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Request for Proposal (“RFP”) DASPS-2183-17
ADDENDUM No. 2

This Addendum No. 2 (“Addendum”) modifies the RFP which DAS PS published on ORPIN on November 15, 2017 as described herein. All RFP terms not specifically mentioned or affected by this Addendum remain in full force. This Addendum is hereby added as a part of the RFP.

The following paragraphs or sections of the RFP are modified as described below. New language is indicated by bold print and underline. Deleted language is indicated by strikethrough.

1. RFP, Attachment E, Offeror Information and Certification Sheet, is revised as follows:

Section 5 (h):

- h. Participating Entity Only: While the primary purpose of this RFP is to select one or more contractor(s) who can offer the ~~Parks and Recreation Equipment and Related Services~~ **Facilities Maintenance and Repair & Operations (MRO), Industrial Supplies** for all Participating States, Offerors are permitted to submit a Proposal for one or more State(s). However, if a Offeror elects to submit a Proposal for one or more State(s), then the Offeror must be willing to supply the entire State and will not be allowed to add additional States following award or at any time during the term of the Master Agreement(s) resulting from this RFP, including all optional renewals. Offerors must propose to all RFP Mandatory Requirements.
2. RFP, DASPS-2183-17_Addendum No. 2, Attachment E revised 12-2017 is incorporated as part of the RFP, as attached hereto, and replaces Attachment E.
3. RFP, DASPS-2183-17_Addendum No. 2, Attachment D-1 revised 12-2017 is incorporated as part of the RFP, as attached hereto, and replaces Attachment D-1.
4. RFP, DASPS-2183-17_Addendum No. 2, Attachment U, Energy Policy and Conservation Pub. L. 94163 (Informational Only) is incorporated as part of the RFP, as attached hereto.
5. Questions and Answers.

Question 1: There are no forms for remitting reference contact information or the survey to references. Are the forms missing by mistake?

Answer 1: No there is no form.

Question 2: Does the page limit include attachments and exhibits? Is the 100 pages counted as single sided, or double sided (front & back)? Requirement on 6.6.2 Distribution Points: would this be included in the 100 page limit? (*Our branch listing alone is 38 pages*)

Answer 2: 100 pages are to be submitted one page, one side. Not double sided.

Question 3: Page 2 of the RFP announcement states the payment terms are net 45 but the Attachment B NASPO ValuePoint Master Agreement, page 53, clause 17 states “Payment after acceptance is normally made within 30 days”. Is the payment terms net 45 or net 30?

Answer 3: The ORPIN announcement is not part of the RFP it is a notice only. RFP Attachment B Section 17 clearly states “Payment after Acceptance is normally made within 30 days following the date the entire order is delivered or the date a correct invoice is received, whichever is later. After 45 days the Contractor may assess overdue account charges up to the highest rate permitted by law per month on the outstanding balance, unless a different late payment amount is specified in a Participating Addendum, Order, or otherwise prescribed by applicable law. Payments will be remitted by mail. Payments may be made via a State or political subdivision “Purchasing Card” with no additional charge.”

Question 4: UNSPSC# Requirement - If we cannot obtain a UNSPC # and supplier states they do have one, what other options do we have?

Answer 4: There is a UNSPSC for every line item in the market basket. If proposing an alternative item, it’s still going to be the same UNSPSC code. Offeror can search for the code at <https://www.unspsc.org/search-code>.

Question 5: For items that are exclusive to a particular supplier, can we offer a same form, fit, function as exact or does it need to be a sub?

Answer 5: See Attachment D-1 revised 12-2017, Instruction Tab line number 13, “Columns P-AD: If Offeror is choosing alternative line items, then Offeror will fill out these columns accordingly. Every effort must be made to come up with an item that is exact in product description and packaging. This means that if column H says 1 gallon, then the alternative item should be 1 gallon.”

Question 6: Item # 28 in Janitorial, the UOM in the description calls out a pack of 24 boxes of Toilet Seat covers, but the UOM column references 20 packs. For that item, Kimberly Clark's case quantity is 24. Do you want this item quoted per 20 boxes or 24?

Answer 6: Changed to 24 in the Attachment D-1 revised 12-2017.

