



RFP# 910526 Adobe Products for Resale Q&A

1. **Adobe ETLAs are custom quotes. We will need product names, quantities and intended term length in order to quote an ETLA.**

All intended term lengths are 12 months. Please see table below for Products, SKUs and Current Quantities.

Part Number	Product Family	Quantities
65297999BB04A12	Acrobat Pro for teams	1,530
65272404BB04A12	Adobe Premiere Pro for teams	15
65297402BB04A12	Captivate for teams	9
65272451BB04A12	Creative Cloud for teams All Apps	1,124
65272461BB04A12	Dreamweaver for teams	5
65272370BB04A12	Illustrator for teams	70
65272662BB04A12	InDesign for teams	25
65296109BB04A12	Lightroom w Classic for teams	5
65272499BB04A12	Photoshop for teams	50
65297205BB04A12	Creative Cloud for enterprise All Apps	175
65330442BB04A12	Creative Cloud All Apps Student License with a MOQ of 250	700

2. **For VIP licensing, the full price list consists of thousands of SKUs. In order to narrow it to applicable SKUs, can you confirm you are at the highest discount level, level 4? Are you interested in 12 month term quotes or the entire list, which ranges from 1 month to 48 months (48 SKUs for each title corresponding to the length of term remaining on the agreement)?**

I would assume we are at the highest discount level currently.

3. **Do you currently have or previously had an Adobe VIP agreement? If yes can you please provide the VIP #?**
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4. **Please provide the following quantities and information:**

- Total seats needed:** 3,800
- Breakdown (End Users vs Admins):** 3,800 End Users. 66 Admins
- End-User Training**
 - Preferred format:** ☒ Virtual ☐ On-site ☒ Self-paced
 - Duration:** ☒ 1 hr ☐ Half-day ☐ Full-day
 - Skill level:** ☒ Beginner ☐ Intermediate ☐ Advanced
- Admin Training**
 - Roles:** ☒ VIP Admin ☒ License Management ☐ Reporting
 - Format:** ☒ Virtual ☐ On-site ☒ Self-paced
 - Depth:** ☒ Basics ☐ Advanced

5. **Do you have an existing VIP account number for this request?**
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