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| **EXHIBIT B – Proposer’s Qualifications** |
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|  | **Submittal Requirement** | **Meet Requirement?****(Y/N)** | **Response Attached and Labeled? (Y/N)** | **Complete Answer / Response**  |
| **3.6** | **Profile and Qualifications. (M/E)** |  |  |  |
|  | Provide a brief (one page limit) history of your firm.  |       |       |       |
|  | Describe the number of years that the Proposer’s firm has been in business number of current learning management system clients, number and makeup of staff and any industry recognition or awards. |       |       |       |
|  | Provide brief history of the proposed LMS itself. If there are multiple versions of the LMS currently installed and in use by institutions include a breakdown of approximately how many institutions, faculty and students are using each version and the primary differences between the most used versions. Also indicate which programming language(s) that the software is written in, as well as any other architectural components that relevant to the LMS. |       |       |       |
|  | Clearly state whether Proposer is the manufacturer, an authorized reseller or a third-party partner. Describe Proposer’s ownership structure. If independently owned and operated, include names of all owners. If a wholly owned subsidiary, list these details for the parent organization as well. If Proposer is a reseller, describe the ownership structure of the proposed LMS. |       |       |       |
|  | Has your company changed ownership in the last five years? If so, please explain why and how this has affected your customer base. |       |       |       |
|  | Identify the individual who would be assigned as Proposer’s contract administrator/project manager for this project. Also include a detailed description of procedures and other aspects of the working relationship expected between Proposer's contract administrator/project manager and University's representative, Helen Chu, Director, Academic Technology.  |       |       |       |
|  | Provide Proposer’s approach to managing LMS project-related risks and issues. |       |       |       |
|  | Proposer must provide a list of all key personnel who will be assigned to this project. Include the following for each listed key personnel: |       |       |       |
|  | 1. Include the name and title
 |       |       |       |
|  | 1. Include qualifications, credentials, and areas of expertise
 |       |       |       |
|  | 1. Identify each part of the project on which the listed individual will work
 |       |       |       |
|  | 1. Experience with projects of similar scope and nature
 |       |       |       |
|  | 1. Concise business biography or resume.
 |       |       |       |
|  | University is a leader in sustainability. List any sustainability measures Proposer has taken, awards received or other information that will demonstrate Proposer’s commitment to sustainability. |       |       |       |
|  | Proposers must submit verification that the Proposer has any and all licenses (including, but not limited to, software licenses) necessary for the work contemplated under this RFP, as applicable.  |       |       |       |

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|  | **Submittal Requirement** | **Meet Requirement?****(Y/N)** | **Response Attached and Labeled? (Y/N)** | **Complete Answer / Response**  |
| **3.7** | **References. (M/E)**  |  |  |  |
|  | Proposer must provide at least five higher education clients for whom similar LMS projects have been completed by Proposer. These clients may be contacted by University for an evaluation and assessment of the Proposer’s performance. At least two of these clients should be Ellucian Banner clients. Client references contacted may include but not be limited to those client references provided by Proposer. In providing the client references, include, at minimum, the following: |       |       |       |
|  | 1. Institution Name
 |       |       |       |
|  | 1. Contact Person and Title
 |       |       |       |
|  | 1. Phone and e-mail address for contact person
 |       |       |       |
|  | 1. Number of years Proposer has been providing service to this institution
 |       |       |       |
|  | 1. For Ellucian Banner customer, how Proposer’s LMS product interfaces with Banner at each institution.
 |       |       |       |
|  | 1. How many of the institution’s departments use the LMS system?
 |       |       |       |
|  | 1. Proposer’s average response time to reported concerns or problems reported by institution.
 |       |       |       |