Question 7: Is the estimated annual usage reflective of the UOM column. For example, if a case quantity is listed in the UOM, is the usage reflective of the case quantity or per piece.

Answer 7: The estimated annual quantity, column B, reflects the Unit of Measure, column I.

Question 8: Order 13A on Sanitation Cleaning Chemicals: The MFG information does not match the description given. How would you like us to quote this type of discrepancy? Skin Cleanser, 1 gal. Bottle Bostitch 105577 (not a skin cleanser number)

Answer 8: The manufacturer should be GOJO Industries, MFG #1807-04, UNSPC #53131627. Changed in Attachment D-1, revised 12-2017.

Question 9: Can we bid on a per tab basis only, i.e., Tab 16, Safety, or do we have to bid all or nothing?

Answer 9: Offeror can propose on a tab basis. See section 5.2.

Question 10: I have attached the 8 items in the security tab that we consider public safety and request to eliminate from the RFP, if possible?

Transport Hood,White/Black,Universal
Belt Keeper,Standard,Black,2-1/4 In.,PK4
Pepper Spray,Crossfire Stream,16 Shot
Pepper Spray Case,L,Black,Nylon
Penetrant,Aerosol Can,12 oz.
Tactical Rifle Case,41 In.,Black
Bag,Bail Out,8-1/2x12x4-1/2 In,6 Pkt
Handcuff Case,Standard,Black,Nylon

Answer 10: No.

Question 11: Are 7 USBs/copies of D and D-1 required along with the 7 USBs/copies of the Technical proposal?

Answer 11: See section 2.14 of RFP.

Question 12: Are PDF copies of signed documents acceptable since the RFP states Word for the Technical proposal?

Answer 12: Yes.

Question 13: The D-1 market basket instructions state: "If bidder can match the exact manufacturer's item as described in columns A-N, then it is expected that Offeror will submit pricing on these items even if they have an alternative line item." If alternate items are quoted along with the exact match item, which one is included in the total cost of the spreadsheet for price evaluation?

Answer 13: The exact match item will be scored, but the alternative item will be taken into consideration if it is deemed to be exact in specifications (size, fit, form, and function) and different in manufacturer only.

Question 14: For D-1, is there an evaluation credit for sourcing alternate items from small businesses since small business participation questions are included in the Technical proposal?

Answer 14: No.

Question 15: For D-1, if alternate items are quoted at a lower price than the exact match items, is the manufacturing quality of the alternate item taken into consideration?

Answer 15: Yes, but the specifications for the alternate item must meet (size, fit, form, and function).

Question 16: Since the RFP due date will not be change, would you consider moving up the answers/clarifications date? If the last answers are not issued until December 21st, that leaves most companies with only one business day to implement changes into their proposals. Many companies like ours are closed Dec. 25th and 26th due to the holidays. We would need to ship the proposal no later than Dec. 27th in order to provide a one day shipping allowance for weather or other possible shipping delays.

Answer 16: See addendum 1 change to schedule.

Question 17: Is it possible for a company to be issued an award for all states for some tabs of the market basket and a region/state for different tabs?

Answer 17: See Section 5.2 and 5.4 of RFP.

Question 18: Attachment D – Due to the complexity of pricing in the Janitorial Supplies category with drastic variations in an offerors ability to discount different types of products may the Janitorial Supplies category be broken down into subcategories in order to afford the State a better set of prices and a clear expectation of the minimum discount for any sub-category.

Answer 18: No sub categories.

Question 19: Attachment D and D-1 Are the discounts expressed in Attachment D absolute or the minimum category discount.

Answer 19: Attachment D does not show any discounts. Offerors are to supply the percentage off list discount per category. Revised Attachment D-1 discounts is absolute.

Question 20: Step two will be based upon the responses on Attachment D-1. The Lead State will compare the total extended total offer price for all items in each category. The lowest cost will receive the maximum 35 points. All other Offerors will receive points as determined by the ratio* of their costs to the lowest cost. Final cost scores will be calculated based on the following:

How will the state evaluate alternative products? Since Attachment D contains a very high number of proprietary brands, what criteria will the state use to determine if an alternate is in fact equal? 38% of the Janitorial Supply items as an example are proprietary.

