

May 21, 2009

Electrical Equipment, Supplies, and Service RFP # 683075

Pre-Proposal Conference Call Clarification Questions

Q1. In Part 1, section 1.7, is the purpose and Intent of this RFP to replace any existing Contracts?

A1. No, the purpose and intent of this RFP is to address a specific need of the E&I Membership as identified by the Facilities Strategy Team, APPA, and E&I. The resulting Contract is intended to enhance the availability of these products to our Members.

Q2. In Part 3, section 3.6.11, please explain this section.

A2. Based on your response to section 3.6.10, please indicate your willingness to commit to and/or guarantee sales volume for years 1 through 5 of the resulting contract. In developing a partnership to drive sales volume to your contract, E&I asks for a commitment on your part to guarantee that this contract is successful.

Q3. In Part 5, if a supplier can not agree to one of the items in this section, how do we address these requirements?

A3. All have received the RFP in Microsoft Word format. It has been provided to you to allow you to input your responses directly into the RFP document. If a Supplier needs to take exception to a specific section we ask that that supplier input language that they would be willing to agree to in the place of existing verbiage. Page 10, Part 3 item 3.2 addresses the proposal response format. Tab 5 is the section where exceptions to the RFP document must be listed. Exceptions can be placed directly into the section where they occur, but a list of the section or sections where an exception was taken must be included in Tab 5. Please be aware that exceptions may or may not be accepted.

Q4. In Part 7, Pricing and Attachment F, the Price and Discount Sheets, how will E&I Address which manufacturers will be asked for? Also what criteria will be used to compare the quality of similar products from different manufacturers?

A4. A list of manufacturers could be prepared, however time may not allow this. It would be best if the supplier would differentiate the quality of their offering. If a supplier proposes different quality levels with multiple manufacturers, please indicate that in your response. Example of the levels could be; Value, Standard, and Premium Quality or the supplier may express the levels in their own terms.