price Discount	Reseller offers a volume discount price of Oracle software products to governmental entities.	GTA expects that the Reseller will offer a volume discount price of Oracle software products to governmental entities of at least 45% or better.
	Reseller offers a volume discount price for Oracle Engineered Systems.	GTA expects that the Reseller to offer a volume discount price of Oracle Engineered Systems to governmental entities of at least equal to their best government customer.
	Reseller offers a volume discount price for Oracle Consulting / Professional Services.	GTA expects that the Reseller to offer a volume discount price for Oracle software Consulting / Professional service to governmental entities of at least equal to their best government customer.

2.5 Administrative Fee

GTA requires that the Qualified Resellers to remit to GTA a fee of 1.5 % of sales for an administrative services ("Fee"). The prices stated in the Proposal shall include all amounts necessary for the Qualified Resellers to meet this obligation. The Qualified Reseller will factor the Fee into its' pricing and will not separately itemize. GTA expects to see a confirmation, recorded in Appendix G (Affirmation of Administrative Fee).

Failure to affirm acceptance of the administrative fee may result in disqualification from continuation in the evaluation process.

2.6 Usage Report

Reseller shall submit a Usage Report for each Payment Period, even if no payment is due for the Payment Period. Usage Reports for each Payment Period must be received on or before the last day of the month immediately following the end of the Payment Period. (Example: Usage Report for the quarterly Payment Period of Jul. – Sept. 2015 is due on or before Oct. 31, 2015). Each Usage Report shall reflect, at a minimum, the following information for the applicable Payment Period:
- (a)   Reseller's name
- (b)   Contract number
- (c)   Payment Period/quarter
- (d)   Total dollar amount invoiced to Agencies (excluding sales taxes and showing any adjustments for credits or refunds)
- (e)   The number, date, and amount of Reseller's check to GTA.

GTA may require the Reseller to provide a separate, more detailed Usage Report. Should this be necessary, GTA will work directly with the Reseller to determine the appropriate content and format of the separate report. Separate reports may be required on a quarterly basis.

3.0   PROPOSAL SUBMISSION

3.1   Submission of Proposals via Email

GTA is seeking the submission of the proposal to be in an email format. The Resellser's proposal, in response to this RFP, must be divided into three (3) appropriately labeled and sealed packages as follows:
(1) Administrative Proposal
(2) Technical Proposal
(3) Cost Proposal

Proposals must be submitted in three (3) separate emails files to procurement2@gta.ga.gov :

- One (1) email labeled - "Administrative" files
- One (1) email labeled - "Technical Proposal" with the appropriate Supplemental Appendix files
- One (1) email labeled - "Price Proposal" files

3.3   Administrative Proposal Content

The contents of the Reseller Administrative Proposal files must include the following
required documents as also listed in the below Attachments:

- Signed Proposal Certification Form (Appendix C)
- Signed Statement of Responsibility Form (Appendix D)
- Signed Sales and Use Tax Registration Form (Appendix E)
- Reserved (Appendix F)
- Signed e-Verify Affidavit (Appendix G)

3.4   Technical Proposal Content

GTA has established the following as certain criteria designed to addresses the Technical Proposal content.

The Technical Proposal should not contain any proposed prices.

In order to facilitate the State's evaluation of the proposals, GTA has specified in Appendix I "RESELLER TECHNICAL STATEMENT QUESTIONNAIRE" the technical requirements which require a "Yes" or "no" response and if applicable identify the "alphabetical" Evidence Tab the required information recorded under. Each Evidence Tab should include a complete description of how the Reseller elects to address and/or provide the specific Technical Requirements.

The Reseller's responses to the requirements must be arranged in the sequence in which the requirements are referenced, and formatted with responses inserted directly after the requirement or request, unless otherwise specified. Specific answers may be cross-referenced throughout Reseller's response to avoid duplication of material.

Additional information may be submitted to accompany the proposal. In submitting additional information, please mark it as supplemental to the required response.

Please include a detailed Table of Contents with all required data organized in accordance with these RFP instructions.

- Affirmation of Administrative Fee (Appendix H)
- Reseller Technical Statement Questionnaire (Appendix I)
- Technical Requirements Evidence Tabs (as required)

3.5   Price Proposal Content

Submit the Reseller's retail pricing matrices with the bid prices being represented by a percentage discount off of Reseller's standard retail prices. Reseller Pricing Statement Questionnaire (Appendix J)

3.6   Additional Discounts

Resellers are urged, but not required, to offer additional discounts for volume, tiers and/or one time delivery of large single orders of any assortment of items.

