

Inquiry Responses

No.	IFB Document Name	Document Section (Name or number)	Question	Response
1	IFB Main Document	BID SUBMITTLE	CAN WE ATTEND THE BID OPENING?	Yes, please see Section VIII.6 Important Building Access Procedures
2	IFB Main Document	Section I.3 & I.4, Intent to Bid	Is it mandatory to submit an intent to bid? If so, what is the actual due date? Section I.3 indicates the due date is 3/15/12 and implies that it is an option and completely voluntary. However, Section I.4 implies it is mandatory and due by 3/7/12.	The Intent to Bid is discretionary, not mandatory. Please indicate your intent to bid on or before March 15, 2012. See section I.4.
3	IFB Main Document	Section I.4, Key Events/Dates	What is the rationale behind the timing of publishing the bid and the tight timeframe to submit all the required documentation? Due to already published manufacturer's build out dates, there will be no availability of 2012 models by the time the process is completed an award is made. Ideally the bid should be delayed to address the concerns of all affected parties on the new format and requirements and start over with the 2013 model year. This would allow for a more favorable outcome for the state and all consumers.	*Amended March 19, 2012 The Invitation for Bids was released and resultant contracts will be awarded so Authorized Users can place orders for 2012MY items that are available. However, all bid pricing shall use the model year in production on March 29, 2012, the date for Submission of Bid and Bid Opening. Bidder shall state for each item whether the model year vehicles pricing is for 2012 or 2013.
4	IFB Main Document	Section 1: Introduction & Appendix C	Conflicting statements: "The new procurement process will balance the needs of achieving savings with the administration's policy goals of encouraging small businesses and certified minority and women business enterprises." and "For purposes of this procurement, OGS has conducted a comprehensive search and has determined that the contract does not offer any opportunities for participation by MWBEs." Please clarify.	OGS has not established any MWBE goals for this IFB. OGS has, however, taken affirmative steps to identify NYS certified MWBEs and advise them of the IFB. MWBEs are encouraged to participate.
5	IFB Main Document	II.9	Extention of Use: The Caprice PPV RWD is not listed in Lot I. Can it be added?	No.
6	IFB Main Document	II.9	Extention of Use: The Caprice Undercover RWD is not listed in Lot I. Can it be added.	No.

7	IFB Main Document	II.9	Extention of Use: The Tahoe PPV 2WD or equivalent not listed in Lot I. Can it be added.	No.
8	IFB Main Document	II.9	Extention of Use: Express Cargo 2500 Series or equivalent isn't listed in Lot I. Can it be added.	No.
9	IFB Main Document	II.9	Extention of Use: The Caprice PPV and Undercover and not available under Lot III or IV. Can it be added.	No.
10	IFB Main Document	Section II.14, invoices	Is there any option to amend this format? Current programming available will not allow for this detailed breakdown and labeling of items. It would require major programming updates by software vendors and most likely will not be available prior to award of bid(s), if at all possible.	Section II.14 Purchase Orders and Invoicing has been revised to read "Invoices must be detailed and include in the body of the invoice or an attachment to the invoice all of the following items".
11	IFB Main Document	Section II.14, invoices	Does line item breakdown apply to additional factory options (OEM) ordered by the customer? Or just the non-OEM options?	Please see Section II.14 Purchase Orders and Invoicing, the line item breakdown applies to both OEM and non-OEM options.
12	IFB Main Document	II.22	Contract Period and Renewals: 2012 MY Order Cut off has been sent to OGS. Vehicle order cutoff dates begin March 2012 with most before the award date of 6/7/12. Could you extend the bid opening until May 2012? Financially, GM will have some of the 2013 MY pricing available plus a more accurate dealer price guidance. This will allow for ultimate bid assistance rather than based on early conjecture.	*Amended March 19, 2012 No, OGS will not extend the bid opening date. However, all bid pricing shall use the model year in production on March 29, 2012, the date for Submission of Bid and Bid Opening. Bidder shall state for each Item whether the model year vehicles pricing is for 2012 or 2013.
13	IFB Main Document	II.22	Should dealers bid the 2012 MY with 2013 MY Bid Assistance if 2013 MY Factory Invoice Pricing is not available from GM?	Please see Section V. Price for pricing information.
14	IFB Main Document	Section II.25, Warranty, paragraph 7	Why is this the dealer's responsibility? This should be the responsibility of the manufacturer.	Per section II.25, it is the Contractor's responsibility.
15	IFB Main Document	III.2	Bidders must bid on all items in Lot 1. Not doing so will disqualify bidder from Lot 1. GM does not have a mini van. What happens when a manufacturer does not produce the model? Could we substitute a vehicle such as the Captiva?	Lot 1 does not include a mini-van. Per section III.2 Method of Award, "Bidder must bid on ALL Items in Lot I, not doing so will disqualify bidder from this Lot".

