RFQ FA301626Q7037
Attachment 4

The following Addendum applies to the provision:

Addendum to RFO 52.212-1 ***Instructions to Offerors—Commercial Products and Commercial Services***

QUOTATION SUBMISSION INSTRUCTIONS:

RFO 52.212-1(a) is deleted in its entirety and replaced with the following:

(a) Submission of Quotes.

1. In order for a quote to receive full consideration for establishment of a BPA, offerors should ensure that the information furnished in support of the quotation is factual, accurate and complete. Failure to provide the information requested in the RFQ may render the offeror's quotation ineligible for further consideration for award.

2. To ensure timely and equitable evaluation of each quote, offerors must follow the instructions contained herein. Offerors are required to meet all quote requirements, including terms and conditions, and technical requirements, in addition to those identified as evaluation factors. Offeror must clearly identify any exception to the quote terms and conditions and provide complete accompanying rationale.

3. Ceiling Prices vs. Order-Level Discounts: The unit prices submitted in response to this solicitation, if awarded, will establish the maximum ceiling prices for the 5-year ordering period. However, individual requirements (Calls) will be competed among all BPA holders. Vendors are highly encouraged to offer dynamic discounts below their established ceiling prices at the order level.

5. The Government intends to establish one or more Blanket Purchase Agreements (BPAs) with responsible offerors whose quotes conform to the instructions herein this RFQ and is the most advantageous to the Government, price and other factors considered. The evaluation factors are:

Factor 1 – Technical Acceptability

Sub-factor 1: Vendor is an Authorized Reseller and has an Active Pearson Education Account Number

Factor 2 – Pricing

Your responses will be evaluated against RFO 52.212-2, *Evaluation—Commercial Products and Commercial Services*. Provide details as specifically as possible with the actual methodology you would use for accomplishing and satisfying the requirements.

Factor 1 – Technical Capability: Technical acceptability of the offered product will be assessed based on a detailed evaluation, including any supporting ISBN-linked documentation, sufficient to verify full compliance with all requirements specified in the solicitation.

Sub-factor 1: Offeror must provide a current, verifiable "Letter of Supply" or "Authorized Reseller Certificate" from Pearson Education demonstrating they have an active account number and are legally authorized to distribute the required textbooks and digital materials.

Factor 2 – Pricing: Quoters are required to complete the attached BPA Price List (Attachment 2). The Government anticipates overall fair and reasonable competitive pricing; therefore, quoters are encouraged to apply all discounts.

Basis for BPA Establishment. The Government intends to evaluate quotes and may, at its discretion, establish one or more Firm Fixed Price (FFP) Blanket Purchase Agreements (BPAs) to Quoters without clarifications and/or negotiations to the Quoter who is determined to quote the best value (Lowest Priced Technically Acceptable (LPTA)) to the Government for the requirements within this solicitation. Establishment of a BPA will only be offered to a Quoter that is deemed responsible in accordance with RFO 9.104, Standards, and whose quotation conforms to the solicitation requirements. Quotes should include the Quoter's best prices inclusive of all discounts, as there may not be another opportunity to offer further discounts.

Order-Level Competition and Dynamic Discounting

Ceiling Pricing: The unit prices established in this Blanket Purchase Agreement (BPA) represent the *maximum* ceiling prices the Contractor may charge the Government.

Order-Level Discounts: The Government will compete all individual Calls (orders) among all BPA holders. Contractors are highly encouraged, and explicitly authorized, to offer additional discounts below their established BPA ceiling prices at the order level to secure the award.

Fair Market Price Determination: The Contracting Officer will evaluate quotes at the Call (Order) level to ensure pricing remains fair and reasonable.

Specific Quotation Instructions

1. Submit dated quotes to the office POCs specified in this solicitation at or before the exact time specified in this solicitation. As a minimum, offerors shall include one (1) completed electronic quote consisting of the following:

a. **Completed RFQ Table 1 *(this document)* including:**
   - **BPA Price List (Attachment 2) to include unit price and amount (extended price) for all 5-years**
   - **All Vendors MUST Complete and return the below Provisions/Clauses fill-ins info for the following:**
     - **R-DFARS 252.225-7000,** Buy American—Balance of Payments Program Certificate
     - **R-DFARS 252.204-7017** – Prohibition on the Acquisition of Covered Defense Telecommunications Equipment or Services-Representation
     - **R-DFARS 252.204-7016** – Covered Defense Telecommunications Equipment or Services-Representation.
     - **RFO 52.204-90** – Offeror Identification. (Deviation 2026-O0038)

- **RFO 52.229-11** - Tax on Certain Foreign Procurements-Notice and Representation.
- **RFO 52.209-11** - Representation by Corporations Regarding Delinquent Tax Liability or a Felony Conviction under any Federal Law. (Deviation 2026-O0038)
- **RFO 52.219-1** - Small Business Program Representations. (Deviation 2026-O0038)
- **RFO 52.209-2** – Prohibition on contracting with Inverted Domestic Corporations -Representations (Deviation 2026-O0038)

b. <u>All Vendors must complete and return Table 1 with your Quote submission:</u>

Table 1 – Contractor's Information

Company Name/dba	
POC	
Phone Number	
Email address	
UEI	
Cage Code	
Active Pearson Account Number	
Tax ID Number	
Do you have capacity to invoice electronically through WAWF?	

<u>Note:</u> Quoters shall provide information requested above and ensure the individual submitting the quotation is authorized to communicate with the Government on the Quoter's behalf.

(End of Addendum)