

06/22/2021

Addendum 1
Request for Proposal Number: P21KJ005
Online Program Management

Please note the following on the above referenced Request for Proposal.

1. Section A, paragraph 2 shall be replaced in its entirety with the following:
 - a. Offers shall be received in the Office of the Associate Vice President of Procurement, Northern Arizona University, Building 98B, Box 4124, 545 E. Pine Knoll Drive., Flagstaff, AZ 86011-4124 until 2:00 P.M., Arizona Local Time, on Monday, June 28, 2021, at which time a representative of Contracts, Purchasing, and Risk Management shall publicly announce the names of those firms submitting Offers on the Zoom Meeting Link provided below. In person attendance shall not be permitted at this time. No other public disclosure shall be made until after award of the Contract resulting from this Request for Proposal (RFP)
2. Question: Will the University accept electronic copies of the final submissions?
University's response: No.
3. Question: Is NAU amenable to a five year minimum contract?
University's response: No.
4. Question: Would the selected vendor be taking over management of all existing online offerings?
University's response: The University does not anticipate partnering on the management of all online programs.
5. Question: Could the University provide a list of any new online programs prioritized for launch as well as enrollment minimums?
University's response: Refer to Section E.8.3. Enrollment and Financial Projections. Priority programs will be dependent on the market recommendations of the Offerors.
6. Question: Could the University provide additional guidance on the number of new programs the University would like to launch over the next 3 years, and guidance on institutional preference/priority for degree level (e.g. undergraduate, graduate, non-credit, certificates)?
University's response: We anticipate growth in adult learning population, including bachelor's degree completion programs, graduate, competency-based programming, and

certificates, as well as stackable programming (non-credit to credit). We have not identified a specific number for growth.

7. Question: Is the University open to alternative financial models in addition to revenue share structures?

University's response: Refer to Section H., Pricing.

8. Question: Could the University provide additional details related to expectations on the numbers of courses to be developed per program?

University's response: The University expects to develop narrow clusters of core courses to support student's ability to progress through the program to graduation in a timely manner. Online course carousel offerings will support this latter goal. Refer to our [academic catalog](#) to consider our program inventory and core course offerings.

9. Question: What are the University's expectations related to collaborating on course development responsibilities?

University's response: The University has a coordinated approach for instructional design.

10. Question: Can companies outside the US submit an Offer?

University's response: Yes.