

RFP R10-1174 Questions and Answers

Below are all questions and answers for this RFP. The deadline for questions has passed. Deadline for submitting proposals remains December 13, 2024 at 2 pm CST.

Clarifications Request

Question

Scope of Work Comprehensive vs. Specialized Offerings: Does Region 10 ESC give preference in scoring to vendors who propose a complete catalog of products and services versus those focusing on specific product or service lines? Industry-Specific Solutions: For specialized solutions like flame-resistant clothing and pharmaceutical-grade programs, are there specific compliance or certification standards that vendors must meet? Laundry and Subcontracting Services: Are vendors required to provide laundry and maintenance services in-house, or is subcontracting allowed? If subcontracting is allowed, what conditions or requirements should be met or highlighted in the proposal? Can vendors leverage the references and/or certifications of subcontractors to meet the proposal requirements? Uniform Specifications: Are there specific uniform requirements for each industry (e.g., healthcare, hospitality, public safety, manufacturing), including styles, designs, or features like reflective materials, moisture-wicking fabric, or pockets? What are the requirements for sizing (e.g., standard sizes, custom sizes, specific sizing charts)? Are there specific fabric materials or blends (e.g., flame-resistant, anti-static, breathable) that must be used for uniforms? What is the expected lifecycle of the uniforms, and should vendors account for regular replacement or longer-term maintenance? Are there guidelines for uniform repair, alteration, or replacement during the contract term? Customization and Branding: What are the specific requirements for customization, such as logo or embroidery placement, file formats, and branding for uniforms, linens, and facility products? Are there minimum turnaround times for customization services? Facility Products and Supplies: Are there specific product specifications or certifications (e.g., durability standards for mats, eco-certifications for microfiber systems) that must be met? Technical Specifications Cost Proposal and Contingencies: What level of detail is required in the cost proposal for auxiliary services like shipping, installation, and training? Are vendors allowed to include contingencies for unforeseen costs or customizations, or must all potential costs be accounted for upfront? National Coverage Expectations: How will proposals offering regional or partial coverage be evaluated against those offering nationwide service coverage? Supplemental Offerings: For supplemental offerings like first aid kits, PPE, and janitorial supplies, are there minimum standards (e.g., OSHA compliance for PPE) or expected quantities? Environmental and Sustainability Standards Sustainability Criteria: Are there any sustainability or environmental standards (e.g., eco-friendly materials, energy-efficient processes) that vendors are expected to meet for products and services offered? Evaluation and Contracting Pricing Adjustments During Contract Term: How should vendors handle situations where pricing methodologies (e.g., catalog discounts) are subject to market fluctuations? Use of Cooperative Contracts: Will the awarded contract allow for additional terms to be negotiated by participating public agencies, or must all terms and conditions align strictly with the master agreement?

Answer

1. Proposals offering only a subset of the complete scope of the RFP will be considered competitive, however, as stated in the RFP, "A multiple award shall be limited to the least number of vendors Region 10 ESC in its sole discretion determines to be necessary to meet the requirements of the Equalis membership," and the evaluation criteria does list "coverage of products and services" as the first criterion under Products/Pricing, so more comprehensive offerings will be factored into the overall score. 2. No. Vendors should describe any standards their products and services meet in response to the appropriate questionnaire sections. 3. Subcontracting is allowed, however the prime contractor will be responsible for any subcontractors' conduct and compliance with the terms of a resulting contract. 4. Subcontractors will be held to the same terms and conditions as prime contractors, and prime contractors will be responsible for ensuring subcontractor compliance with the contract, federal, state, and local laws, and any individual agreement signed with a member. 5. No. References must be for the respondent. References for other companies will not be considered responsive to the required references section of the contract. 6. Please review the scope of the RFP on pages 7-8 of Section 1 and the Questionnaire in Section 2 for what information the RFP requests. 7. Vendors should respond with their full capabilities. 8. Vendors should respond with their full capabilities. 9. Vendors should respond with their full capabilities and any programs they may have for managing lifecycle and replacement as well as associated costs if any as requested in the scope. 10. Vendors should respond with their full capabilities. 11. Vendors should respond with their full capabilities. 12. Vendors should respond with their full capabilities. 13. Vendors should respond with descriptions of any third-party standards or certifications their products meet as requested in the Questionnaire. 14. Vendors must price any services offered including peripheral costs like shipping, convenience fees, installation, training, etc. in an auditable way. Services not priced in the proposal may not be charged to members, and vendors may not exceed contract pricing as established in the response. 15. All costs charged to members must be identified in the proposal or they will not be allowable under any resulting contract. 16. Non-national proposals will be considered competitive, however, as stated in the RFP, "A multiple award shall be limited to the least number of vendors Region 10 ESC in its sole discretion determines to be necessary to meet the requirements of the Equalis membership," and the evaluation criteria does list "Ability of offered products and services to meet the needs requested in the scope" as the second criterion under Products/Pricing, so again, more comprehensive coverage will be factored into the overall score. 17. Vendors should respond with their full capabilities. 18. Vendors should respond with their full capabilities. 19. Please review Article 9 of the terms and conditions. 20. Please review Article 4 of the terms and conditions.

Questions related to the RFP.

Question

I don't see a location list of the sites we would offer this to. Am I missing that? -I don't see a list of products being used today. Are you just looking for us to add all items and note the difference

between what someone would likely pay locally?

Answer

This is an indefinite quantity/indefinite delivery RFP to establish services for use by Equalis Group members in all 50 states. As such there is no list of sites or pre-existing list of items in use.

Categories

Question

Can we participate with our Trash liners,Gloves, PPE and safety supplies catalogs?

Answer

Please review the scope on page 7 of Section 1 of the RFP. Vendors must determine for themselves if they can compete for the scope of services described.

Attachment B-Price List Spreadsheet

Question

We have Attachment B- Price List spreadsheet is applicable for catalog pricing of direct sale merchandise that has a standard MSRP but not all fields are applicable to a selection of items on the rental/lease side. Service frequency and inventory % are just a couple of factors that are integral to price calculations. Do you have a standard service frequency you would like to evaluate from or is that left up to our submittal?

Answer

That is left up to vendors' submittals. Vendors should feel free to use or not use portions of Attachment B as appropriate for their offering.

Member Agencies

Question

To better gauge the scope of the potential business, how many member agencies actively utilize Equalis contracts?

Answer

As of October 1st of this year, over 2000 individual agencies were utilizing at least one Region 10 Equalis contract. Region 10 cannot speak to how many members use contracts by other lead agencies.

Administrative Fee

Question

What is the anticipated administrative fee?

Answer

Discussions about the administrative fee have typically started at 2-2.5%.