From: Dominique Sotelo
To: Erin Rauch
Cc: Tucker Burke; Jerry Ho
Subject: Re: Negotiations: GMU-1635-20, Test Prep Services - UWorld
Date: Thursday, May 21, 2020 4:48:48 PM

Hello Erin,

I understand. I went back to my executive team and this is our best pricing we can offer from 2020- 2023, which would be the $239.00 for the NCLEX RN 180-Day Subscription. For MCAT, the pricing offered in the RFP is for 2020 and will be revisited every year. If you have any additional questions do not hesitate to ask. Thank you kindly!

Respectfully,
Dominique Sotelo
UWorld.com

Dominique Sotelo
Business Development Manager, Nursing

o: 972.887.3293 ext 1169
c: 915.356.8918

On Thu, May 21, 2020 at 2:15 PM Erin Rauch <erauch@gmu.edu> wrote:

> Hi Dominique,
>
> The MCAT requirement in the RFP was for in person test prep, so this particular program would not be able to use what you offer. If UWorld is awarded a contract, I would still want to include the MCAT pricing because another department or university may want to use the services. We are a member of VASCUPP and it's very common for us to use each other's contracts.
>
> The same goes for NCLEX. The nursing program at Mason will continue to use whatever subscription duration they are now, but I want all the price options in the final contract in case another university wants to use the contract. 190 is the estimate for the year (split in 2 orders). I don't want to be locked into a minimum guarantee because Mason is not sure how this current COVID-19 crisis will impact enrollment numbers.

Does this help?

Thanks,

Erin Rauch, CPPB, VCO, CUPO

Assistant Director | Purchasing

George Mason University

DIRECT 703-993-2646 | FAX 703-993-2589

MAIN 703-993-2580

erauch@gmu.edu | https://fiscal.gmu.edu/purchasing/

From: Dominique Sotelo <dsotelo@uworld.com>
Sent: Thursday, May 21, 2020 2:46 PM
To: Erin Rauch <erauch@gmu.edu>
Subject: Re: Negotiations: GMU-1635-20, Test Prep Services - UWorld

Hello Erin,

I completely understand. To verify before I go to my executive board - this will be for MCAT and NCLEX, correct? Or only one of the two? Also, can I verify the minimum of students for MCAT and the minimum of students for Nursing that GMU will be purchasing for?

This will allow me to present this information more clearly to the executive team. To verify what I read in the RFP was as followed: (please feel free to change the number of students)

190 students- NCLEX - What subscription duration are you looking to purchase for?

80 students - MCAT - What subscription duration are you looking to purchase for?

Thank you so much for your help and communication. Erin, always a pleasure to hear from you.

Respectfully,

Dominique Sotelo

Dominique Sotelo
Business Development Manager, Nursing
o: 972.887.3293 ext 1169
c: 915.356.8918

On Thu, May 21, 2020 at 1:02 PM Erin Rauch <erauch@gmu.edu> wrote:

> Hi Dominique,
>
> Since this is a formal solicitation process, I need to have everything in writing so I can make it part of the file. We are just asking you to revisit your pricing to see if UWorld can provide any additional discounts to Mason. This would not apply to purchase orders that have already been processed.
>
> Does this help?
>
> Thanks,
>
> Erin Rauch, CPPB, VCO, CUPO

Assistant Director | Purchasing

George Mason University

DIRECT 703-993-2646 | FAX 703-993-2589

MAIN 703-993-2580

erauch@gmu.edu | https://fiscal.gmu.edu/purchasing/

From: Dominique Sotelo <dsotelo@uworld.com>
Sent: Wednesday, May 20, 2020 1:52 PM
To: Erin Rauch <erauch@gmu.edu>
Subject: Re: Negotiations: GMU-1635-20, Test Prep Services - UWorld

Hello Erin,

Thank you so much for reaching out. I wanted to see if we can schedule a time to talk this through so I can get a better understanding. Does anytime this afternoon work for you or tomorrow? Please feel free to give me a call on my cell if you have any free time this afternoon. Thank you kindly!

Respectfully,

Dominique Sotelo

Dominique Sotelo
Business Development Manager, Nursing
o: 972.887.3293 ext 1169
c: 915.356.8918

On Tue, May 19, 2020 at 3:10 PM Erin Rauch <erauch@gmu.edu> wrote:

> Good Afternoon,
>
> Please see the attached letter for your response.
>
> Thank you,
>
> Erin Rauch, CPPB, VCO, CUPO
>
> Assistant Director | Purchasing
>
> George Mason University
>
> DIRECT 703-993-2646 | FAX 703-993-2589
>
> MAIN 703-993-2580
>
> erauch@gmu.edu | https://fiscal.gmu.edu/purchasing/

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