16	IFB Main Document	III.2	Why is Lot 1 tailored to award all line items to only one manufacturer? If a manufacturer does not have all of the models listed in Lot 1, they are excluded from the opportunity to bid. While Chrysler Group LLC has offerings that fall within approximately 13 of the 19 requested vehicle types, the requirement that we must provide pricing for all items in Lot 1 puts Chrysler at a complete competitive disadvantage as we do not currently make several of the line items (i.e. FWD Police Car (item 1) or full size van (items 4, 5, 6.))	Per section III.2 Method of Award, "Bidder must bid on ALL Items in Lot I, not doing so will disqualify bidder from this Lot".
17	IFB Main Document	Section III.2, Lot I Single Lot Award	Will there be more than one manufacturer represented with this award? If not, then authorized users whose fleets are built around one specific manufacturer may be forced into a new one which would require re-tooling, re-training, etc. Also, the marketplace becomes very constricted, offers no choice to the consumer and would negatively impact affiliated businesses, parts suppliers, etc. (large and small), the job market and the economy locally, regionally and state-wide.	Per section III.2 Method of Award, "to the lowest responsive and responsible dealership representing one Original Equipment Manufacturer's (OEM's) vehicles".
18	IFB Main Document	III.2	Will the bid be awarded to the lowest responsible bidder of each manufacturer?	Per section III.2 Method of Award, Lot I will be awarded to the lowest responsive and responsible bidder representing one Original Equipment Manufacturer's vehicles. Per section III.2 Lot II, III and IV will be awarded to the lowest responsive and responsible bidder by Total for Item price for each Item.
19	IFB Main Document	Section IV.1, Options	Is a contractor limited to only products that are included in the price lists supplied as part of the bid? Or can we provide any additional product as requested by an authorized user as long as it meets the discount off MSRP as bid and awarded?	With respect to Options under Section IV.1, Bidder must offer a single discount for OEM and non-OEM options.
20	IFB Main Document	Section IV.1, paragraph 2	Are price lists for non-OEM options required to show labor charges in addition to parts costs?	Per Section IV.1, "If an option is not from the Original Equipment Manufacturer (Non- OEM) for the vehicle, then the Contractor may add normal labor, etc. to install such option".
21	IFB Main Document	Section IV.1, paragraph 3	Does this apply only to OEM options?	Per Section IV.1 first paragraph, "Bidder shall offer one discount for all options (OEM and Non-OEM)".
22	IFB Main Document	V.1	Winner Dealers are required to deliver all over NY State.	Yes, see Section V. Price.

23	IFB Main Document	V.1	Will there be any consideration to adding a Delivery Allowance Schedule so that the end-user isn't at a disadvantage based on where the successful bidder is located? If not, the average cost of delivery will have to be added to each vehicle.	No, see Section V. Price and Section VI. Delivery.
24	IFB Main Document	Section V.1	Why is there no delivery allowance? There is no way to predict all future costs associated with delivering vehicles and build this into the pricing structure as laid out in this bid. Historically, the delivery allowance that was in place was not enough to cover actual expenses. A critical example would be the high volatility of gas/fuel prices in the current world economy. Also, this provides an unfair advantage to dealers in Region 3 over dealers operating in other regions.	It has been determined it is in the best interest of the State to require FOB Destination in place of a delivery allowance.
25	IFB Main Document	V.2	If dealers bid 2012 MY Pricing will the "Next Model Year"(2013) Factory Invoice be used for the contract (this takes into consideration any 2013 Factory Invoice Price Increase)?	See section V.2 Pricing Information, "Next Model Year Pricing".
26	IFB Main Document	Section V.2, For All Lots	Could you better define "Dealer Holdback"? The wording in this section is different from how it presented in the Bid Summary of Attachment 1 Price Pages.	Section V.2 has been revised to replace "Dealer Holdback" with "Dealer Discount", which is defined in section II. 5 Definitions as "shall refer to the percentage credit to NYS for dealer's typical overhead expenses in non-fleet purchases (such as advertising/marketing, spacial planning, sales incentive programs, etc.) "
27	IFB Main Document	VI.1	Will delivery time be a factor in the award of the bid?	No

