

REQUEST FOR PROPOSALS # 2024-067
Credential Management Solution
RESPONSE ADDENDUM #2
May 7, 2024

CLARIFICATION

Submission Due date is modified to May 9, 2024 on or before 11:59 pm EST.

QUESTIONS

Q1: Per the addendum, 5,000 is not an option anymore correct? If so, is 300 the only amount you want us to quote for the RFP? The way 1password discounts is by volume, execution of contract, and term. Per my experience volume and execution are the biggest levers to pull to maximize discount. What's the most you are willing to sign off for, and when would you be signing off on these?

A2: At this point we cannot commit past 300 users. However, the user base is expanding. We are interested in understanding pricing tiers up to our full employee FTE so that we can make the most cost-effective purchasing decisions.

The RFP SUBMISSIONS FORM PACKAGE in Appendix C Page 7 allows for a Respondent to provide TIERED PRICING. Language for from Page 7 is below. We require pricing for bullet points 1, 2, 3 and allow for additional pricing tiers.

- 300 user licenses with general credentials management functionality
- 20 user licenses for secrets management functionality, if it is available as a separate module
- User licenses for all employees (current FTE about 5,000) with general credentials management functionality
- pricing tiers between current usage and FTE