

## Questions and Answers for RFP #111519-03

Answers are given in blue.

Due to having 90+ unions serving the US elevator market we would like to use a different pricing matrix. We would be happy to send you a copy via email for your review and approval.

Vendors may propose alternative pricing. Alternative pricing will be considered if it is auditable and competitive.

Pricing may NOT be submitted to Region 10 for prior approval. Pricing must remain sealed with the rest of the vendor's proposal until the bid opening date and time, or the vendor may be disqualified.