

 LANDER UNIVERSITY OFFICE OF PROCUREMENT SERVICES	<h1>Request for Proposal</h1> <h2>Amendment 1</h2> <h3>Questions, Responses & Revised Proposal Due Date</h3>	Solicitation Number Date Issued Procurement Officer Phone E-Mail Address Mailing Address:	RFP-SP-585-10-22-2026 10/22/2026 Scott Pilgrim (864) 388-8698 spilgrim@lander.edu Lander University 320 Stanley Avenue Greenwood, SC 29649
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DESCRIPTION: Integrated Enterprise Reporting and Information Management Platform

SUBMIT OFFER BY (Opening Date/Time): ~~10/22/2026~~ **11/02/2026 3:00 pm EST** (See "Deadline For Submission Of Offer" provision)

QUESTIONS MUST BE RECEIVED BY: ~~10/09/2026 5:00 pm EST~~ (See "Questions From Offerors" provision)

NUMBER OF COPIES TO BE SUBMITTED: **One (1) original hard-copy Technical Proposal, one (1) electronic Technical Proposal, one (1) redacted electronic Technical Proposal (if applicable), one (1) original hard-copy Business/Price Proposal, and one (1) electronic Business/Price Proposal.**

See Section II. A "DISCLOSURE OF YOUR BID / PROPOSAL and SUBMITTING CONFIDENTIAL DATA, Section II. B "Electronic Copies- Required Media and Format" **Initial here _____ if a redacted copy is NOT necessary.** (See "Submitting Your Offer" provision)

Offers must be submitted in a sealed package. Solicitation Number & Opening Date must appear on package exterior. (See "Submitting Your Offer" provision)	
SUBMIT YOUR SEALED OFFER TO EITHER OF THE FOLLOWING ADDRESSES:	
MAILING ADDRESS: Lander University Procurement Services CPO 6023 Greenwood, S.C. 29649	PHYSICAL ADDRESS: 204 W Henrietta Ave Building FO 2, Room 212 Greenwood, S.C. 29649
CONFERENCE TYPE: N/A DATE & TIME: N/A As appropriate, see "Conferences - Pre-Bid/Proposal" & "Site Visit" provisions	LOCATION: N/A
AWARD & AMENDMENTS	Award will be posted at the Physical Address stated above on 11/05/2026 11/19/2026 . The award, this solicitation, and any amendments will be posted at the following web address: http://www.lander.edu/solicitations
You must submit a signed copy of this form with Your Offer. By signing, You agree to be bound by the terms of the Solicitation. You agree to hold Your Offer open for a minimum of one hundred eighty (180) calendar days after the Opening Date. (See "Signing Your Offer" provision.)	
NAME OF OFFEROR <small>(full legal name of business submitting the offer)</small>	Any award issued will be issued to, and the contract will be formed with, the entity identified as the Offeror. The entity named as the offeror must be a single and distinct legal entity. Do not use the name of a branch office or a division of a larger entity if the branch or division is not a separate legal entity, i.e., a separate corporation, partnership, sole proprietorship, etc.
AUTHORIZED SIGNATURE <small>(Person must be authorized to submit binding offer to contract on behalf of Offeror.)</small>	DATE SIGNED
TITLE <small>(business title of person signing above)</small>	STATE VENDOR NO. <small>(Register to Obtain S.C. Vendor No. at www.procurement.sc.gov)</small>
PRINTED NAME <small>(printed name of person signing above)</small>	STATE OF INCORPORATION <small>(If you are a corporation, identify the state of incorporation.)</small>
OFFEROR'S TYPE OF ENTITY: (Check one) (See "Signing Your Offer" provision.) ____ Sole Proprietorship ____ Partnership ____ Other _____ ____ Corporate entity (not tax-exempt) ____ Corporation (tax-exempt) ____ Government entity (federal, state, or local)	

(Return Page Two with Your Offer)

