

RFP R10-1136 Q&A

Blade Filtration Questions

<i>Question</i>
1. Will you accept bids from a Canadian Manufacture? As per section 11.7 The Buy American Act, however we fall under the US Free Trade Agreement. Want to confirm this is correct
<i>Answer</i>
Yes, foreign vendors are allowed to respond, as long as they are able and licensed to do business in the Untied States. Vendors may take exceptions to the Terms and Conditions.

Blade Filtration Questions

<i>Question</i>
2. Please confirm this is a national bid.
<i>Answer</i>
This is a national bid.

Blade Filtration Questions

<i>Question</i>
3. Please confirm you require resumes for the following. a) Executive Support b) Account Management c) Contract Management d) Marketing e) Engineering
<i>Answer</i>
Yes, resumes are requested for the key contacts for this contract.

Blade Filtration Questions

Question

Since we are a Canadian Manufacture what licenses will you require? We do have an EIN number We are the OEM Manufacture and our factory is in Canada. We do partner with some distributors in the USA and may get there assistance with this contract, once awarded.

Answer

Respondents are required to be licensed to do business in the states to which they are responding. Respondents should provide all relevant industry licenses with their response.

Blade Filtration Questions

Question

5) Section 16 - Affirmative Action Affidavit - if we awarded the contract because we are Canadian will be still have to comply with New Jersey Affirmative Action - a majority of our products are plug and play and require no subcontractors for installation

Answer

Any vendor who wishes to do business in New Jersey must complete all of the New Jersey forms. If a firm does not intend to do business with customers in New Jersey, they may opt to leave those forms blank.

Blade Filtration Questions

Question

6) Sub-Contractors - As stated a majority of our products are plug and play and what isn't can easily be maintained by maintenance staff. This is very typical in Portable Air Filtration. Can we add to the contract at a later date if the client wants the one system that requires installation? We installed over 6000 of these UV in-duct systems ourselves in Toronto and would be willing to do the same in the USA depending on the quantity

Answer

The successful vendor(s) may update the contract per the terms of Section 11.3 of the General Terms and Conditions of the contract.

Blade Filtration Questions

<i>Question</i>
7) I need clarification on FOB - how can we supply a freight included in pricing if we don't have shipping addresses or orders? Do you mean when quoting the client and not on your price list
<i>Answer</i>
Vendors must provide pricing for shipping/freight if it will be charged to the members. It is up to the vendor to determine how best to account for shipping/freight in their price proposal. Pricing submitted in response to this RFP is considered "not-to-exceed", as stated on page 8 of Section 1.

Pricing

<i>Question</i>
Given economic environment, supply chain issues, and pricing volatility – would an RS means multiplier correlated to most recent revisions (RS Means Online) be suitable for the pricing mechanism in lieu of the specific request for price lists, catalog pricing, etc., requested in the RFP?
<i>Answer</i>
RS Means coefficients are a valid form of pricing and will not be automatically disqualified if submitted as the pricing method. The fact that prices will have greater volatility under that pricing model will be factored into the scoring vs. a proposal with list pricing.

Region 10 Question

<i>Question</i>
Is this to provide services to Region 10 schools? Or, the Region 10 organization?
<i>Answer</i>
This is an RFP for indefinite quantity/indefinite delivery services to the national Equalis membership in all 50 states.

Equalis Contract

<i>Question</i>
If the contractor already has a contract with Equalis, are we to use our current Equalis contract labor rates? Or, will it be with new rates? If new, please provide these rates.
<i>Answer</i>
Current Equalis contractors may choose to submit rates commiserate with their current rates under other contractors, or submit new rates. It is up to each vendor to determine what pricing best suits their offering.

Equipment Lists

<i>Question</i>
Please provide most recent Facility Condition Assessment and/or Mechanical Equipment lists.
<i>Answer</i>
This is an RFP for indefinite quantity/indefinite delivery services to the national Equalis membership. As such facility condition assessments and equipment lists are not available at this time and would need to be requested from the specific member at the time of purchase.

Section 1 #6, 6.4 Pricing

<i>Question</i>
6.4 States that All products and services must be priced: All products and additional services such as installation, delivery, tech support, training, and other services must be priced. Any service provided free of charge should be listed in order to be included on any resulting contract award. Our products are to be ordered through an Authorized Dealer and the Authorized Dealer provides all services. Can a manufacturer provide dock delivered pricing only and advise on the pricing sheet that inside delivery and delivered and installed pricing must be negotiated between Member and Authorized Dealer?
<i>Answer</i>
If shipping is to be charged under this contract, there must be some auditable pricing mechanism for it. Otherwise, shipping would have to be handled through a different purchasing vehicle.

Pricing

<i>Question</i>
Can manufacturers submit tiered pricing with deeper discounting for a larger single order? If so, should we add a column on the pricing spreadsheet, tab 1 or list this on tab 2, Other Pricing and Discounts?
<i>Answer</i>
Yes, tiered discounts may be offered. Respondents may reflect this in the pricing spreadsheet as they see fit.

Exceptions

<i>Question</i>
Can exceptions be made to the Vendor Contract and General Terms and Conditions and the Equalis Group Administrative Agreement? If so, please give direction on how exceptions are to be addressed in the response.
<i>Answer</i>
Yes. Please refer to Proposal Form 19.

6.5 Not to exceed pricing

<i>Question</i>
Will the contract allow for general price increases? With the uncertainty of economy, it could put a manufacturer at a financial risk if price increases are not allowable.
<i>Answer</i>
Please refer to section 9.2 of the General Terms and Conditions.

Air Purifiers

<i>Question</i>

Hello, I have a couple of questions. How many purifiers are you looking, and what capabilities did you need. Thank you

Answer

This is an indefinite quantity/indefinite delivery contract for national products and services. There is no defined number of purifiers that will be ordered. The capabilities needed are described in the scope in Section 1. Please refer to that section.

IAQ

Question

Good morning, I have not seen any design drawing or floor plan for this job, how we can pricing the correct the IAQ equipment model and Qty? Thank you Dezhi Yang BROAD USA INC

Answer

This is an indefinite quantity/indefinite delivery contract for national products and services. Pricing should be based on purchasing power of the national Equalis membership, and be flexible enough to accommodate a variety of floor plans.