The following line items are proprietary products which may not be able to be matched by any company other than the distributor currently providing the product.

Janitorial Equipment and Supplies Line items 23 through 27B, line items 29A through 31A, line items 32A and 32B.

Sanitation Cleaning Chemicals line items 11B, 12A, 12C, 13B through 15B, 17A, 19B, 20, and 21.

Answer 20: Exact match is scored, but the alternative items will be taken into consideration if DASPS deems the alternative to be exact in specifications (size, fit, form, and function). DASPS' decision is final.

Question 21: Section 6.2.5 Pricing shall be firm for the first year and may be changed with thirty (30) day notice after initial term.

May pricing be changed prior to the end of a contract period if the initial price offered was at a better discount percentage than was offered for a contract category?

Answer 21: See Section 4.2 of RFP.

Question 22: “Products may be changed with thirty (30) day notice every six (6) months after initial term.” This restriction may present significant operational problems for state agencies wishing to make changes to their cleaning and maintenance programs due to more favorable pricing and product efficiency for products entering the marketplace. Will awarded contractors be able to petition the state to allow for the addition of products on a more immediate basis? Can this provision be negotiated state by state through the participating addendum process?

Answer 22: Offerors may submit request to Lead State for consideration during negotiations, if awarded a Master Agreement and subsequently, if awarded a Participating Addendum.

Question 23: May products be added to the contract as long as they are within the scope of the applicable product category and priced at or better than the product category minimum discount?

Answer 23: Yes, see section 6.2.5 of RFP.

Question 24: Considering the complexity of this RFP and that the RFP was released during a holiday season when it is much more difficult to obtain manufacturers pricing please consider extending the due date to January 12, 2018.

Answer 24: See addendum 1 change to schedule.

Question 25: The URL <http://www.naspo.org/WNCPO/Calculator.aspx> returns this message. Please provide a working link.

Server Error in '/' Application.

Answer 25: The correct URL is <http://calculator.naspo.valuepoint.org>

Question 26: Attachment D-1 There is a duplicate item on the Janitorial Equipment and Supplies Tab item 6B and Sanitation Cleaning Chemicals item 8B. Items are identical.

Answer 26: Removed 6B from Janitorial Equipment & Supplies see Attachment D-1 revised 12-2017.

Question 27: Please provide a PDF version of Oregon’s energy conservation plan referenced at Exhibit C to NASPO ValuePoint Master Agreement, PROVISIONS REQUIRED BY FEDERAL LAW, Section 3. Energy Efficiency where contractor is mandated to “...comply with applicable mandatory standards and policies relating to energy efficiency that are contained in the Oregon energy conservation plan issued in compliance with the Energy Policy and Conservation Act (Pub. L. 94163).”

Answer 27: Please see the State of Oregon’s Energy Policy and Conservation Pub. L. 94163 (Informational Only) incorporated as part of the RFP and attached hereto as Attachment U.

Question 28: Please also confirm whether or not Oregon’s Energy Efficiency plan and associated contractor mandates referenced in the master agreement at Exhibit C, Section 3 will flow down via the master agreement to other states that affiliate with this contract thus imposing Oregon state standards on contractor operations in other affiliated states?

Answer 28: This is only applicable to Oregon.

Question 29: If an award is made to a supplier for a single state, will the supplier then be able to solicit business from that state's agencies, or will there have to be a contract subsequently issued by the state before the supplier can do business with that state?

Answer 29: If awarded a Master Agreement then that Offeror will have to be awarded a state participating addendum before doing business with agencies.

Question 30: If the state needs to issue its own contract, we need to find out the intent of Massachusetts regarding their plans to contract with single state suppliers vs. national suppliers. I put the question directly the Massachusetts state agency that manages the supplier contracts and was told that all questions had to go through NASPO. Could you inquire directly of them whether their intention is to utilize local suppliers who may only be awarded one-state or regional contracts, or do they intend to utilize only national suppliers?

Answer 30: The Commonwealth of Massachusetts intends to contract with a proposer(s) that is (are) awarded Master Agreements by the Lead State on a Regional and National level.

Question 31: Are freight charges acceptable to non-continuous states or territories?

