

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.