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Solicitation Outline

- I. **Scope of Solicitation**
- II. **Instructions to Offerors**
 - A. **General Instructions** - AMENDMENTS TO SOLICITATION (Modified): (a) The Solicitation may be amended at any time prior to opening. All actual and prospective Offerors should monitor the following web site for the issuance of Amendments: www.lander.edu/solicitations (b) Offerors shall acknowledge receipt of any amendment to this solicitation (1) by signing and returning the amendment, (2) by identifying the amendment number and date in the space provided for this purpose on Page Two, (3) by letter, or (4) by submitting a bid that indicates in some way that the bidder received the amendment. (c) If this solicitation is amended, then all terms and conditions which are not modified remain unchanged. Stricken text is deleted. Highlighted text has been added or modified.
 - B. **Special Instructions** -This Amendment MUST BE ACKNOWLEDGED see pg. 2. Offerors that have already submitted a response should carefully review the amendment to determine whether revisions to their submission are necessary. If an offeror elects to revise its response, any revised submission must be received no later than the revised solicitation closing date and time. If no revision is required, at a minimum pages 1 & 2 must be resubmitted acknowledging this amendment.
- III. **Scope of Work / Specifications**
- IV. **Information for Offerors to Submit**
- V. **Qualifications**
- VI. **Award Criteria**
- VII. **Terms and Conditions**
 - A. **General**
 - B. **Special**
- VIII. **Bidding Schedule / Cost Proposal**
- IX. **Attachments to Solicitation**

Questions and Responses:

1. Question: Does Lander currently maintain Microsoft 365, Azure, Power BI, Microsoft Fabric, or related enterprise licensing that could be leveraged as part of the proposed reporting solution?

Response: *Lander University maintains a Microsoft enterprise environment. Offerors may propose solutions that leverage Microsoft technologies; however, all required Microsoft licensing, services, capacity, and other dependencies associated with the proposed solution must be clearly identified in the proposal and should not be assumed to be provided by the University.*

2. Question: Does Lander have an existing identity provider, such as Microsoft Entra ID, that should be used for authentication and role-based access?

Response: *No change, refer to section III.D.7*

3. Question: Should Offerors include all third-party platform/software licensing in the five-year firm-fixed pricing, even where Lander may already hold applicable enterprise licenses?

Response: *No change, refer to section VIII.1*

4. Question: Is the University receptive to a solution assembled from a widely adopted commercial analytics platform plus implementation/configuration services, rather than a higher-education-specific packaged reporting product?

Response: *No change.*

5. Question: Are there target dates or expectations for completion of implementation and initial production deployment following award?

Response: *No change.*

6. Question: Must the prime offeror itself be a Certified Ellucian Partner, or may this mandatory qualification be satisfied through a named subcontractor or formal teaming partner? If teaming is permitted, what documentation and minimum scope of participation are required?

Response: *No change.*

7. Question: Please provide the estimated number, types, complexity, data sources, schedules, and distribution methods of the legacy reports and dashboards that must be recreated for go-live, along with the name of the current reporting platform and representative report samples.

Response: *No change. This information is not being provided as part of this solicitation.*

8. Question: What Banner version and hosting model does Lander currently operate, and what direct operational reporting access method will be authorized, for example, a read-only Oracle connection, reporting replica, Ethos APIs, or another supported interface?

Response: *Banner Self Service 9 on premise, with read-only Oracle database connections.*

9. Question: Please provide the anticipated number of report authors, administrators, named consumers, and peak concurrent users, together with approximate Banner data volume, historical depth, report-execution frequency, and required refresh latency.

Response: *No change. This information is not being provided as part of this solicitation.*

10. Question: Which specific IPEDS surveys and reporting cycles must the platform automate, and does the required functionality include upload-ready file generation, validation, reconciliation, approval workflow, and maintenance for future federal specification changes?

Response: *No change. This information is not being provided as part of this solicitation.*

11. Question: Section IV.3.B mandates three positive references from recent clients within the United States in the past two years. Given the global deployment footprint of enterprise ERP systems, will the University accept positive institutional references from comparable higher education or public sector clients outside the United States if the Offeror demonstrates identical functional scope, direct Ellucian Banner integration, and verified partner delivery credentials?

Response: *No change.*

12. Question: If an Offeror bids as prime and subcontracts with an established COTS SaaS platform provider (or vice versa), will the evaluation committee consider the client references, active customer base (IV.3.C), and past performance of the subcontractor toward fulfilling Section IV.3.B, pursuant to Section V which allows the State to consider any identified subcontractor?

Response: *No change. The prime Offeror must satisfy those requirements. A subcontractor's qualifications may be considered in the overall evaluation.*

13. Question: Section V establishes a mandatory Special Standard of Responsibility requiring the Offeror to be a Certified Ellucian Partner. In a prime-subcontractor teaming arrangement, is this mandatory condition satisfied if the implementation services partner holds active Ellucian certification while teaming with a SaaS reporting vendor, or must the prime bidding legal entity independently hold the certification?