Answer 31: DASPS acknowledges and accepts that Alaska, Hawaii, and Puerto Rico may require an additional shipping charge for products not In-Stock at local store or not In-Stock at primary Distribution Center of the Participating State.

Question 32: Is the requirement in section c.(2). of the eMarket Center Appendix for Contractor's catalog to be limited to the awarded contract offering satisfied if items not authorized under the resulting contract are visible in the punch out catalog but identified through messaging such as "out of scope" or "restricted" and said items can not be placed in shopping cart and cannot be purchased via the punch out?

Answer 32: Yes.

Question 33: Do the following pages count towards the 100 page limit: Future addendums; Attachments E, F, H; Exhibit 3-Contractor Tax Certification?

Answer 33: Addendums, attachments E, F, H, and Exhibit 3 are not included within the 100 pages.

Question 34: MFG information does not match description: Rust-oleum Part# 2391300 – Description Marking Paint, White, Water-based, 1 Gal (Complies With South Coast Air Quality Management District VOC Limit of 100 g/l)

Answer 34: The requirements has been changed from 1 gallon to 5 gallon. See Attachment D-1 revised 12-2017.

Question 35: The RFP requests products that are listed on the market basket or their exact equivalents. If minor deviations occur, e.g., an 18 oz. container instead of a 17oz. container, how will that effect scoring? If a blank results in a loss of one point, would there be partial points or would there be a pass/ fail type arrangement where minor differences are waived? Additionally how will the state determine what is equal?

Answer 35: The Evaluation Team will score the exact match item, but the alternative item will be taken into consideration only DASPS deems it to be exact in specifications (size, fit, form, and function). DASPS' decision is final.

Question 36: Must a state sign a participating addendum before any of its political subdivisions can use the contract, for example, if a city wishes to use the contract must the state join the contract before the city can act?

Answer 36: Yes.

Question 37: For many vendors, subcategories would benefit the state as they are able to give deeper discounts to GOM (Goods of Manufacture) than goods offered as a dealer. Will the state accept discounts broken into subcategories?

Answer 37: No.

Question 38: If a state has additional conditions that are not acceptable onerous to the vendor, does the vendor have the right to refuse the requesting state?

Answer 38: The terms and conditions can be negotiated for each state during the PA process. If the Contractor and state cannot reach an agreement, then the negotiations will be terminated.

Question 39: Per Page 20 of 109 Section 5.2 There are four groups,

- 1.) all categories throughout the country
- 2.) one category throughout the country
- 3.) all categories on a statewide basis
- 4.) one of more categories on a regional basis

Will the price sheets be compared within the groups or will all price sheets compete or a combination of these? If the best price (awarded 40 points) is only available in one state or region, it does not help every state, e.g., a good price in Massachusetts doesn't help agencies in Oregon if the products are not available.

Answer 39: See section 5.2 of RFP. The Proposals will be evaluated by appropriate group.

Question 40: Are the Preventative Maintenance and Repair Activities for compressors provided under this solicitation notice?

Answer 40: See Attachment D-1 revised 12-2017.

Question 41: Page 47; Section 7 (e): remove the phrase, "ownership of the media containing the reports".

Page 51; Section 14 (b): remove, "Inside deliveries refers to a delivery to other than a loading dock, front lobby or reception area."

Page 53; Section 18: remove, "(b) the product is suitable for the ordinary purposes for with such product is used (c) the Product is suitable for any special purposes identified in the solicitation or for which the Purchasing Entity has relied on the Contractor's skill or judgement (d) the product is designed and manufactured in a commercially reasonable manner.

Page 53; Section 18 (e): after the statement the product is free of defects add, "as determined by the manufacturer."

Page 53; Section 18 (e) Line 4 remove, “repaired and”

Page 53; Section 18 remove final statement of, “The rights and remedies of the parties under this warranty are in addition to any other rights and remedies of the parties provided by law or equity, including, without limitation, actual damages, and, as applicable and awarded under law, to a prevailing party , reasonable attorney’s fees and costs.”

Answer 41: No. DASPS rejects the above requested changes.

Question 42: Page 53: Section 19; Remove entire section.

Page 54: Section 20; Remove entire section.