3.7   RESERVED

3.8   Technical & Pricing Requirements Submission

GTA expects Resellers to be able to show evidence that can provide solutions to the requirements. Resellers should ensure that whatever the evidence required and presented gives creditability to the products sold.

	Technical Requirement	Evidence
Platinum Partner	GTA expects that the Reseller is at least a Platinum Level Oracle Partner (as defined in Appendix A, Definitions) to sell Oracle software?	Reseller should provide a Oracle document specifying that the Reseller submitting the proposal is an Platinum Level Oracle Partner as defined in Appendix A, Definitions.

Document should also show what Oracle products the Partner can sell. Oracle Engineered Systems should be one of the product lines the Partner has authorization from Oracle to sell. |
	GTA expects that the Platinum Level Oracle Partner has sold Oracle software for over 5 years to government entities.	
	GTA expects that the Platinum Level Oracle Partner has sold Oracle Engineered Systems Services (as defined in Appendix A, Definitions) for over 2 years.	
Oracle Software	GTA expects that the Reseller has a GSA schedule with the Federal government or other governmental cooperative competitive contract to sell Oracle software products.	Reseller should provide a GSA Contract Number and an active link to the contract. Other cooperative agreements may also be used to show how the reseller provides competitive contracts to governmental

	Technical Requirement	Evidence
		entities.
Oracle Engineered Systems Services	GTA expects that the Reseller has marketed, sold, installed and maintained Oracle Engineered Systems to at least 2 state entities.	Reseller should provide the following for each of the state entities: Name of State: Name of State entity: POC of State entity (telephone / email): Delivery date of the Engineered System: Estimated value of the system: Use Appendix I to complete this requirement.
Professional Services	GTA expects that the Reseller has provided other Oracle Professional services, to governmental customers within the last 5 years.	Reseller has provided Oracle Professional Services as part of their agreement with Oracle. Written affirmation from company or attestation from Oracle would be appropriate. Provide at least 5 separate instances of providing Oracle Professional services to governmental entities. Name of State: Name of State entity: POC of State entity (telephone / email): Delivery date of the Engineered System: Estimated value of the system: Use Appendix I to complete this requirement.
Administrative Fee	GTA expects that the Reseller provide Affirmation of Administrative Fee Form	Signed Affirmation Form
	Financial Requirement	**Evidence**
Price Discount	GTA expects that the Reseller to offer a price discount of Oracle software products of at least equal to their best government customer.	Reseller must state their software discount. Resellers should use Appendix J.
	GTA expects that the Reseller to offer a price discount of at least equal to their best government customer.	Reseller must state their system discount. Resellers should use Appendix J.
	GTA expects that the Reseller to offer a price discount of Oracle Professional service of at least equal to their best government customer.	Reseller must state their professional services discount. Resellers should use Appendix J.

3.9 Agreement Submission

A sample Agreement with GTA's terms and conditions are set forth in Appendix K. After ranking proposals only the highest ranked Resellers will receive the agreement in MS Word format and only those Resellers will have the opportunity to submit exceptions or alternative language by clearly identifying all changes, should there be any, in MS Word "track changes".

GTA reserves the right to modify, add, or delete provisions consistent with the successful highest ranked Reseller's submission, as needed, to assure that the final executed Agreement accurately reflects the parties' intent, the procurement and the award.

Prior to award GTA may conduct communications, clarifications and/or negotiations (collectively referred to as, "discussions") for the purpose of finalizing the Agreement. These discussions are to be finalized and all exceptions resolved within ten (10) business days of initiation of discussions or such other period as GTA may authorize. GTA reserves the right not to disclose whether it is conducting concurrent discussions with the highest ranked Resellers. GTA reserves the right not to identify whether a Reseller is the apparent Successful Reseller. Notwithstanding this right, GTA may reveal to a Reseller their identity as the apparent Successful Reseller prior to issuance of a final deadline for contract finalization to occur, before declaring a failure to reach essential terms and abandoning the Reseller's changes to the Agreement. If however, the agreement is not finalized within such time frame, the Reseller's changes may be abandoned.

4.0   Evaluation

4.1   General

An evaluation team consisting of a technical and price evaluation committee will conduct a competitive source selection in accordance with GTA Procurement Manual along with the standard procurement procedures of GTA procurement. GTA will use best practices to obtain "best valued" Oracle Resellers providing products and services listed herein. The State reserves the right to reject any and/or all proposals.

