



## ATTACHMENT F – QUESTION & ANSWERS

### SOURCING ALLIANCE/EQUALIS GROUP: ELECTRIC PICKUP TRUCK & EV CHARGING SOLUTIONS PROGRAMS

#### Question 1

Please indicate how many members does Sourcing Alliance currently work with? 2. Please clarify the Finalist Presentation (currently listed as July 28th) and Contract Award date (currently listed as July 6th)?

#### Answer 1

Sourcing Alliance/Equalis Group has over 2,200 members across 42 states. 2) The Contract Award date was incorrectly identified as July 6th. The correct date associated with the anticipated Contract Award date will August 6th, 2020. The Finalist Presentations schedule will not change and it still scheduled from July 28th.

#### Question 2

Please advise whether supplier needs to redline Attachment E documents at the RFP submission stage or at the award stage?

#### Answer 2

Bidders should review and make any redlines to the two contracts included as a part of Attachment E at the submission stage. The redlines to each of the contracts will be revisited at the award stage and will help expedite the contracting process when developing and finalizing our partnership with the awarded supplier(s).v

#### Question 3

Please advise where we can locate Attachment B - Cost Proposal.

#### Answer 3

We did not provide a template for Attachment B - Cost Proposal. Each bidder will submit a Cost Proposal as an Excel workbook addressing all pricing associated with the products, services, and solutions included in their proposal. Please refer to Section 2.3 - Cost Proposals & Acceptable Pricing Formats in the main RFP document for more details for examples of commonly used pricing methodologies and how to develop a Cost Proposal and in response to this RFP.

**Question 4**

Please clarify whether this RFP leans towards an electrify fleet set of requirements or more towards other EV charging types of applications?

**Answer 4**

Our goal is to create a program that allows our members to work with our supplier(s) regardless of what their needs and requirements are. From that perspective, all charging applications/scenarios are equally important and equally weighted.

**Question 5**

Was attending yesterday's pre-bid meeting a requirement for submitting a response? I attended as a manufacturer, would like to respond via a turnkey authorized distributor.

**Answer 5**

Attendance to the pre-proposal meeting was non-mandatory and is not a requirement for submitting a bid nor would it predetermine the approach to take to submitting your bid. You can determine the best approach to participating in the RFP whether that is as a manufacturer or as a turnkey authorized distributor.

**Question 6**

As it relates to the products or services which may be include as a response to question 10.2.1, do these products or service have to be related to EV charging industry?

**Answer 6**

They do not have to be related to the EV charging industry. This question is specifically addressing products and services that fall outside the scope of the RFP.

**Question 7**

How would you recommend approach the Cost Proposal? Should we present it like a quote?

**Answer 7**

The idea is to provide pricing for all the products and services included in your proposal so you can legally and compliantly offer those products through the piggybackable contract. Similar to a quote, you are going to include relevant line item information like product code or sku, line item description, unit of measure, price, applicable discounts, and final price. All of those should be part of the Cost Proposal submitted in response to the solicitation. The point of emphasis should

be on the fact that you can not legally and compliantly offer something through our contract that was not priced out in the original RFP.

### Question 7

How would you handle the pricing related to installation given each installation scenario can vary from one customer to the next while the cost associated with some of the trades will change from location to location?

### Answer 7

The best way to approach the Cost Proposal is going to depend on your approach to pricing those services in the real world. You can identify the different variables or line items associated with an installation project and provide pricing or a range off pricing base on those variables or line items. The pricing can be based on your own cost data or you can refer to a published pricing index like RS Means or an equivalent.