

Q&A for RFP 23-01 Account Payable Solutions

1. What ERP/Accounting systems do Region 4's school districts utilize today? Is there a common ERP/Accounting system across most or all schools?

Answer: We are not aware of what ERP/Accounting systems are used by different school districts. Nor do we know of a common system used. Offerors are encouraged to provide details in their abilities to address various ERP/Accounting systems.

2. Does Region 4 plan to promote this contract to all of their school districts? Are the 47 Region 4 school districts aware of this RFP? Are all or most of the schools likely to implement payments programs with the winner of this contract?

Answer: If a school is in need of this particular commodity, then they will look at our website to determine if they want to get further information.

3. Can Omnia Partners please provide a listing of all members nationwide with any size (student count, annual revenue, spend through Omnia contracts, etc) and geographic information in Excel format? This will help in determining the nationwide strategy to promote this contract, any overlap in mutual clients, and pricing strategy for response to this RFP.

Answer: The RFP document section Scope of Work and National Contract provides insight into student count, annual revenue and approximate spend. OMNIA Partners is not able to provide a listing of membership and geographic information. However, Respondents may review the OMNIA Partners, Public Sector microsite at [Who We Are | OMNIA Partners](#) upon contract award the awarded supplier will receive access to membership and assistants in nationwide strategy in promoting contract offering.

4. Can you talk more about the nature of the program? Is this program already established? Or is this the beginning of something new, and the districts will need to get on board?

Answer: Region 4 ESC has no established national contracts for accounts payable solutions.

5. Can you provide a breakout of percentage or dollar amount of payment types that make up the \$250Bn?

Answer: \$50 billion in spend x 5year term = \$250 billion. This an approximate figure and not guaranteed.

6. Is the Corporate/Purchasing card program already established? Can you tell us how much current spend and participants make up the collective card program? In order to put together a card financial model, it is important how much if the \$250B spend belongs to the card programs.

Answer: No establish programs or spend. The \$250B spend is an approximate figure and not guaranteed.

7. Would you please say the omnia fee again? Would you please clarify the \$5B - \$250B?

Answer: See OMNIA Partners Exhibit A, 1.2 Marketing, Sales and Administrative Support. See Questions 4 and 5.

8. Should we include redlines in our RFP response or will that be done after award?

Answer: Include redlines and exceptions in your response.

9. Will participants, i.e. school districts, of the program sign a separate agreement (same as the master agreement with OMNIA) or a participation agreement with the chosen provider?

Answer: See III. Instructions to Offerors, #6 and #7. Interested participating agency may sign separate agreement with awarded supplier.

10. Can you please confirm in writing which OMNIA exhibits need to be signed with RFP submission and which ones do not?

Answer: Include a response to OMNIA Partners Exhibit A, B, F and G. Prior to contract award Exhibit B must be signed.

11. Do any of the current participants use a virtual card program?

Answer: No.

12. You just went thru some important docs/exhibits very quickly. Can you please summarize that in writing? What must be signed, what does not need to be signed by the offeror

Answer: Review and complete III. Instructions to Offerors. See Question #9 for OMNIA Partners Exhibits.

13. Does Omnia Partners have influence on the vendor who is awarded for this contract or is Region4 the sole decision maker?

Answer: No. Review IV. Evaluation Process and Criteria.

14. Would you please confirm, is it \$5B a year or \$50b a year? Both amounts were said.

Answer: See Questions #4 and #5.

15. What is the OMNIA fee?

Answer: 3% administration fee. See Question #6.

16. Is the \$5B annually the amount of services or products that were purchased through the Co-op partnership or the amount of payments made via ACH and check?

Answer: Research of spend from procurement card and accounts payable.

17. Does the Omnia Partners Marketing and Sales Plan/Commitments have any bearing on the scoring for this RFP?

Answer: See Question #12.

18. The standard OMNIA fee is 3% of what? Annual volume, etc?

Answer: See Question #6 and #14. Understanding that the fee structure might be unique the standard 3% may not apply and basis point(s) and associated options may be offered. An estimated volume is approximately \$250 billion annually.

