

Section / Reference	Question	Answer
Exhibit3: Terms, Conditions and Specification Exceptions	Can we exclude states that this contract would cover? For example only include Washington, Colorado and California.	Yes. Excluding membership states (see store.oetc.org/membership) will not score as many points as bids that do serve the entire membership.
I.A	It lists Annual volume at 11 million. Has classroom furniture been offered before on OETC contracts, and if so, what estimated percentage of their annual volume is furniture vs. other technology?	Furniture has been on OETC's contracts for many years. OETC's contract ranges from \$58M-\$72M annually. We project, based on past performance, the furniture contract to come close to \$11M. However, that is not a guarantee.
II.C	Educational Furniture is a broad category. Are there any specifications for this category that should be proposed? If so, which items specifically should be listed in Attachment A?	<p>It is a broad category, but we have a broad membership including 900 institutions across multiple states, ranging from large, public, R1 universities to small private K12 schools.</p> <p>We specified manufacturers that typically provide the type of furniture our membership is looking for.</p>
III.6.a.ii.	With a Manufacturer creating only custom products per order, how shall we list individual SKU's for custom products? We can offer a consistent % Off List price across everything manufactured, but we cannot provide individual SKU numbers per item since there are too many options to list. These options directly affect MSRP. Should we list names of chairs for example with a range of MSRP and then a percentage off list?	Offer a % off of list for categories of products. Only provide pricing on specific SKUs that you want to offer a greater discount on.
III.6.A.ii	Custom items are not able to be purchased directly from the Web. OETC members would work with our distributor to finalize specifications for chairs and then purchase these made-to-order items. Can we still respond and be awarded a contract with all Custom Items?	Yes. This is not uncommon.
V.B.5., 6., & 7.	Commercial Price lists are typically hundreds of pages with various options. What is the expectation to update these on the excel spreadsheet? Do we have to keep this a current list of chairs available, for example? Can we reference the latest price book and offer a percentage off list?	We only maintain an excel spreadsheet of items that should be purchased through the web store. Items that shouldn't would not be maintained via Excel price list.
V.B.13 Returns	All custom products are made to order. We cannot accept returns of Made To Order products. Does that eliminate us from the Bid?	No. There is a form for submitting proposed contract changes.