4.2   RESERVED

4.3   Best and Final Offers (Optional)

At any time after the initiation of negotiations, Resellers may be invited to submit best and final offers (BAFOs). At this time, Resellers can make their prices as competitive as possible and address Questions and concerns specifically raised during negotiation/discussions. Revisions submitted by Resellers as part of their BAFOs may require the evaluation team to revise their scoring. In the event that a Competitive Range has been determined, requests for BAFOs shall be limited to those Resellers in the Competitive Range.

4.4   Financial Information

GTA reserves the right to request evidence of an Reseller's financial capability or stability and to conduct additional due diligence in this area at the sole discretion of GTA or at the request of any State of Georgia recognized governmental entity that will receive the benefits or services under any contract awarded pursuant to this RFP.

4.5   Technical Proposal Evaluation

A technical review committee comprised of State employees will assess the merits of the Technical Proposal. The State may engage one or more consultants or attorneys to assist in an advisory capacity. The committee will review the responses to the technical requirements of the RFP and will confer a consensus score. Incomplete, inconsistent or inaccurate responses in the Technical Proposal may have a negative impact on the rating.

Resellers are urged to convey the technical material and other factors necessary to meet the expectations of the RFP in sufficient detail within their written Proposal, rather than to seek to negotiate or provide such factors through written Communications, and Clarifications.

4.6   Price Proposal Evaluation

A price evaluation committee comprised of state employees will conduct an analysis and will confer a consensus score. GTA may engage one or more consultants to assist in an advisory capacity. At the sole discretion of GTA, this score will be applied to the Reseller's submitted Price Proposal.

GTA expects to see an overall significant percent off of published list prices. The Reseller offering the largest percentage off of list price will be scored accordingly.

4.7   Scoring Table

The table below indicates the scoring of each of the requirements set forth in the Section 2. GTA expects that by using the table below, Resellers will understand the importance and weight of each of the requirements for both technical and pricing:

Product Line	Requirement	Points
Administrative Fee	Affirmation of Administrative Fee	**Yes / No**
Platinum Partner	Reseller should be a Platinum Level Oracle Partner (as defined by Oracle) to sell Oracle software?	**60**
	Reseller has been a Platinum Level Oracle Partner to sell Oracle software over 10 years?	
	Reseller should be a Platinum Level Oracle Partner to sell Engineering Systems Services over 2 years?	
Oracle Software	Reseller has sold Oracle software products to governmental entities (i.e., federal, state, county or city) through a GSA contract or other cooperative agreement?	
Oracle Engineered Systems Services	Reseller has marketed and sold Oracle Engineered Systems Services to at least 5 state entities?	
Oracle Engineered Systems Maintenance Services	Reseller should have the ability to provide maintenance for Oracle Engineered Systems Services for at least one year and beyond, as required?	
Professional Services	Reseller should have provided Oracle Professional services to governmental entities.	
Price Discount	Reseller offers a price discount for Oracle software products to governmental entities?	**40**
	Reseller offers a price discount for Oracle Engineered Systems.	
	Reseller offers a price discount for Oracle Professional Services.	
	TOTAL POINTS	**100**

4.8   Selection of Successful Reseller(s) and Contract Award(s)

The Contract Award(s) will be made to the responsible Reseller(s) whose proposal is determined to be the most advantageous to the State, taking into account all evaluation factors set forth in this RFP, subject to GTA and such Reseller's ability to agree and enter into a final Agreement (see subsections below).

It is GTA's intent to award to the top highest scored Resellers. The score will be a combination of the Reseller's Technical and Price proposals. Score will reflect the information provided by the Reseller in their proposals. GTA does not intend to infer or assume Reseller's capabilities, except by what is provided in the format requested in this document.

APPENDIX A
DEFINITIONS

"Contract" means any agreement between two unrelated legal entities under which the Reseller is the provider of Oracle products and services.

"DOAS" means the Georgia Department of Administrative Services.

"GTA" means the Georgia Technology Authority.

"Open Records Act" means O.C.G.A. § 50-18-70 *et seq*.

"Platinum Level Oracle Partner" means that Oracle requires partners to maintain a level of resell and specialization certifications in order to sell Oracle products and services to customers. Partners are required to maintain a level of specializations in order to qualify for a Platinum Partner designation. Attaining a specialization requires Oracle approval based on competency criteria comprised of thorough Sales Specialist, Presales Specialists, Support Specialists, and Implementation Specialist assessments based on online and classroom based training and proctored exams ensuring partners have the capabilities to accurately and effectively represent, sell and service Oracle products to customers. In addition, Oracle contacts customer references to verify and validate a partner's experience and knowledge of the Oracle products.