28	IFB Main Document	VI.3	Will factory production delays be a cause for liquidated damages?	<p>Per Section VI.3 Liquidated Damages "In the event of a delay or default in any delivery the Authorized User shall be entitled to and shall assess against the Contractor as liquidated damages and not by way of penalty, a sum calculated as follows:</p> <p>Ten dollars per day per vehicle to compensate for delay, and other loses, detriments and inconveniences attendant upon such delay from the end of the grace period commencing from the time delivery was due under the contract. A grace period of seven calendar days commencing on and including the contract date for delivery shall be extended to the vendor prior to the assessment of such liquidated damages. Notice is hereby given to the vendor that despite the extensions of the grace period herein specified - TIME SHALL BE AND IS OF THE ESSENCE IN REGARD TO DELIVERY OF THE VEHICLES.</p> <p>Liquidated damages, if assessed, shall be deducted from the purchase order price for each vehicle delivered against such purchase order."</p>
29	IFB Main Document		Are we to bid 2012 and/or 2013 models, whichever is in current production?	<p>*Amended March 19, 2012 Bidders shall bid the model year in production on March 29, 2012, the date for Submission of Bid and Bid Opening. Bidder shall state for each item whether the model year pricing is 2012 or 2013. Section I Introduction, Section V Pricing and Attachment 1 – Price Pages has been revised.</p>
30	IFB Main Document	Section VII.1	Are the Instruction Manuals required or optional? Wording implies both. Please note: these are currently considered an extra cost/non-OEM option and the customer incurs an additional charge when requesting them as part of their order.	<p>Per Section VII.1, an instruction manual shall be furnished to the Authorized User, upon request at no additional charge .</p>
31	IFB Main Document	Section VII.7, Upgrades	Does this apply to trim packages (i.e. LT vs LS)? Or just in cases where it involves a change in model number? In either case, does this apply to all classifications of authorized users (i.e. no exceptions)?	<p>No, Section VII.7 addresses Options only. The IFB and the resultant contracts apply to all Authorized Users.</p>

32	IFB Main Document and Attachment 1 - Price Pages	Section 1 Introduction & Instruction Tab	Section 1 Introduction (page 5) verbiage is contradictory to Pricing Instruction Tab - Line 24 (highlighted in green) pertaining to requirement that manufacturer must bid on all line items in the lot. Is this requirement for Lot 1 only or Lot 1 & 3?	The Instructions tab in Attachment 1 - Pricing sheet has been revised to conform with Section I Introduction as follows: "Bidder can bid on a single lot, all lots, or a combination of lots or Items in a lot with the exception of Lot I and Lot III. Bidders are required to bid on all Items in Lot I and Lot III. Lot I and III will be awarded to a single bidder having the lowest total cost for all Items within Lot I and III. Lots II and IV will be awarded on a per Item basis to the bidder having the lowest total cost for each Item."
33	Attachment 1 - Price Pages	LOT 1 Item 4	Dealer asked about the FBO Destination change from NY set zone delivery price to a dealer price for anywhere in the State of NY. Dealer believes it could favor one dealer over another based on location. How can my dealer quote accurately during great gasoline price fluctuations? Will state provide guidance?	See Section V. Price and Section VI Delivery.
34	Attachment 1 - Price Pages	VARIOUS VEHICLE SPECS	SPEED SENSITIVE WIPERS ARE NOT REQUIRED ON SOME SPECS AND REQUIRED ON OTHER VEHICLES IN THE SAME VEHICLE CLASS. ON THE MAJORITY THE WORK VEHICLES YOU ARE BIDDING THIS OPTION IS NOT AVAILABLE. HOW DO YOU WANT THIS DESCREPNENCY HANDLED?	Pricing pages for all Items in Lots I and II have been revised to require "variable intermittent front windshield wipers".
35	Attachment 1 - Price Pages	SPEC 12	THE VEHICLE CLASIFICATION SECTION SAYS REGULAR CAB AND THE BASE SPECS SAYS EXTENDED OR SUPER CAB, WHICH IS IT?	Pricing page for Lot I, Item 12 has been revised to specify Regular Cab.
36	Attachment 1 - Price Pages	Bid Summary Tab	We believe Lot 3 should include ALL Law Enforcement & Special Service vehicles. This would enable agencies to choose the best vehicle to meet their needs as well as the most cost effective. We respectfully request the Dodge Charger Pursuit (RWD,) Ram 1500 Crew Cab 4X4 Short Box Special Service Vehicle (DS6L98,) and Dodge Durango Special Service Vehicle be added to Lot 3.	No, OGS declines to add the requested vehicles. Please note vehicles for use by Law Enforcement can be purchased from Lots I, III and/or IV.
37	Attachment 1 - Price Pages	Bid Summary Tab and Lot 3 Item 1 Tab	Lot 3 Line 43 reflects Ford Sedan AWD. However, Lot 3 Item 1 Tab reflects Ford AWD Utility. Why only 1 manufacturer (Ford) and the discrepancy on vehicle type?	Line 43 of the Bid Summary chart has been revised to conform to Lot III, Item 1 "Ford Utility - AWD - (K8A) Police Interceptor".

