



Fresno Unified School District

Preparing Career Ready Graduates

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Robert G. Nelson

Purchasing Services

Paul Rosencrans, Executive Director
4498 N. Brawley Ave. Fresno, CA 93722
Ph. (559) 457-3588 Fax (559) 457-6040

ADDENDUM No. 2

RFP No. 17-21

U.S. COMMUNITIES CLEANING SUPPLIES, EQUIPMENT AND CUSTODIAL RELATED PRODUCTS, SERVICES AND SOLUTIONS

NOTICE TO ALL BIDDERS

This Addendum is attached to and made a part of the above entitled specifications for Fresno Unified School District.

Incorporate the following into your bid response.

BID OPENING HAS CHANGED TO MAY 9, 2017 PRIOR TO 2:01 P.M.

Questions and answers from RFP # 17-21

1. Please provide the current contract pricing by line item

Answer: It is Fresno Unified School Districts policy not to release prior bid information when the new bid is open.

2. What are the annual sales by the incumbent supplier within each US STATE from July 1, 2015 thru June 30, 2016? Example, if there are 50 customers in the State of Oregon how much do the 50 customer's sales total for the time frame indicated.

Answer: Sales by state are unavailable.

3. What percentage of annual sales are by agency type- example K-12, Higher Education, Local Governments, and State Governments?

Answer: Sales by agency type are unavailable.

4. Can you extend the RFP due date an extra 2 weeks?

Answer: The proposal due date has been extended to May 9th, 2017 at 2:00 pm PST.

5. On the pricing commitment section, does this pricing commitment relate to only those prices under the same terms and conditions?

Answer: The U.S. Communities Pricing Commitment pertains to any items sold through the U.S. Communities contract. Please refer to 3.3 (b), Pricing Commitment in Appendix B.

6. On the pricing commitment section, what if the manufacturers do not offer the same or lowest cost available to distributors for the US Communities contract? Distributor pricing is dependent on what costs we, distributors receive manufacturers of the products being offered through contract.

Answer: The Pricing Commitment requires that “the pricing offered under the Master Agreement is the lowest overall available pricing (net to purchaser) on Products and Services that [the Supplier] offers to Public Agencies”. Please refer to 3.3 (b), Pricing Commitment in Appendix B.

7. On the pricing commitment section, how will US Communities respond if we as a contractor try to transition current business from a public agency to the US Communities contract where it results in a loss in revenue because the manufacturer(s) is unwilling to offer the contracted distributor a lower cost?

Answer: Please refer to Section 3.3 (a), (iii) and (iv) of Appendix B.

8. On the pricing commitment section, how will US Communities respond when a bid is published that does not allow pricing to be offered by the winning bidder using a GPO that does not contain the same terms of the RFP?

Answer: Please refer to Section 3.3 (b), (iv) (A-E) of Appendix B.

9. US Communities stipulates that the contractor’s sales force compensation and incentives under the UC Communities program shall be greater than or equal to the compensation an incentives earned under other contracts with public agencies. Why is this a concern? How can a contractor make such a commitment when there are no guarantee sales by end users for a new US Communities contractor?

Answer: The requirement of the U.S. Communities Sales Commitment is to lead with U.S. Communities and this language ensures no sales person is discouraged from selling using the Master Agreement due to compensation barriers.

10. Can you kindly send me your current award tabulation to include the products with pricing that was previously awarded for our review?

Answer: See answer to Question 1.

11. For the Fresno Unified School District bid, will the deliveries be sent to each school or do you have a main warehouse that will receive deliveries?

Answer: All deliveries for Fresno Unified will be sent to a central warehouse for distribution to school sites. Due to the fact that this is a nationwide bid, there may be other agencies that require purchases to be sent to multiple sites.

12. For addendum #1 the link to download the documents I still show attachment B sample pricing as the items that are going out to bid.

Answer: Please see section 6.2 of the RFP on page 29.

13. Now in the meeting you stated that these were not the complete bid items that it was just a sample sheet, where can I find the complete list unless I misunderstood and this is the complete items list.

Answer: Please see answer to Question 12.

14. Also can I have the list of attendees at the meeting

Answer: This is provided as a part of this Addendum.

15. It was noted during the pre-bid meeting that US Communities/Fresno Unified will be selecting a single vendor. Is there any opportunity for multiple awards should bidders recommend unique or innovative solutions? We recognize that not all agencies will be willing to try new technology but also believe that many may wish to have the option.

Answer: Please see the Multiple Awards section of the RFP on page 10. FUSD reserves the right to award the contract in the aggregate, by section, multiple award, primary, secondary, and tertiary, whichever is in the best interest of the School District and Participating Public Agencies as a result of this solicitation.

16. On page 20 under "Distribution – 3", how is "retail network" defined? Do you need the total square footage of all member distribution facilities? (We have 120+ members)

Answer: Please provide the number and location of each retail and distribution facility. Please provide a listing of these facilities and a map, if available.

17. On page 20 under "Distribution – 4", what exactly is meant by "support center?" Should this include each of Triple S member location where we are able to directly service an account/customer?

Answer: Please indicate the number and location of customer support (service) centers.

18. On page 27 under section 5.1, is there specific language you require to be included in the notarized statement or can/should it be as simple as "Triple S hereby attests that the information included on the submitted thumb drives is identical to and a true copy of the information provided in the hard copy (printed) submission."

Answer: The above noted language is acceptable.

19. Is it permissible to provide pricing in terms of both "discount off list" and by using a "cost plus" model or do you prefer a single format exclusively?

Answer: Please refer to Section 6, Cost Proposal Instructions on page 28 of the RFP.

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20. In Attachment C and under the last tab for “services,” are you referring to the proposed percentage mark-up over US Communities cost or “retail cost” for the service?

Answer: Please see Section 6, Cost Proposal Instructions, (d) on page 29 of the RFP.

21. We greatly respect the response timeline set forth by US Communities/Fresno Unified School District but kindly request an extension, preferably allowing for two additional weeks to respond.

Answer: Please see answer to Question 4.

22. While I understand it’s an information portal for the USC members, does it also need to be able to process orders? If so, besides the standard payment terms, would we need to accept credit cards as a form of payment as well?

Answer: The requirement in the Supplier Qualifications and Commitments, (d) Sales Commitment, (iv) Participating Public Agency Access, describes the U.S. Communities landing page required of any awarded vendor. This page does not require the ability to process orders. Please describe your company’s order processing abilities in the Supplier Information Section, Administration.

List of Suppliers at the Pre-Bid Conference for RFP # 17-21

Company	Name	Contact info
Afflink	Tim McCord	806-786-2094
Central Sanitary Supply	Terry Adams	559-287-2183
Enviroclean	Jerry	559-486-1241
Enviroclean	Mario	559-486-1241
Ernest Packaging	Ryan Van Woudenbu	559-265-7038
Ernest Packaging	Garry Bettencourt	559-265-7027
Strategic Marketing Alliance	Bob Silva	678-822-6047
Supplyworks	Thomas	661-303-3433
Supplyworks	John	609-820-8593
Triple S	Daniel Wagner	978-667-7900
Veritiv	Art Hernandez	916-276-8156