"GSA Schedule 70" - The largest and most widely-used acquisition vehicle in the federal government. It features a wide variety of information technology products and services including mobile device and mobile application management (MDM/MAM) tools, automated data processing equipment (firmware), software, cloud computing services, hardware, support equipment, and professional services.

"General Service Administration (GSA) Schedule" - GSA establishes long-term government wide contracts with commercial firms to provide access to millions of commercial products and services at volume discount pricing.

"Cooperative Purchasing Program (COOP)" - The Cooperative Purchasing Program allows state, local and tribal governments to benefit from pre-vetted vendors on a variety of Information Technology products and services as well as security and law enforcement products and services offered through specific GSA Schedule contracts. This program allows eligible entities to purchase from Cooperative Purchasing approved vendors, at any time, for any reason, using any funds available.

"Oracle Engineered Systems" - Engineered Systems are a combined hardware & software solution that does away with much of the design, build, configuration and maintenance activities and complexities associated with a building a unique, multi-Reseller system. With an inclusive "in-a-box" strategy, Oracle's engineered systems combine best-of-breed hardware and software components with game-changing technical innovations. Designed, engineered, and tested to work best together, Oracle's engineered systems can power the cloud or streamline data center operations to make traditional deployments even more efficient. The components of Oracle's engineered systems are preassembled for targeted functionality and then-as a complete system-optimized for extreme performance. Oracle Engineered Systems lower TCO by reducing the

time, cost, and risk of a custom designed/built hardware/software configuration, and through simplification of the maintenance of the platform over time.

"State" means the State of Georgia.

"SPD" means the State Purchasing Division.

"Reseller" means in this RFP is refers to an Oracle partner that has the ability to resell Oracle products to customers.

APPENDIX B
Oracle Software and Service Listing

(INCLUDES BUT IS NOT LIMITED TO)

Oracle Software

Oracle Software products may include, but not limited to:

- Database 12c Enterprise/Standard Editions
- including: Client, Grid Infrastructure, Examples, Gateways, more
- Database 11g Enterprise/Standard Editions
- Database 11g Express Edition
- Audit Vault and Database Firewall
- Berkeley DB
- Big Data Connectors
- Cluster Verification Utility
- Database Mobile Server
- Grid Infrastructure
- ILM Assistant
- Instant Client
- MySQL
- NoSQL Database
- Rdb Products
- R Distribution
- Secure Backup
- Secure Backup Cloud Module for Amazon S3
- TimesTen

Engineered Systems

Oracle Engineered Systems may include, but not limited to:

- Oracle Big Data Appliance
- Oracle Database Appliance
- Oracle Exadata Database Machine
- Oracle Exalogic Elastic Cloud
- Oracle Exalytics In-Memory Machine
- Oracle SuperCluster
- Oracle Virtual Compute Appliance
- Sun ZFS Storage Appliance

Enterprise Management

Oracle Enterprise Management products may include, but not limited to:

- Application Testing Suite
- Business Transaction Management
- Enterprise Manager
- Enterprise Manager Plugins
- Enterprise Manager Ops Center
- Real User Experience Insight

Java

Oracle Java products may include, but not limited to:

- Java Card
- Java EE & GlassFish Server
- Java ME
- Java Runtime Environment (JRE)
- Java SE (includes JavaFX) Early Access
- Oracle Java SE Embedded
- Oracle Java ME Embedded
- Oracle Java Embedded Suite / Event Processing for Java Embedded

Middleware

Oracle Middleware products may include, but not limited to:

- Fusion Middleware
- AIA Foundation Pack
- BPEL Process Manager
- Business Activity Monitoring
- Business Intelligence Suite EE
- Business Intelligence Applications
- Business Intelligence Mobile App Designer
- Business Intelligence Mobile Security Toolkit
- Business Intelligence Publisher
- Business Process Analysis Suite
- Business Process Management
- Coherence
- Communications Application Server
- Complex Event Processing
- Content Management SDK
- Crystal Ball