38	Attachment 1 - Price Pages	Bid Summary Tab and Lot 4 Tab	It is our understanding that NYSP have yet to commit to a vehicle/manufacture for 2013 & 2013. I would like to request the Dodge Charger Pursuit (RWD), both V6 and V8, be added to Lot 4	No
39	Attachment 1 - Price Pages	Bid Summary Tab and Lot 2 Tab	Chrysler Group LLC respectfully requests the Ram Cargo Van (FWD) be added to Lot 2.	No
40	Attachment 1 - Price Pages	Bid Summary Tab and Lot 2 Tab	Chrysler now offers a Ram 2500 Crew Cab CNG Truck direct from the factory. Chrysler respectfully requests this be added to Lot 2.	No
41	Attachment 1 - Price Pages	Bid Summary Tab and Lot 2 Tab	Chrysler respectfully requests having a Light Duty Crew Cab Pick-Up (both 4x2 and 4x4) added to the Lot 2. All 3 manufacturers offer this type of truck.	No
42	Attachment 1 - Price Pages	Bid Summary Tab and Lot 2 Tab	Is it possible to amend Line Item #9 in Lot 2 to reflect a 5 - 8 passenger SUV?	No
43	Attachment 1 - Price Pages	ex. Lot 1 Tab Item 8	What does V8 E85 or Equivalent mean?	The specification reads in Lot I - Item 8: Engine -Minimum V8, E85 Capable or equivalent
44	Attachment 1 - Price Pages		What type of extra key required...do you want entry key only, or a key OEM match?	OEM Match is required, all items in Lots I and II have been revised to require "Two (2) OEM keys or FOBS - minimum".
45	Attachment 1 - Price Pages	Lot I Item #12	Are we pricing a Regular Cab or Extended Cab?	Pricing page for Lot I, Item 12 has been revised to read "Regular Cab".
46	Attachment 1 - Price Pages	Lot 1 Item 19	Standard engine is gas...spec calls for diesel...do you require diesel on this model?	Yes, the specification only requires a Diesel Engine for Lot I, Item 19.
47	Attachment 1 - Price Pages	Bid Summary	Why are the police vehicles listed in Lot I? They should be listed in a separate lot and include the Chevrolet Impala (patrol and detective), Chevrolet Caprice (patrol and detective) and the Chevrolet Tahoe (PPV 2WD and SSV 4WD). They should be available to all authorized users and not just the State Police.	Police vehicles are listed in Lot I for all Authorized Users to purchase.
48	Attachment 1 - Price Pages	Bid Summary	Why is the Chevrolet Caprice (patrol and detective) completely missing from this bid?	It is in the best interest of the State to only include the selected vehicles in the IFB.

