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Date: 11 June 2018

**Clarification Note No. 2**  
**Request for Proposal No. RFP/SEC/07/2018**  
**Provision of IT Skills Training to the OSCE**

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The Organization for Security and Co-operation in Europe has received request for clarifications from potential bidders. In accordance with Article 22 of the RFP Document, the OSCE would like to provide the following clarification:

**Question 1:**

For Cisco CCNP VOICE (Now CCNP Collaboration), the certification track consists of 4x 5 day courses. Will the delegates attending already meet the prerequisite of CCNA Collaboration in order to advance to CCNP level? Or is it expected to quote on prerequisite courses also for courses/ certification the OSCE are after?

**Answer 1:**

The price should be provided per course bundle and it should NOT include all prerequisite courses leading to this course.

**Question 2:**

On page 7 under deliverables it is stated that Certifications & exams are to be priced separately, does this apply for all mandatory and desired courses, or only where certification exams are explicitly requested under Annex J?

**Answer 2:**

Pricing for certifications & exams should be added separately only where it is requested in bold, under Annex J last column; for example for the ITIL and Prince2 Foundation courses.

The bidder shall also have the ability to deliver the mandatory courses with their respective certifications according to the vendor course specifications. This shall be covered under requirement 13 of Annex E.

**Question 3:**

Under Annex J, training is requested for VMware vSphere Cloud Infrastructure Planning and Design (5 days). No such course with this title exists. The best options we could potentially position are:

- 1- VMware's 5 day VMware Cloud Automation: Design and Deploy [V7.1] [https://mylearn.vmware.com/mgrreg/courses.cfm?ui=www\\_edu&a=one&id\\_subject=76219](https://mylearn.vmware.com/mgrreg/courses.cfm?ui=www_edu&a=one&id_subject=76219) , or
- 2- VMware's 4 day VMware vCloud Director: Design Workshop [V9.x] , [https://mylearn.vmware.com/mgrReg/courses.cfm?ui=www\\_edu&a=one&id\\_subject=83270](https://mylearn.vmware.com/mgrReg/courses.cfm?ui=www_edu&a=one&id_subject=83270)

**Answer 3:**

The correct course title in Annex – J should read: **VMware vSphere: Optimize and Scale 6.5** instead of “VMware vSphere Cloud Infrastructure Planning and Design (5 days)”.

Please provide your price for the correct course accordingly.

**Question 4:**

Please confirm that courses are to be scheduled from Monday to Friday? Will it be possible to deliver training on a Saturday to allow for two 3 day course deliveries, for example Prince2 Agile and Prince2 Foundation, to be delivered back to back (Monday to Saturday) for the purpose of saving OSCE costs on instructor hotel accommodation.

**Answer 4:**

Saturday courses are not possible. The courses are to be delivered Monday to Friday.

**Question 5:**

Will delegates attending be able to be out of office for a period of two weeks back to back? The idea is to deliver as many course titles back to back using the same instructor (max two weeks back to back), for the purpose of booking only one instructor flight per two weeks back to back training engagement and to save OCSE on logistical costs.

**Answer 5:**

Delegates will be able to attend for maximum one week periods and not for two weeks.

**Question 6:**

Both of the two proposed VMware courses are VMware direct deliveries, meaning that only VMware can deliver on those which we as a VMware authorized training centre (VATC) can only resell. As a result, instructor details will only be made available once a delivery is confirmed. VMware will not be able to tell us which instructor will most likely be assigned to the course, as VMware assigns instructors from around the world based on their availability and once we can provide VMware with a Purchase Order. How will this affect our submission as we will not be able to define instructor details for the VMware course that you are after?

**Answer 6:**

That is understood. Please mention this disclaimer in your response.