



## Written Questions and Answers

Pathology Image Management System (IMS)

RFP UK-2556-26

Closing Date: October 10, 2025

Today's Date: September 24, 2025

No.	Question	Answer
1	Is there a specific form we are supposed to use for the Financial Summary Form?	No.
2	Would University of Kentucky be open to trading in their current scanner(s) that is end of life in 2028 as part of this RFP?	No.
3	Does the university coverslip their slides with tape or glass coverslips?	Glass coverslip.
4	Can you provide a template for the financial proposal?	There is not a preferred template for the financial response.
5	Can we request an extension to the deadline to ensure we provide the most accurate response?	An extension of one (1) week will be granted. RFP responses will now be due by 3 PM (Lexington, KY time) on October 10, 2025.
6.	Please clarify when the award decision will be announced.	The award decision will be announced after the Committee makes a decision on a path forward and Procurement Services has finished negotiating and executing any contract(s) from that.
7.	What is the timeframe for the intended purchase and implementation/installation?	Intended purchase and installation is spring 2026 with implementation in Summer 2026
8.	In regards to section 4.6 B, Scanner details, please provide clarification on the criteria for the 2 smaller scanners.	The purpose of the two smaller scanners was to provide a more economical option for increasing the number of slides that we could scan at a given time with a throughput of 130-150 slides/hr.
9.	Please confirm if there is a particular form that must be completed as part of RFP response? Financial Summary Form was mentioned on the RFP document, but no Form was provided as attachment. (section 4.7, page 20).	See Answer 4 above.
10.	For the potential oral presentation, will the vendor be given direction from the	We generally will provide items specifically to be covered during a

	University in regards to what should be contained in the presentation?	presentation and leave the vendor to fill in the rest of the presentation.
11.	Please confirm if there is a particular format the University would like to receive as RFP response, including PDF, Excel, and/or Microsoft Word.	RFP response format is up to the respondent.
12.	If Addenda are issued by the University purchasing agency prior to the time for receiving proposals, please clarify the location where such Addenda will get posted for us to ensure timely acknowledgement.	All documents related to the RFP process are posted to the University's bid and proposal opportunity page: <a href="https://purchasing.uky.edu/bid-and-proposal-opportunities">https://purchasing.uky.edu/bid-and-proposal-opportunities</a>
13.	Please clarify if the proposal sheet cover page signature can be electronically signed.	Electronic or wet signatures are both acceptable.
14.	How many vendors are you planning to bring to the potential oral presentation? Please clarify on how advance in time will vendors be given notice.	That will be determined once responses have been received and reviewed.
15.	We are submitting both IMS and Scanner submissions, could awards be given independently or combined?	Both options are possibilities.
16.	In Section 4.8 A, 3 references were required, in section 4.5 A, 5 references were required. Please clarify.	Three (3) references are sufficient.
17.	We see in section 3.1, there is asterisk for Projected dates. Please clarify if an extension for the RFP submission deadline is allowed depending on when answers to respondents' questions will be provided by the University.	See Answer 5 above.
18.	What is your preferred method of acquisition for the scanners?	This will likely be done via purchase order.
19.	What is your preferred method of acquisition for the IMS?	This will likely be done via purchase order.
20.	What is your preferred method of acquisition for Service?	This will likely be done via purchase order.
21.	Should price the of the Image Management System be at 100% full digital on year 1 or should the price be as a ramp up such as 50% of volume in year 1, 75% of volume in year 2 and 100% of volume in year 3?	100% full digital starting in year 1.  We will be doing a ramp up, but we want to be at full digital within 6 months.
22.	Shall one vendor supply both image management, AI and scanner?	That determination will be made after all information is received and reviewed.
23.	Should interested vendors respond to Section 4.6A (Image Management System) only, Section 4.6B (Scanners), or both 4.6 A & B (Image Management System and Scanners)?	It is the vendor's discretion to respond to the portions of the RFP they opt to respond to.

24.	Will responses to all questions be shared with all bidders? Should all or just those submitted by the offered be included in the Transmittal Letter?	As noted in Answer 12 above, the Q&A will be posted to that link. The Transmittal Letter criteria are spelled out in Section 4.3 of the RFP.
25.	As a SaaS provider, are all sections of the RFP document applicable? If not, which are not applicable?	The sections of the RFP should be considered applicable and any deviations should be listed in the Transmittal Letter.
26.	<p>The RFP also states Cytology as an application for the slide scanner of choice. All FDA cleared scanners on the market are cleared for FFPE stained tissue only. Cytology is an off label application that no vendor can support on an FDA cleared solution. The lab can do a self-validation for Cytology but we can't show you how to scan those specimens.</p> <p>My question is, is UoK open to a Research Use Only solution? It will also require a self-validation (LDT) but we can then support all applications. We have and can support either FDA or RUO but RUO is more flexible and the cost is much lower. Most large AMC's (academic med ctrs) like MSKCC, UPenn, Johns Hopkins, UPMC prefer RUO solutions because, with an LDT, they can do both diagnostics and research, AI development and scan any application with our support.</p>	<p>We are open to RUO options. We do not need the scanner to be FDA approved. We appreciate if it has gone through FDA clearance even if we obtain the RUO option or do off-label scanning that would no longer be covered by the FDA clearance.</p> <p>Many of the cytology slides that we would be scanning are actually cell blocks and core biopsies that are FFPE. However, we would like a scanner that is capable of scanning smears and Thinpreps for education and research use.</p>
27.	3.5 - In regards to deviations or exceptions that should be noted, is this solely in regards to the University's General Terms and Conditions? Where can the University General Terms and Conditions be found?	Any deviations to the RFP or General Terms and Conditions should be listed in the response. The link to the General Terms and Conditions is near the top of the Bid and Proposal page: <a href="https://purchasing.uky.edu/bid-and-proposal-opportunities">https://purchasing.uky.edu/bid-and-proposal-opportunities</a>
28.	3.6 - Confirming that for this RFP we are to follow Section 3.6 and mail physical copies along with physical storage devices as prescribed?	Yes, per the RFP requirements, you should respond as denoted in the RFP.
29.	4.2 - what evidence would UK like to see to confirm agent authority?	We request your attestation.
30.	4.5 - how do the references provided in Section 4.5A differ from those requested in 4.8A?	There is no difference. See Answer 16 above.
31.	Is there any additional format that you wish for bidders to conform to?	See Answer 4 above.