

QUESTIONS/RESPONSES For:

RFP no. 2031 Virtual Reality Platform for KSU College of Nursing

Question One: In the absence of Appendix A, what format should vendors use to submit pricing?

Response: There is no Appendix A with this RFP. An addendum to the RFP will be created removing reference to Appendix A.

Question Two: Does the University have a preferred pricing structure (e.g., per-student, subscription, enterprise license, tiered by enrollment)?

Response: There is no preferred price structuring as total cost will be evaluated using a comparative approach across proposals.

Question Three: To what extent should vendors include curriculum integration support in their response?

Response: Support the customization of scenarios to align with the institution's curriculum. Customization capabilities must be achievable either independently by institutional personnel or through vendor-supported services as defined within the contract.

Question Four: Approximately how many faculty and staff will require initial and ongoing training?

Response: Over 100 faculty members to be trained in increments over a three-year period.

Question Five: Can you provide additional detail on how pricing will be evaluated relative to functionality and service offerings?

Response: Pricing will be evaluated as a best-value approach that considers overall cost in relation to scope, quality and effectiveness. Price will also be assessed on the system's features such as LMS, scenario customization, and assessment capabilities.

Question Six: Is there a target or not-to-exceed budget range established for this initiative?

Response No.

Question Seven: Does the University expect vendors to include VR headsets and related hardware in the proposal? If so, please provide preferred headset model(s), quantities, and accessories, such as charging carts, storage solutions, and sanitization/cleaning supplies.

Response: Headsets are not part of the proposal.

Question Eight: Does the University currently own any VR hardware, software, or licenses that it wishes to use, integrate, or continue supporting as part of this program?

Response: Currently own Meta Quest 3s that are managed by Meta for Education.

Question Nine: The RFP references shared devices managed via Meta for Work. Does the University already have an existing Meta for Work or other MDM environment? Should vendors include setup, configuration, and ongoing management support in their proposal?

Response: We have an existing Meta for Education environment. Do not need assistance with setup, config or management.

Question Ten: Are there existing VR programs, simulation workflows, software systems, or implementation models the University would like this program to replicate, build upon, or avoid?

Response: No.

Question Eleven: Can the University provide a target instructional go-live date for launching VR with the sophomore nursing cohort?

Response: August 24, 2026

Question Twelve: Can the University provide additional detail on its anticipated year-one implementation approach?

Response: The first semester will involve our sophomore students who will be introduced to VR simulation in their Foundations courses, and will move on to medical-surgical nursing of adults in the second semester (year 1). The first year will involve orientation to VR and PC versions, head to toe assessment, vitals, and communication skills the first semester. The second semester will move onto medication administration and more complex medical management for common med-surg conditions.

Question Thirteen: What responsibilities does the University expect the vendor to lead, what responsibilities will be handled internally by Kent State faculty/staff, and is the University open to respondents recommending alternative implementation approaches?

Response: We are open to suggestions! Please see RFP for what services we want vendor to handle.

Question Fourteen: Would the University like respondents to include training and initial program support beyond basic platform use, such as guidance on VR instructional integration, facilitation, debriefing, faculty readiness, and adoption best practices?

Response: Yes.

Question Fifteen: Should respondents include recommendations for aligning VR simulations with specific coursework, learning objectives, clinical judgment outcomes, and/or AACN competencies?

Response: We have already begun a pilot study in our curriculum so have specific VR simulations in mind for each course.

Question Sixteen: Can the University provide estimated section sizes, lab group sizes, or concurrent student usage expectations for VR activities during year one?

Response: There will be both large group, 140 students, and small clinical groups, 10 students.

Question Seventeen: Are there existing simulation lab operations or procedures that the VR program should align with?

Response: The very basic operations and procedures that will need to be significantly expended as we continue to add students.

Question Eighteen: What does a successful program look like at the end of year 1, 2, and/or 3?

Response: Year 1 approximately 350 students are oriented to VR use and using it for classroom/clinical assignments, Year 2: add another 275 students and Year 3: VR is fully integrated in the BSN and MSN programs.

Question Nineteen: Will the initial year-one implementation be limited to a single campus or deployed across multiple Kent State locations? If so, how many locations?

Response: Multiple locations; 5 locations in total, 1- Kent and 4 Regionals

Question Twenty: Does the University have an established budget or budget range for this project that it can share with respondents?

Response: No.

Question Twenty-One: How does the University prefer pricing to be structured in RFP responses?

Response: There is no preferred price structuring as total cost will be evaluated using a comparative approach across proposals.

Question Twenty-Two: Form 8 of RFP 2031 (Data Security Requirements / PCI Compliance, p. 32) references a “Security Questionnaire for External Service Providers” and indicates it is included as an appendix. However, we were unable to locate this document in the materials provided. Could you please share the referenced questionnaire or direct us to where it can be accessed?

Response: Completing the HECVAT Lite, referenced elsewhere, is sufficient for this requirement.

Question Twenty-Three: The [link for](#) EIT survey (3.16a, page 7) is expired. Can you please provide an updated link?

Response: Link for EIT. [Digital Accessibility RFP Vendor Survey Kent State University](#)