Response: *No change.*

14. Question: Section III.D states that solutions requiring implementation of a separate enterprise data warehouse, extensive data replication architecture, or significant custom middleware do not satisfy requirements. Please clarify whether cloud-native metadata caching, read-only operational data stores (ODS), or real-time query acceleration layers native to the SaaS platform are permitted, provided they require no on-premises warehouse.

Response: *Yes, provided such components are native to and fully managed as part of the proposed SaaS solution.*

15. Question: Section III.D.10 specifies that the vendor must recreate a core set of existing datasets, reports, and dashboards from the legacy system for go-live. To enable accurate scoping and firm-fixed pricing, how many legacy reports and dashboards comprise this core set, and what legacy reporting tool(s) is Lander University currently utilizing (e.g., Argos, WebFOCUS, Crystal Reports, Banner Access)?

Response: *No change. This information is not being provided as part of this solicitation.*

16. Question: In addition to Ellucian Banner, the RFP cites integrations with Slate, StarRez, and TouchNet. Will Lander University provide direct API/database credentials and vendor-supported data connectors for Slate and StarRez, or is the contractor expected to develop custom APIs/SFTP pipelines?

Response: *These systems have their own APIs and supported connection methods; the reporting solution must be capable of integrating with these systems (and possible other identified systems) using the supported integration methods available for those systems.*

17. Question: Section VII.B prohibits processing, storing, transmitting, or accessing government information outside the continental United States. Can the University confirm whether purely administrative configuration, custom report template design, or software patching performed via secure, encrypted channels where no live student or government data is accessed, stored, or transmitted can be supported by offshore resources, or does the offshore ban apply uniformly to all labor regardless of data access?

Response: *No change.*

18. Question: Section IV.2.A.1 requests the number of dedicated resources to provide onsite support and training. Is there a mandatory minimum number of days or key project milestones requiring physical onsite presence at the Greenwood, South Carolina campus, or will a fully remote implementation and virtual training delivery model be considered fully compliant and acceptable?

Response: *The specific minimum number of onsite days is not prescribed. However, the proposal must provide for a highly successful and effective implementation based on the Offeror's experience with comparable implementations and must include appropriate onsite presence, including initial onsite training. The Offeror should propose the combination of onsite and remote implementation, support, and training that it will best ensure a successful implementation.*

19. Question: Section VII.B mandates Cyber and Privacy Liability insurance limits of no less than \$5,000,000 per occurrence and \$10,000,000 aggregate. Given Lander University's enrollment size, will the University consider reducing the aggregate liability threshold to \$5,000,000 aggregate, or permit excess/umbrella liability policies to satisfy the requirement?

Response: *No change.*

20. Question: Section VII.A specifies that no contract, license, or terms containing vendor conditions will be signed by the University and conflicting terms are void, while Section IV.5.C requires offerors to list all required SaaS agreements. Please clarify how Lander University executes SaaS subscriptions where the underlying cloud hosting provider requires standard end-user cloud agreements.

Response: *Offerors must disclose all agreements required to implement and use the proposed SaaS solution, including any applicable third-party cloud or hosting agreements. Agreements will be reviewed for consistency with the solicitation and applicable University and State requirements.*

21. Question: Section VII.B assesses liquidated damages of \$1,000 per contact for presenting terms of use without prior approval. Please clarify whether standard click-through SaaS terms of service or end-user license prompts displayed automatically upon first web login constitute a violation of this clause if not pre-approved in writing.

Response: *Yes. This would violate the state prescribed clause 07-7B212-1*

22. Question: Section VIII requires a firm, fixed five-year total evaluated cost covering SaaS/platform fees, project management, and training. To ensure uniform and comparable cost proposals across bidders, what is the anticipated headcount for named administrators versus casual/read-only end users, and what is the estimated student FTE count to be used for SaaS licensing tiers?

Response: *No change. This information is not being provided as part of this solicitation.*

23. Question: Section VII.A notes that payment will not be made on partial deliveries unless otherwise specified. Can the University confirm whether implementation and professional services will be payable against verified phase milestone deliverables (e.g., design sign-off, Banner integration complete, UAT, go-live), with SaaS subscription fees invoiced annually in advance?

Response: *Lander will consider making progress against verified phase milestone deliverables, and subscription fees in advance.*