Page 54; Section 21(a) end of first paragraph add: “Contractor may fulfil these requirements through self insurance, blanket coverage or a combination of the two.”

Page 54, Section 21(d): remove entire section.

Page 55: Section 21(e) start the paragraph with/add: “prior to performing any work” and substitute “upon request.”

Answer 42: No. DASPS rejects the above requested changes.

Question 43: Page 55: Section 22(a): remove entire section

Page 55: Section 22(b): remove entire section

Page 58: Section 29: Line 1: add (except for payment obligations) after shall be held responsible.

Page 59: Section 30(c): remove sections 4, 5, and 6.

Page 59: Section: 32: Line 1 remove, “nor its principals”

Page 60: Section 34: remove entire section

Page 61: Section 36: remove entire section.

Answer 43: No. DASPS rejects the above requested changes.

Question 44: Format for response is Microsoft Word 2010 or higher, but RFP docs are in PDF. Can we send PDF docs back or does it need to be converted to a word doc?

Answer 44: PDF is fine, except Attachment D and D-1 are to be submitted electronic in excel.

Question 45: Exhibit B is blank. Do we need to provide anything for this section?

Answer 45: No, once awarded.

Question 46: Exhibit A & G are samples. Do this need to be filled out or once awarded?

Answer 46: No, once awarded.

Question 47: Multiple documents ask for Oregon Tax numbers. Do we need an Oregon Tax number?

Answer 47: Not unless you are awarded an Oregon Participated Addendum.

Question 48: Is it possible to see current contract pricing/volume discounts? Can we access a copy of an old proposal?

Answer 48: Any Proposer/Offeror who wishes to review the current contract pricing/volume discounts must submit a public records request to Nevada.

Question 49: Will an Addendum be posted before 12/21/17?

Answer 49: Yes.

Question 50: Page 12, "An Offeror shall also submit on a CD ROM or USB flash drive seven (7) electronic copies of its Proposal in MS Word 2010 or higher format." Please confirm you require seven electronic copies on one CD ROM or USB flash drive or should it be seven CD ROMs or USB flash drives with one copy on each?

Answer 50: Yes.

Question 51: Page 1, Due Date December 29, 2017. Given the holiday season, please consider extending the due date by 2 weeks.

Answer 51: See addendum 1 change to schedule.

Question 52: Section 4.1. Page 19. Cost Proposal. Is there a method of informing the Administrator that an alternative proposal(s) are being submitted other than completing one or more of the individual category spreadsheets?

Answer 52: No. Proposers/Offerors must fill out Attachment D-1 revised 12-2017.

Question 53: Phase 3. Page 21. How is the 5 points (Step 1) for Cost Proposal Attachment D evaluated and awarded to each responder?

Answer 53: See section 4.1 of RFP.

Question 54: Section 5.3. Page 22. Please clarify how the 35 points on the RFP Evaluation Scoresheet for Cost (Step 2) are calculated. Based on the formulas on Page 21, it appears the Cost Score (page 21) would be the same as Points (page 22)? Please confirm or clarify.

Answer 54: See section 4.1 of RFP.

Question 55: We would like to understand what expectations are for all Vendors to bid product. As stated at the meeting, we quote to product spec that is provided in the market basket descriptions however, some Vendors quote these to lesser quality and lesser spec'd product to give a lower price and have the bid look as if they are the lowest priced Vendor. Are all Vendors required to quote true spec in the product description and not a lesser quality spec description item?

Answer 55: Must be exact match item, but the alternative item will be taken into consideration if DASPS deems it to be exact in specifications (size, fit, form, and function). DASPS' decision is final.

Question 56: In the market basket we have a question on UOM and for an items within the Category Tab. For the below within the Battery Category is the Estimated Annual Quantity based on the UOM (column I) and #/UOM (column H), or individual units within the UOM? It appears you are looking for an EA price but them it states UOM is 24 (or a case). As this will dramatically impact

price, is the State looking for a case of 24 and the 1 UOM price, or, are we to price this with an each price?

Example: which is the correct understanding of Estimated Annual Quantity?

220,032 x 24 units = 5,280,768 individual batteries

220,032 x 1 unit = 220,032 individual batteries, packaged per 24.