- Data Integrator and Suite
- Discoverer
- Endeca Information Discovery
- Endeca Server
- Enterprise Repository
- Entitlements Server
- Event-Driven Architecture Suite
- Forms & Reports Services
- GlassFish Server
- GoldenGate
- Hyperion Performance Management and BI
- Identity Management
- Internet Application Server 10g and Components
- JRockit
- Outside In Technology
- Portal
- Presence
- Real-Time Decisions
- Service Bus
- Service Bus for Financial Services
- Service Registry
- SOA Suite
- Tuxedo
- Virtual Assembly Builder

- Web Services Manager
- Web Tier
- WebCenter Content
- WebCenter Portal
- WebCenter Sites
- WebLogic Integration
- WebLogic Server 12c

Professional Services

Oracle Consulting

- Oracle Consulting helps define strategy and goals, implement solutions using best practices, and identify ongoing enhancements and cost-savings

Oracle Premier Support

- Oracle Premier Support provides integrated support for Oracle systems and software including 24/7 technical assistance, support resources, and ongoing access to updates.

Advanced Customer Support Services

- Advanced Customer Support Services provides mission-critical support services for complex IT environments.

Oracle University

- Oracle University provides Oracle training and educational experience.

ADMINISTRATIVE DOCUMENTS

APPENDIX C
PROPOSAL CERTIFICATION FORM

(ALSO ATTACHED AS A WORD DOCUMENT TO FACILITATE SUBMISSION)

We propose to furnish and deliver any and all of the goods and/or services named in the attached Request for Proposals (RFP) for which prices have been set. The price or prices offered herein shall apply for the period of time stated in the RFP.

We further agree to strictly abide by all the terms and conditions contained in the Georgia Vendor Manual, located   at: http://statepurchasing.doas.georgia.gov/vgn/images/portal/cit_11783501/37106725vendormanual.pdf,   and any modifications or attached special terms and conditions, all of which are made a part hereof. Any exceptions are noted in writing and included with this bid.

It is understood and agreed that this proposal constitutes an offer, which when accepted in writing by the Agency, and subject to the terms and conditions of such acceptance, will constitute a valid and binding contract between the undersigned and the Agency.

It is understood and agreed that we have read the specifications shown or referenced in the RFP and that this proposal is made in accordance with the provisions of such specifications. By our original signature, entered below, we guarantee and certify that all items included in this proposal meet or exceed any and all such stated specifications.

We further agree, if awarded a contract, to deliver goods and/or services that meet or exceed the specifications.

It is understood and agreed that this proposal shall be valid and held open for a period of one hundred twenty days from proposal opening date.

PROPOSAL SIGNATURE AND CERTIFICATION
(Bidder to sign and return with proposal)

I certify that this proposal is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a proposal for the same materials, supplies, equipment, or services and is in all respects fair and without collusion or fraud. I understand collusive bidding is a violation of state and federal law and can result in fines, prison sentences, and civil damage awards. I agree to abide by all conditions of the proposal and certify that I am authorized to sign this proposal for the Offeror. I further certify that the provisions of the Official Code of Georgia Annotated, Sections 45-10-20 et. seq. have not been violated and will not be violated in any respect.

The Vendor also certifies that the Vendor and its Lobbyists have complied with the Lobbyist Registration Requirements in accordance with the Georgia Vendor Manual.

Authorized Signature _____Date_____

Print/Type Name _____

Company Name _____

Address: _____

Phone Number: _____ E-Mail: _____

APPENDIX D
STATEMENT OF RESPONSIBILITY FORM

(ALSO ATTACHED AS A WORD DOCUMENT TO FACILITATE SUBMISSION)

INSTRUCTIONS:
THIS FORM MUST BE COMPLETED, SIGNED, NOTARIZED AND SUBMITTED WITH YOUR RESPONSE/PROPOSAL.

Please complete this form, answering every question. **A "Yes" answer to any of the subparts of QUESTION NO. 3 requires a written explanation attached to the completed form, submitted on your company letterhead and signed by an authorized representative of the company. A "Yes" answer to any of the subparts of Question No. 3 will not necessarily result in denial of award, but will be considered in determining Offeror responsibility in the event GTA undertakes an investigation into Offeror's responsibility status.** For any explanation, indicate to whom it applies; identify the initiating agency and the dates of action.

Offerors are responsible for updating any information submitted in their Statement of Responsibility Certification Form if a change occurs prior to the award of the contract.