19. Can proposers dictate in their offer who this program can be open to?

Answer: No. It is recommended to respond with program(s) that meet the scope of the RFP. If there are exceptions, please advise.

20. The OMNIA administrative fee, is that 3% of the revenue share?

Answer: No (see Exhibit A, 1.2 Marketing, Sales and Administrative Support). Offeror may include 3% revenue share as an option.

21. What are the exclusivity requirements of the contract?

Answer: There is no exclusivity requirement.

22. Is OMNIA expecting current automated payable/card clients at the awarded supplier who are also OMNIA members to migrate to this contract?

Answer: There is no expectation. Awarded supplier may work with member to transition account to contract.

23. Would Region 4 ESC extend the RFP due date?

Answer: No. Proposals will be due March 14, 2023, 2:00 PM Central Time

24. Would Region 4 ESC accept an electronic submission of the RFP?

Answer: No. See III. Instruction to Offeror, #5. And #6.

25. Regarding rebate structure for the proposed card solutions, we have the following questions:

- a. What payment terms does Region 4 ESC want? (30/14, 30/29, etc.) Answer: Offeror should respond with payment term options.
- b. What is the contract term that Region 4 ESC wants for the card contract? Answer: This is a three (3) year period with two (2) additional one (1) -year periods.
- c. What is the projected start date for the initial card implementation? Answer: Offeror and participating agency will decide implementation date.

26. How quickly after the February 17, 2023 question close date, will Region 4 ESC respond to the questions?

Answer: As soon as available.

27. Can Region 4 ESC please elaborate on the definition of following statement: *Competitive Range: It may be necessary to establish a competitive range.*

Answer: Region 4 ESC may determine establishing a competitive range is not necessary.

28. Can Region 4 ESC please elaborate on the questions surrounding global offerings? Do any of the schools considering this contract, have travel internationally today? If yes, please provide the geographic region for travel.

Answer: Offers should response with their ability to offer international travel options.

29. June 1 is the contract start date. Which entities are intending to launch with the new solution provider on that date? Answer: No answer.

- a. What is the expected volume of payables you anticipate as part of this contract? Answer: No answer.
 - i. How would you categorize those payables? (e.g. via type: ACH, corporate card, or via purpose: T&E, Procurement) Answer: No answer.
- a. What is the expected volume for Region 4 ESC? Answer: No answer.

Answer: Offerors are recommended to provide a response that meets RFP 23-01. Contract effective is anticipated to be June 1, 2023. However, awarded supplier and participating agency will negotiate launch of solution.

30. Are there incumbent providers for Region 4 ESC? Answer: No. If so, what is the reason for replacing them?

- a. How do you use your current provider today? Answer: No answer.
- a. Do you have corporate cards distributed across your organization? Answer: No answer. What percentage of employees use corporate cards? Answer: no answer.

Answer: Offerors are recommended to provide a response that meets RFP 23-01.

31. The "Product/Service Specifications" identify "cost savings and revenue gains" as an objective. What are you looking for with respect to revenue gains?

Answer: Offerors are encouraged to provide options in cost savings and revenue gains.

32. "Please explain if the system proposed could post transactions using a department's cost center account number." – could you please clarify this question?

Answer: Offeror should provide options in posting transactions, including the ability to use cost center account number.

33. How is the Region 4 ESC organization structured? Answer: See I. Scope of Work. Are there multiple finance and accounting departments which will be users of the payables platform? Answer: Offeror should respond with options to meet multiple finance and accounting department users and platforms.

- a. How many admin users of the platform do you anticipate? Answer: No answer.
- a. How many charge cardholders? Answer: No answer.

Answer: Offerors are recommended to provide a total offering and options that meet the needs of RFP 23-01.

34. Does Region 4 - ESC intend to use federal funds to pay for this payables solution (this is in relation to Exhibit F, Federal Funds Certifications)?

Answer: Federal funds might be used. Offeror should complete Exhibit F, Federal Fund Certificate as part of the response process.