Item Number	Estimated Annual Quantity	Category Description	Product Description	Manufacturer Name	Manufacturer Part Number	UNSPSC Number	#/UOM (e.g. # of bottles per case)	Unit of Measure (UOM, e.g. CASE)
2	220,032	Power Source	AAA Procell Alk Btry	DURACELL DISTRIBUTING INC	4133353648	26111702	24	EA

Answer 56: Changed UOM to PK see Attachment D-1 revised 12-2017.

Question 57: On Page 18 and Page 19 of the RFP under “Section 4: Market Basket Cost Proposal”. It states you want a hard copy of the copy proposal to score overall Category Discounts however, I thought I heard at the meeting you only wanted the Cost Proposal on 7 UBS Drives. Could you clarify if you are looking for the Cost Proposal to be submitted only on UBS Drive (so we would need to include the overall Category Discounts on that file as well), or, do you want hard copies for the overall Category Discount Structure on Hard Copy and the Market Basket only on UBS Drives.

Answer 57: Attachment D and D-1 are to be electronic in excel format on a USB or CD, not hard copy. See section 2.14 of RFP.

Question 58: We are working on getting permission from our franchisor to use the 3rd party website, however we need to get some questions answered. Can you validate that the alternative website referenced in the document would only be visible to Participants in the state that we would be looking to get a master agreement for and only to NASPO entities? Basically that it would not be visible nationwide and to all NASPO entities if we were only looking for a one state agreement?

Answer 58: The catalog is only visible to a state and the eligible entities within that state who have a fully executed Participating Addendum and also utilize the eMarket Center.

Question 59: Attachment D-1 instruction line 11 instructs offerors as follows “Column N – Net Price of Unit of Measure after discount: This will be (Column J) X (Column L).” Column J calls for “Container size” or a non-numeric value that cannot be multiplied. Should this be column K (list price of UOM) x column M (Discount percentage off)?

Answer 59: Changed to (Column K) x (Column M) see Attachment D-1 revised 12-2017.

Question 60: Some items in the D-1 cost sheet are exclusively available to only certain offerors. Operating in good faith to quote exact items where possible, some offerors will be unable to quote exact items on some of the requested items. How will items that are alternatives to the exact match items be scored relative to the exact item?

Answer 60: The alternative item will be taken into consideration if DASPS deems it to be exact in specifications (size, fit, form, and function). DASPS’ decision is final.

Question 61: Where do we find the product listing of current products that you are using under each category?

Answer 61: Have to submit a public records request to Nevada for current products.

Question 62: With respect to RFP 2183-17 Attached D-1, Market Basket, Offeror Instructions, columns P through AD, please answer the following questions:

- a. The offeror is told that "...Every effort must be made to come up with an item that is exact in product description and packaging." If the offeror does not have an item that is exact in product description and packaging and offers an alternative item, will the offeror be penalized or receive fewer evaluation points had the offeror provided an item that was exact in product description and packaging?
- b. If the offeror provides an item that is exact in product description and packaging AND also an alternative item for the same product and these two products are priced differently, what product net price will be used to evaluate the offeror's cost score to the cost proposal? In other words, will the lowest priced product offered be used to evaluate the offeror's cost score to the cost proposal or will the item that is exact in product description and packaging be used?

Answer 62: The exact match item will be scored, but the alternative item will be taken into consideration if DASPS deems it to be exact in specifications (size, fit, form, and function) and different in manufacturer only. DASPS' decision is final.

Question 63: With respect to RFP 2183-17 Section 5.3 Sample Evaluation Score Sheet, what criteria within an offeror's proposal will be evaluated when assigning scores (Score of 0-5) to Cost Step One and Step Two lines? Additionally, how does an offeror achieve a score of "5 = Superior" in the Cost evaluation process?

Answer 63: See section 5 of RFP Evaluation and Award.

Question 64: I noticed in section 6.6.2 of the bid documents that it states "desirable" that the vendor have inside and outside sales reps as well as distribution facilities in each of the states that will be on the contract. We are based out of Maryland but ship all over the county. Would that completely disqualify us should we place a bid?

Answer 64: No.