QUESTIONS:

1. Does Offeror certify that it has, or has the ability to obtain, adequate financial resources to perform the Services and Deliverables identified in the Agreement? This includes, but is not limited to, the ability to obtain required bonds and insurance from sureties and insurance companies authorized to do business in Georgia.
_____YES ___NO

2. Does Offeror certify that it is their intent to comply with all contractual requirements and fulfill all of its contractual obligations if awarded the contract, considering Offeror's other business obligations?
_____YES ___NO

3. Within the past three (3) years, has Offeror's company or any principal of Offeror (e.g., any owner, partner, officer, or major stockholder with 10% or more shares) been the subject of any of the following:

(a) judgment or conviction for any conduct constituting a felony under local, state or federal law, including, but not limited to, fraud, extortion, bribery, racketeering, labor, anti-trust, price-fixing, or bid collusion?
_____YES ___NO

(b) a criminal investigation or indictment for any conduct constituting a felony under local, state or federal law, including, but not limited to, fraud, extortion, bribery, racketeering, price-fixing, or bid collusion (to the best of Offeror's knowledge*)?
_____YES ___NO

(c) an unsatisfied judgment, injunction or lien obtained by a Georgia state government agency including, but not limited to, judgments based on taxes owed and fines and penalties assessed by any Georgia state government agency?
_____YES ___NO

(d) an investigation for a civil violation by any local, state or federal agency (to the best of Offeror's knowledge*)?
_____YES ___NO

(e) a suspension, debarment or termination for cause from any local, state or federal government procurement process?
_____YES ___NO

(f) a suspension or termination for cause prior to the completion of the term of any local, state or federal government contract?
_____YES ___NO

(g) a denial of award for non-responsibility determination made by any local, state or federal government?
_____YES ___NO

(h) an agreement to a voluntary exclusion from bidding/contracting on any local, state or federal procurement?
_____YES ___NO

(i) an administrative proceeding or civil action seeking specific performance or restitution in connection with any local, state or federal procurement (to the best of Offeror's knowledge*)?
_____YES ___NO

(j) any bankruptcy proceeding?_____YES ___NO

CERTIFICATION:
The undersigned: (i) recognizes that this questionnaire is submitted for the express purpose of assisting the Georgia Technology Authority (GTA) to make a determination regarding the eligibility for award of a contract, or to approve a subcontract; (ii) acknowledges that the GTA, the State of Georgia, its agencies and political subdivisions may, in their sole discretion, by means which they may choose, verify the truth and accuracy of all statements made herein; (iii) acknowledges that submissions of false or misleading information may constitute fraud, may result in ineligibility for contract award, may be used as grounds for termination for default of any contract awarded in relation to this certification, may be considered by the GTA, the State of Georgia, its agencies and political subdivisions in making responsibility determinations in other procurements, and may subject the Offeror or its representatives to criminal liability; (iv) as the authorized representative of the Offeror, states that the information submitted on this certification form and any attached pages is true, accurate and complete.

The undersigned hereby attests that he/she is duly authorized by the Offeror to make the statements and representations contained herein and/or attached hereto, on behalf of such Offeror.

_____   _____
Legal Name of Offeror's Company   Signature of Offeror's Authorized Representative

_____   _____
Address   Printed Name of Offeror's Authorized Representative

_____   _____
City, State, Zip   Title

State of _____County of _____

Sworn to and subscribed before me on this ____day of _____20___.

_____
Notary Public   My Commission Expires: _____

Note: *As used herein, the term "to the best of Offeror's knowledge" shall refer to the current actual knowledge of Offeror and shall be construed, by imputation or otherwise, to refer to the knowledge of any agent, manager, representative or employee of Offeror but does not impose upon Offeror any duty of inquiry or investigation of the matter to which such actual knowledge, or the absence thereof, pertains. The fact that Offerors (or their principals) are under investigation will not necessarily result in a determination of non-responsibility; rather, GTA will determine if the information and circumstances regarding such investigation are of such a nature or magnitude as to cause the GTA to deem the bidder non-responsible in order to protect the interests of the GTA and/or the State.

