Combined Synopsis Solicitation
FA301626Q7037
Attachment 5

The following addendum applies to the provision:

RFO 52.212-2 Evaluation—*Commercial Products and Commercial Services*.

(a) *Basis for BPA Establishment.* The government may at its discretion, issue one or more Firm Fixed Price (FFP) Blanket Purchase Agreements (BPAs) to the contractor(s) whose quotation represents the best value to the government using the Lowest Price Technically Acceptable (LPTA) selection process. Establishment of a BPA will be to the responsible contractor(s) whose quotation conforming to the solicitation will be most advantageous to the Government, technical acceptability and price considered. The solicitation requirements include all stated terms, conditions, representations, certifications, and all other information (as applicable) required by this solicitation. Unless specifically identified in your quotation, by submission of its quotation, the Offeror accedes to all solicitation requirements, including terms and conditions, representations and certifications and technical requirements, in addition to those identified as evaluation factors or sub factors. Failure to meet a requirement may result in a quotation being determined ineligible for award. Only technically acceptable quotes are eligible for award and only quotes received from Quoters that provided unit pricing for ALL line items within the BPA Price List (Attachment 2) will be considered.

The following factors shall be used to evaluate the quotations:

1. Technical Acceptability
   Sub-Factor 1 – Vendor is an Authorized Reseller and has an Active Pearson Education Account Number
2. Price

i. Technical Acceptability. The government technical evaluation team shall evaluate the technical quotations on a pass/fail basis for technical acceptability, assigning ratings of Acceptable or Unacceptable. Quotes will first be ranked by price, from lowest to highest. If three (3) or fewer quotes are received, the Government will evaluate all quotes for technical acceptability. If more than three (3) quotes are received, the Government will evaluate the three (3) lowest ranked quotes for technical acceptability. However, the Government reserves the right to evaluate additional quotes for technical acceptability, if deemed to be in the Government's best interest. If additional quotes are evaluated for technical acceptability they will be selected in the order of price. For the quote to be overall technically acceptable, the technical acceptability factor and each subfactor must be rated as acceptable. The failure of an Offeror to meet any or all technical criteria will result in a technically unacceptable rating and be ineligible for award. The Government reserves the right to independently verify the validity and currency of the submitted certificate or letter directly with the Original Equipment Manufacturer (OEM), Pearson Education. Quotes containing expired, altered, or unverifiable documentation will be deemed Unacceptable.

A. Quotations shall be evaluated against the following factors:

Technical Subfactor 1: Vendor is an Authorized Reseller and has an Active Pearson Education Account Number

Technical Acceptable/Unacceptable Rating Method

Rating	Description
Acceptable	The quote clearly meets the minimum requirements of the solicitation. The quoter provided a current, valid Authorized Reseller Certificate or Letter of Supply from Pearson Education.
Unacceptable	The quote does not clearly meet the minimum requirements of the solicitation. The quoter failed to provide the required documentation, or the provided documentation was expired, invalid, or unverifiable.

ii. Price Evaluation. Price quotes will include all necessary delivery and transportation costs from the supplier's shipping point to the Government's delivery destination, to include vendor discounts. To determine price reasonableness, the Government will conduct a price evaluation of an offeror's total evaluated price (TEP) of all technically acceptable quotes being considered for BPA establishment. An offeror's total evaluated price (TEP) will be determined by multiplying all unit prices by the quantities in the BPA's Price List (Attachment 2) and adding all extended prices, including all Ordering Periods. Price reasonableness will be determined by utilizing the various price analysis techniques and procedures prescribed under RFO 15.404-1(b), *Price Analysis*, ensuring price quotes represent a fair market price. Quoters whose price is determined to be unreasonable will not be considered for establishment of a BPA. To be eligible for consideration of a BPA, the total firm-fixed price shall include vendor's contract line-item number (CLIN), unit price and extended prices (to include any discounts for the CLIN(s)). All provided unit and total prices must be rounded to the nearest dollar. Extended prices must be divisible by the number of units proposed. The quote must accurately cover all items listed in the BPA Price List. (Attachment 2).

Clarifications and Negotiations. It is the Government's intent to evaluate initial quotes and establish the BPA(s) without conducting negotiations. However, the Government reserves the right to conduct Clarifications or Negotiations at the Contracting Officer's sole discretion, utilizing the flexible procedures of RFO Part 12, and expressly not utilizing the formal procedures of RFO Part 15.

Clarifications: The Government may conduct clarifications with one or more Quoters at any time to resolve minor or clerical errors, or to clarify certain aspects of a quote. Clarifications do not constitute negotiations and do not permit the Quoter to revise its quote.

Negotiations: The Government may consider, throughout the evaluation, the "correction potential" of any quote to this solicitation. The judgment of such correction potential is within the sole discretion of the Government. The Government may determine one or a few Quoters have the highest potential to provide the best value and may conduct negotiations (exchanges allowing quote revisions) with all, some, or none of the Quoters. These negotiations may address technical or price matters, missing required RFQ documentation, or any other matter in the evaluation process.

If any aspect of a Quoter's quote does not meet the Government's requirements and is not considered correctable, the Quoter will be ineligible for the BPA. Ultimately, the Government reserves the right to establish the BPA(s) based solely on initial quotes without providing the opportunity to revise quotes.

(b) Options—deleted in its entirety.

(End of Addendum)