49	Attachment 1 - Price Pages	Bid Summary	Can an item(s) be added for the SUV or utility class of Lot II that would offer the Chevrolet Suburban ½ ton and/or ¾ ton models (or equivalent)? Bids for Item Lot II, Item 8 will most likely exclude the Suburban as the Tahoe is less expensive model. This will leave school districts out for this class as the Suburban is their primary choice for transporting students.	No
50	Attachment 1 - Price Pages	Bid Summary	Is Lot IV exclusive to the State Police and Thruway Authority? Or can other qualified agencies purchase from this lot?	*Amended March 19, 2012 Yes, Lot IV is exclusive to the NYS Police and NYS Thruway Authority
51	Attachment 1 - Price Pages	Bid Summary	Why is there no option for a ¾ ton cargo van in Lot I or Lot II?	It is in the best interest of the State to only include the selected vehicles in the IFB.
52	Attachment 1 - Price Pages	Bid Summary	Could you better define Factory Invoice Price? What specific line on the manufacturer's invoice to the dealer represents this figure or dollar amount?	For the definition of "Factory Invoice Price", See Section II.5 Definitions.
53	Attachment 1 - Price Pages	Bid Summary	Could you better define Dealer Discount? Is this figure what appears on the manufacturer's invoice as "holdback" (i.e. 3% for GM dealers)? Or is an arbitrary percentage chosen by the dealer as an "optional" additional discount?	Please see a revised definition in Section II.5 Definitions.
54	Attachment 1 - Price Pages	Bid Summary	Is it mandatory to bid a 2012 model for any/all items to be eligible to offer a 2013 model? Example: Chevrolet Malibu Hybrid is not available as a 2012 model but is for 2013. Would a bid for a 2013 be considered as a valid bid/option?	*Amended March 19, 2012 No, Bidders shall bid the model year in production on March 29, 2012, the date for Submission of Bid and Bid Opening. Bidder shall state for each item whether the model year pricing is 2012 or 2013. Please see Section 1 Introduction and Section V. Price. Yes, a bid for a 2013 vehicle is a valid bid/option if the 2013 model year was the model year in production on March 29, 2012, the date for Submission of Bid and Bid Opening.
55	Attachment 1 - Price Pages	Bid Summary	Could you provide a better example using an actual manufacturer's invoice of how you intend the spreadsheet to function? It is unclear from the examples and the limited definitions provided whether all dealers representing the same manufacturer should have all be the same figures in the columns "Factory Invoice Price" through "Total Price".	No, as specified in Attachment 1 - Price Pages bidder should complete all four cells on the Excel spreadsheet which will calculate Total Price for the Item.

56	Attachment 1 - Price Pages	Bid Summary	Depending on the answers to the above, is it your sole intent that the only variables in the bid amounts would only be determined by the "Discount from MSRP on options" and pricing provided for the DOT optional packages?	No, as specified in Attachment 1 - Price Pages in addition to the Discount from MSRP on Options and price for DOT Optional Package the bidder should complete all four cells on the Excel spreadsheet which will calculate Total Price for the Item.
57	Attachment 1 - Price Pages	Bid Summary	Are the number of units used for the purpose of calculating prices representative of only state agencies? If not, can you provide an estimate of additional volumes from the remaining population of authorized users?	Estimates provided are based on the information received from representative Authorized Users, both State and non-State agencies.
58	Attachment 1 - Price Pages	Bid Summary	How does the dealer handle model year (base price) cost increases with this formula? It appears that your intent is for the increase in model year prices to be solely absorbed by any/all authorized users.	There are no cost increases within a model year. See section V.2 Pricing Information, Next Model Year Pricing.
59	Attachment 1 - Price Pages	Bid Summary	The offerings represented in the different lots are very limited. What criteria was used in determining what would be offered and made available to authorized users?	It is in the best interest of the State to only include the selected vehicles in the IFB.
60	Attachment 2 - General Questions	Questions #9, 10 & 11	Do these questions apply only to the contractor?	Attachment 2, General Questions shall be answered by the bidder.
61	Attachment 2 - General Questions	Lot 1, Item 17 thru 19	These are all crew cab models. Is it an oversight that there is no HD (F350) regular cab spec requested?	No.
62	Attachment 2 - General Questions	All Lots	Will you be awarding to a single or multiple manufacturers?	See Section III.2 Method of Award.
63	Attachment 2 - General Questions	All Lots	Is there a MINIMUM discount we must offer from OEM and Aftermarket items?	No.
64	Attachment 2 - General Questions		Will OGS consider non E85 compliant vehicles?	Non E85 compliant vehicles will be considered in accordance with the specification in Attachment 1 - Price Pages.
65	Attachment 1 - Price Pages	All Lots	In Regards to the "Dealer Dicount Percentage" does the percentage given for this model year need to work for the currnet model year bid or will it only be applied to future model years. Referencing page 17 method of award example (and using the figures provided) the percentage given is accurate for this model year providing a selling price of \$19080. If we we were to offer a bid at \$18,850 (5%)for this model year selling price but list a 4% discount for future years would this be acceptable?	No, see Section V. Price.

66	Attachment 1 - Price Pages	All Lots	Is discount to be stated in whole number or carries out how many places?	Attachment 1 - Price Pages have been revised to state "Bidders may bid as many decimal points as they wish but it will display as 2 decimals in the Excel sheet."
67	Attachment 1 - Price Pages	All Lots	In the case where both OEM options and aftermarket options are available (such as floor mats, mud flaps, etc) is it mandatory we use OEM?	Section IV.1 Options has been revised to include "All options listed in the Base Specifications on the Price Pages must be OEM products".