APPENDIX E
SALES AND USE TAX REGISTRATION FORM

(ALSO ATTACHED AS A WORD DOCUMENT TO FACILITATE SUBMISSION)

Section 50-5-82, of the Official Code Georgia Annotated (OCGA) prohibits the Department of Administrative Services or any other state agency from awarding a contract to an Offeror who is a "prohibited source" as determined by the Department of Revenue. The following information is required prior to award:

Vendor Name:_____

Principal Name (Parent Company): _____

FEI: _____

Affiliate Name (Distributor): _____

FEI: _____

Vendor Sales Tax Number: _____

Type of Product or Service: _____

What type of service will your company be performing? _____

Will your company sell any tangible personal property? _____

_____
Authorized Signature

_____
 Print Name

_____
 Date

APPENDIX F
(RESERVED)

APPENDIX G
E-VERIFY AFFIDAVIT

(ALSO ATTACHED AS A WORD DOCUMENT TO FACILITATE SUBMISSION)

Contractor Affidavit under O.C.G.A. § 13-10-91(b)(1)

By executing this affidavit, the undersigned contractor verifies its compliance with O.C.G.A. § 13-10-91, stating affirmatively that the individual, firm or corporation which is engaged in the physical performance of services on behalf of **Georgia Technology Authority** has registered with, is authorized to use and uses the federal work authorization program commonly known as E-Verify, or any subsequent replacement program, in accordance with the applicable provisions and deadlines established in O.C.G.A. § 13-10-91. Furthermore, the undersigned contractor will continue to use the federal work authorization program throughout the contract period and the undersigned contractor will contract for the physical performance of services in satisfaction of such contract only with subcontractors who present an affidavit to the contractor with the information required by O.C.G.A. § 13-10-91(b). Contractor hereby attests that its federal work authorization user identification number and date of authorization are as follows:

_____   _____
Federal Work Authorization User Identification Number   Date of Contract

I hereby declare under penalty of perjury that the foregoing is true and correct.

Executed on _____, ____, 201__ in _____ (city), _____(state).

_____
Signature of Authorized Officer or Agent

_____
Printed Name and Title of Authorized Officer or Agent

SUBSCRIBED AND SWORN BEFORE ME ON THIS THE _____ DAY OF _____, 201__.

_____
NOTARY PUBLIC

My Commission Expires: _____

TECHNICAL REQUIREMENTS DOCUMENTS

APPENDIX H
AFFIRMATION OF ADMINISTRATIVE FEE FORM

(ALSO ATTACHED AS A WORD DOCUMENT TO FACILITATE SUBMISSION)

Reseller agrees to remit to GTA a fee for administrative services ("Fee") as specified below. The prices stated in the Proposal shall include all amounts necessary for Reseller to meet this obligation. Reseller shall factor the Fee into its pricing and shall not separately itemize or invoice for the Fee.

Reseller shall pay to GTA a Fee equal to one and one half percent (1.5%) of the total dollar amount collected from Agencies for all sales under this Agreement during each Payment Period (excluding sales taxes and adjusted for credits or refunds). Payment for each Payment Period must be received on or before the last day of the month immediately following the end of the Payment Period. (Example: Payment for the quarterly Payment Period of Jul. – Sept. 2015 is due on or before Oct. 31, 2015). Payments are to be mailed to:

> Georgia Technology Authority
> 47 Trinity Avenue, 3rd Floor,
> Atlanta GA 30334
> Attention: Accounts Receivable

Payments shall be made to the order of the Georgia Technology Authority. If the amount due for a Payment Period is less than ten dollars ($10.00), no payment is required.

All amounts that become payable by the Reseller to GTA under this Agreement shall bear simple interest from the day due until paid unless paid within 30 calendar days of becoming due. The interest rate shall be the highest prime rate (as published in The Wall Street Journal) plus two percent (2%) per annum (unless a higher rate is provided by law, but in no event be greater than the maximum interest rate permitted by law), shall be variable, and shall be adjusted effective at the close of business on the day of any change in prime rate.

Failure to pay any amount due pursuant to this clause may result, in addition to any and all other remedies provided in this Agreement, in law or in equity, in the Reseller's debarment pursuant to O.C.G.A. Section 50-24-5, as amended.

_____
Reseller Name

_____   _____
Authorized Signature   Print Name

_____
Date

APPENDIX I
RESELLER TECHNICAL STATEMENT QUESTIONNAIRE

(ALSO ATTACHED AS A WORD DOCUMENT TO FACILITATE SUBMISSION)