Question 65: Within Addendum #1, #7. RFP, Section 4.1 Cost Proposal - it seems this scoring system has changed from a required 80 points to now 90 points. Can you please provide a rationale of the change and a full breakout of all the points as they seem to have changed with no detail.

Answer 65: The changes are in the best interest of the States.

Question 66: Will solar panels and associated products may fall under any of these categories, and if not, whether it would be prudent to add to our value added services section?

Answer 66: If appropriate Proposer/Offeror can put in Attachment A section 6.7.4 value added solutions.

Question 67: If a state is not mentioned amongst the list included in the RFP, can we still mention that state as a place we would be interested in utilizing the contract?

Answer 67: Yes.

Question 68: If the State's do not turn in their intent to participate until a day before the due date how can the vendor certify reading the state's PA terms?

Answer 68: Some states may not require extra terms outside of this RFP.

Question 69: Can we offer products not listed on the bid or do we have to bid exactly what is on the RFP? Can we add products to this list?

Answer 69: Only products listed in Attachment D-1 revised 12-2017 will be evaluated.

Question 70: If we only quote on two tabs on Attachment D-1, do we still need to provide a discount off list for ALL categories listed on Attachment D or just for the matching categories we quoted?

Answer 70: The matching categories.

Question 71: On the item detail listed on Attachment D-1, do we have to follow the discount off list format or can we offer a deeper discount to these items that have been deemed high use? For example; on sanitation Janitorial Equipment and Supplies, we quote a discount of 20% off list but I have a deeper discount on Kimberly-Clark items and can quote these exact items with an average of 30% off list but I cannot do the same for Georgia-Pacific.

Answer 71: Percentage off list per category not sub categories.

Question 72: Item number 33, in the Power Source Category, has two different Estimated Annual Quantities ("EAQ"). In the Exact section the EAQ is 31,739. In the Alternate section, the EAQ is 6,800.

Answer 72: Changed from 31,739 to 6,800 see Attachment D-1 revised 12-2017.

Question 73: Can we include the answers to Attachment A after the questions on the same page?

Answer 73: Yes.

Question 74: Do we have to submit seven actual copies of USB's/CD's?

Answer 74: Yes.

Question 75: Is cost proposal Attachment D-1 to be submitted electronically?

Answer 75: Yes.

Question 76: Cost proposal doesn't need to be a hard copy, correct?

Answer 76: Correct.

Question 77 Is there a limit on how many awards will be given?

Answer 77: See section 5.4 of RFP, revised in addendum 1.

Question 78: Regarding awards - Does NASPO ValuePoint prioritize?

Answer 78: No.

Question 79: How many states are participating?

Answer 79: See section 1.6 of RFP, revised in addendum 1. States can still participate even if not named under this section.

Question 80: Can we see the ranking - who scored the highest?

Answer 80: Oregon will post the score sheet on the ORPIN system.

Question 81: Is there a Small business credit?

Answer 81: No, but see Attachment A regarding disadvantaged businesses.

Question 82: Attachment "D" – Percentage off list per Category. - List price is set by the manufacturer. One price doesn't really make sense. Can we create our own percentage off list price?

Answer 82: No modification to Attachment D by adding sub categories.

Question 83: Would it be appropriate to go in and make sub-categories in the Market Basket Attachment D-1?

Answer 83: No.

Question 84: Are there exceptions to the Master Contract?

Answer 84: See section 2.18 of RFP regarding exceptions.

Proposers must acknowledge receipt of this Addendum in the space provided on the bottom of this page and return this page along with Proposal documents. Failure to do so may result in rejection of a Proposal.

The purpose of this Addendum is to answer questions, clarify information in the RFP, and make modifications to the RFP.

Any prospective Proposer who feels they have been adversely affected by these modifications must submit a written protest of this Addendum to the Single Point of Contact identified in RFP DASPS-2183-17 by **5:00 pm** (Pacific time) on **December 22, 2017** or protest will not be considered. DAS PS will not consider requests or protests of matters not added to or modified by this Addendum.

*I hereby acknowledge having received this Addendum.

Authorized Signature: _____

Print name of signer: _____

Date: _____

Company Name of proposer:

(Please Print)