



**ATTACHMENT H – QUESTION & ANSWERS**  
**EQUALIS GROUP: Maintenance, Repair, and Operations**  
**Supplies with Related Services & Solutions**

<b>Question 1</b>
Can the Model Agreements be redlined?
<b>Answer 1</b>
Yes. Upload your redlines along with your proposal and respond to questions 12 & 13 in Attachment C accordingly.

<b>Question 2</b>
Is reporting due monthly or quarterly?
<b>Answer 2</b>
Monthly.

<b>Question 3</b>
Are you looking to make a single award under the MRO bid process, or could I submit what would be a complimentary offering under this category? My company specializes in Safety and related supplies.
<b>Answer 3</b>
The goal of any of our solicitations is to provide our members with the most category coverage with as few suppliers under contract. As you can imagine this is entirely dependent on the types of proposals we receive.

<b>Question 4</b>
Please confirm the key steps to the member affiliation process
<b>Answer 4</b>
The process is extremely simple and straight forward. Prospective members can go onto our website and click on <a href="#">Become a Member</a> . From there they would fill in the document details (mainly demographic



questions), digitally sign and then they are officially a member and able to access our portfolio of contracts. Shortly after completing the membership agreement they will receive an email with Member resources.

They can also print and sign the Membership agreement the old fashioned way by printing, signing and either emailing or faxing it back to us.

#### Question 5

What does your current membership look like in Arizona? What is the target industry you are looking for? What are the fees:

#### Answer 5

**Arizona Membership:** It looks like we only have one public sector entity in the state of AZ. However, the process for joining our organization and accessing our contracts is the easiest in the industry. A member can be rostered to our organization in as little as 5 minutes.

**Target Industry:** State & local government agencies and k12 schools & higher education.

**Fee:** Our Administrative Fee is listed as 2%. In other words, anytime one of our supplier utilizes our contract to win business, they would remit 2% of the revenue (excluding tax, shipping, etc.) to Equalis Group.