

**SPECIAL ADMINISTRATIVE BOARD OF THE TRANSITIONAL SCHOOL****DISTRICT OF THE CITY OF ST. LOUIS**

Purchasing Department  
801 North 11<sup>th</sup> Street  
Saint Louis, Missouri 63101

**RFP# 001-1718 Financial and Human Resources Software****ADDENDUM No. 3– BID CONFERENCE QUESTIONS AND ANSWERS**

1. **Question:** Your preference is on premise, the industry is moving to a cloud environment, is there a specific reason you're sticking to an on premise solution versus moving to a new cloud-based technology? **Answer: We need consultants available to address immediate needs.**
2. **Question:** Explain "deployment option. Does this occur during implementation? **Answer:** In the industry today, the majority of your major vendors are moving to a SaaS option. The software is hosted in the cloud environment in which they maintain within the United States. We would then offer a managed service component after the implementation of the ERP System. Those people would then be onsite or relatively local to alleviate the offshore component that was referenced.
3. **Question:** To clarify your answer, the reason you said there's a preference for on-premise is that you want to make sure you have onsite consultants here to work with you, was the reason...is that a fair recap? **Answer: That is correct, although that is the preference, we have a lot of technology and we do have a virtualized environment. We prefer hosting our own stuff versus it being in the cloud.**
4. **Question:** Will you accept a "cloud" bid with the proper clarification assuming there's no pushback from the IT department and will the bid get due consideration and not be considered dead on arrival for not meeting the specifications? **Answer: Yes, if that is the solution you're offering, it would be considered.**
5. **Question:** To follow-up on that point, 20 percent of the points are to Meet General Requirements, If you propose a cloud-based solution, are you likely to lose points on the evaluation compared to an on-premise? **Answer: No.**
6. **Question:** Will the previously submitted questions and answers be posted? **Answer: Yes.**
7. **Question:** If we propose both cloud-based SaaS and locally hosted system, you'll accept an RFP with both of those options for the district to make their choice? **Answer: Yes.**

8. **Question:** What are the District's current issues or problems with the current SAP software? What are the pain points you're experiencing and the basis for wanting to make a move to the new system?  
**Answer:** The reason we're looking is because of the new ESSA, Every Student Succeed Act, guidelines that are making us report things in a different way. There also needs to be some realignment of our Chart of Accounts with the State of Missouri.
9. **Question:** What are the District's current issues or problems with the current SAP software? What are the pain points you're experiencing and the basis for wanting to make a move to the new system?  
**Answer:** The reason we're looking is because of the new ESSA, Every Student Succeeds Act, guidelines that are making us report things in a different way. There also needs to be some realignment of our Chart of Accounts with the State of Missouri.
10. **Question:** Right, so the DESE Changes and uniform Chart of Accounts is the reason for the timing of this? **Answer:** Yes. So the timeline is that with the 2018-19 School year, we have to be on the new ESSA Chart of Accounts requirement. So we have the school year we're starting on August 16<sup>th</sup>, 17-18 school year on the existing system with no changes and requirements but we have to be ready to go July 1, 2018.
11. **Question:** Will you have to build budgets with the new Chart of Accounts? **Answer:** We're anticipating this, ideally.
12. **Question:** This RFP was released in 2013 almost verbatim and at that time, I noticed in the new RFP you did change your Chart of Accounts in 2014, so is the option still available to you to go ahead and upgrade SAP again versus implementing a new solution? **Answer:** All options are on the table. Certainly a change within our current environment is possible. We are looking at all options.
13. **Question:** The industry is moving toward a SaaS/Cloud model for the new ERP systems that are out there. The question is will you accept proposals that address cloud and on premise services? **Answer:** The preference is for on premise especially when we're talking about individual social security numbers and other salary information, W-2s. Managed services and cloud-based solutions will need to be offered as option
14. **Question:** Is an upgrade to SAP an alternative that you are considering? **Answer:** We're considering all options at this point. We want a solution that is going to the best long term option for the district.
15. **Question:** You have opted not to extend the due date for the RFP response. If you look at the schedule, it has an equally aggressive point and time to make an evaluation on who to demonstrate. To demonstrate a week later. Are you then sticking to that same demonstration schedule with no exceptions? **Answer:** We're planning to work with the current timeline that was issued.
16. **Question:** It looks like there were two different work order systems that were referred to in the RFP for potential interface with the proposed system. One was SchoolDude and the other was the print shop work order system? Is that also SchoolDude or is that a separate piece of software? **Answer:** No, we have a managed print shop in our District offered by Ricoh and they have a TRAX solutions. Teachers can submit their request for copies electronically, so there's a work order system that Ricoh track but that will not be incorporated in SAP or the new system.

End of Addendum 3.