	RESELLER TECHNICAL STATEMENT QUESTIONNAIRE		
Reseller's Name:			
Question #		**Yes / No**	**Identify Evidence Tab** *(Use Evidence Tab to satisfy requirement)*
	Platinum Partner		
1	Is the Reseller an Oracle Platinum Partner (as defined by Oracle)?		
2	Has the Reseller been an Oracle Platinum Partner selling to governmental entities for at least 10 years or more?		
3	Does the Reseller have a direct contractual relationship with Oracle U.S.A., Inc. allowing for sales to directly to external customers?		
4	Does the Reseller use contracts other than a GSA Schedule 70 Contract, (such as WSCA, etc.) for selling to governmental entities? If yes, provide List of other contracts.		
	Software		
5	Can the Reseller provide a listing of at least 15 governmental entities, which purchased Oracle software products and services within the previous 5 years?		
6	Does the Reseller have a current GSA Schedule 70 contract to sell Oracle software, services and support to states under the Cooperative Purchasing Program?		
7	Can the Reseller provide Oracle Annual Software Support for existing Licenses, specifically for GTA, which would be paid annually in arrears?		
8	Can Reseller list all Oracle Software Products they sell?		
	Engineered Systems		
9	Has the Reseller been certified to sell Oracle Engineered Systems and Services for 2 years or more?		
10	Can the Reseller provide a customer listing of at least 5 governmental customers purchasing Oracle Engineered Systems and services within the previous 5 years?		

	RESELLER TECHNICAL STATEMENT QUESTIONNAIRE		
Reseller's Name:			
Question #		**Yes / No**	**Identify Evidence Tab** *(Use Evidence Tab to satisfy requirement)*
11	Does the Reseller have a current GSA Schedule 70 contract to sell Oracle Engineered Systems and services to states under the Cooperative Purchasing Program?		
12	Can the Reseller continue to provide maintenance and premier support on Oracle Engineered Systems beyond the initial first year?		
13	Can Reseller list all Oracle Engineered Systems they sell and install?		
14	Does the Reseller have a current GSA Schedule 70 contract to sell Oracle Professional Services to states under the Cooperative Purchasing Program?		
	Professional Services		
15	Has the Reseller provided Oracle Professional Services to a governmental entity using their GSA contract or otherwise within the previous 5 years?		
16	Can the Reseller provide a customer listing of at least 15 governmental customers for Oracle Professional Services using their GSA contract or otherwise within the previous 5 years?		
17	Does the Reseller have contracts with other governmental entities (except GSA) to sell Oracle Professional Services?		
18	Can Reseller provide Oracle Training Services?		
	Advanced Customer Support (ACS)		
19	Can the Reseller provide installation services for Engineered Systems through ACS?		
20	Can the Reseller provide migration and integration services through ACS?		
	Pricing Discount		
1	Will Reseller offer a price discount of Oracle software products to the State of Georgia governmental entities at least 45% or better?		
2	Will Reseller offer a price discount of Oracle Engineered Systems to the State of Georgia governmental entities at least 50% or better?		
3	Will Reseller offer a price discount of Oracle Professional services to the State of Georgia governmental entities at least 20% or better?		

EVIDENCE TABS

TECHNICAL REQUIREMENTS

EVIDENCE TAB A

TECHNICAL REQUIREMENT

Platinum Partner – *Provide evidence of how you satisfy this requirement.*

Questions 1-4

EVIDENCE TAB B

TECHNICAL REQUIREMENT

Oracle Software – *Provide evidence of how you satisfy this requirement.*

Questions 5-8

EVIDENCE TAB C

TECHNICAL REQUIREMENT

Oracle Engineered Systems Services – *Provide evidence of how you satisfy this requirement.*

Questions 9-14

EVIDENCE TAB D

TECHNICAL REQUIREMENT

Professional Services – *Provide evidence of how you satisfy this requirement.*

Questions 15-18

EVIDENCE TAB E

TECHNICAL REQUIREMENT

Advanced Customer Support (ACS) – *Provide evidence of how you satisfy this requirement.*

Questions 19-20

FINANCIAL
DOCUMENTS

Appendix J
Reseller Pricing Statement Questionnaire

(ALSO ATTACHED AS A WORD DOCUMENT TO FACILITATE SUBMISSION)

Oracle Product Line	Pricing Requirement	Reseller Response "Y" or "N"
Price Discount	Will Reseller offer a volume price discount of Oracle software products to the State of Georgia governmental entities at least 45% or better?	
	Will Reseller offer a volume price discount of Oracle Engineered Systems to the State of Georgia at least better than or equal to their best governmental entity.	
	Will Reseller offer a volume price discount of Oracle Professional services to the State of Georgia at least better than or equal to their best governmental entity.	

Reseller Pricing	
Oracle Product	**Offered Price Discount**
Volume price discount of Oracle software products	%
Volume price discount of Oracle Engineered Systems	%
Volume price discount of Oracle Professional services	%

APPENDIX K

SAMPLE MASTER AGREEMENT

Posted as a separate document