Q & A
Bidder Questions and Answers
IFB #22872 Hazardous Incident Response Equipment (HIRE)
November 14, 2014

Question #	IFB Page #	Section of IFB	Section Title (Example: Attachment 1 Pricing Pages - Instructions)	Bidder Question	OGS Response to Bidder Question
1	N/A	N/A	N/A	Is there a limit on the dollar amount allowed per single item (i.e. $85k, as with HIRE Award #19745)?	No.
2	N/A	N/A	N/A	Can a bidder who is awarded a prime contract also be a sub-contractor to other prime vendors, either within the same or in different categories?	Yes.
3	13	3.2	Pricing Proposal Details	Should separate pricing pages be submitted for each manufacturer we intend to include?	No. All pricing for all items/manufacturers the bidder intends to submit pricing for must be contained within the single spreadsheet - Attachment 01-Pricing Pages. The manufacturer name must be entered for ALL items. No blank spaces. A copy of the Bidders Internal Pricelist and/or Manufacturers Pricelist for all items bid (Named and dated) should also be included in both electronic and hard copy.
4	13	3.2	Pricing Proposal Details	Bid are due 12/04/2014. Many price changes are done in January. Can we submit pricing based upon January pricelists?	Yes. Include a copy of the Bidders Internal Pricelist and/or Manufacturers Pricelist for all items bid (Named and dated) in both electronic and hard copy. If you have January pricing, enter it; however, if the January pricelist is not available for public release at the time of bid submission, it must be submitted as soon as possible thereafter. All items and pricing must be entered in Attachment 01-Pricing Pages regardless of whether the manufacturer pricelist is available for public release. Items not entered at time of bid submission will not be considered for award. Items where pricing is not entered at time of bid submission will not be considered.
5	13	3.1	Qualifications of Prospective Bidders	We are acting as a distributor under this contract. I don't see any authorization forms online. Do we need to provide proof that we are an authorized distributor to list product or only a price sheet?	As per the IFB, page 13: Bids will be accepted only from manufacturers or their authorized dealers. Any dealer submitting a Bid hereby guarantees that it is an authorized dealer of the manufacturer, that the manufacturer has agreed to supply the dealer with all quantities of products required by the dealer in fulfillment of its obligations under any resultant contract with the State, **and that it will provide, within five (5) days of request, a certificate from the manufacturer acknowledging this level of support.**
6	N/A	N/A	Pricing Pages	What is coluimn I pass through discount? Can we leave this blank?	As per the IFB, page 14: Manufacturer Pass through discount (these are discounts that the distributor/Bidder is required by the manufacturer to offer to customers under any award resulting from this contract). This column on Attachment 01-Pricing Pages must be filled in regardless of the discount amount. If it does not apply, enter N/A. The Pricing Pages should not contain any blank spaces (or blank lines) with regard to a Bidders pricelist submission.
7	26	7.5	Contractor MWBE Requirements	Can we achieve our goal/plan by having an MWBE vendor as an authorized distributor? Can we authorize them for just certain categories? Do we then use the template for authorized distributors and list that one company?	Yes. Using an M/WBE as a distributor can count toward satisfying the contract goals, and Bidders may authorize a certain distributor for one, or all categories bid upon. Bidders should note which category(s) **each** distributor is allowed to fulful orders for on Attachment 09_Bidder Distributor List Template. M/WBE's must provide a commercially useful function as per the IFB, Section 7.5, Pages 26-28.
8	14	3.2.1	Attachment 01_Pricing Pages Instructions	Our company is offering priducts for Category 7 - Detection Equipment and all products are of the same product line and for the same purpose. Must each item in this product line carry the same discount percentage or can the discount vary from line item to line item within the product line?	Per the IFB, page 14: Option II- uniform percentage discount per each manufacturer product line. The same manufacturer can have different discounts per product line, per sub-section (see example on page 14 of the IFB). A single product line within the same subsection must have the same discount for each item; each line item under the same product line must have the same discount. For example, if the Bidder is offering products under Category 7-Detection; Sub-Category Biological Detection (Portable) (page 80 on the DHS AEL), and it is the same manufacturer and product line and all items are for the purpose of Biological Detection (Portable), the discount for each item offered must be the same.
9	23	6.1	Method of Award	Will Level 2 awards be made no matter the results of the Level 1 awards?	Yes.
10	15	3.2.3	Additional Offerings	Does this section include charges for installation of the products? If so, should installation be a separate line item on the pricing page or should the cost be included in the product pricing for each line item?	No. Installation services must be negotiated separately of the HIRE contract. Only training, calibration and warranty services are allowed (these services are allowed only for products offered/accepted under the resultant contract).
11	16	3.5	Attachment 05_M/WBE 100-G Utilizatin Plan	Why is there no provision for NYS Service Disabled Veteran Owned Businesses (SDVOB)	HIRE solicitation #22872 does not include provision for NYS Service Disabled Veteran Owned Businesses (SDVOB) because the SDVOB Program is still in the process of being implemented.
12	1, 12, 22	2.2, 5.5	Bid Opening Date, Bid Delivery Instructions	Can I have an extension to submit my bid?	No. Bidders will not be allowed an extension to submit their bids past the due date of 12/4/14. OGS has no intention on extending the bid due date, as per the IFB.
13	3	Appendix A, Standard Clauses	Wage and Hours Provisions Item 6	Will this be a "public works contract" covered by Article 8 of the Labor Law?	No. This is not a services contract. NYS DOL wage rates to do not apply.
14	12	Appendix B, General Specifications	Installation Item 52	States that Installation includes . . . rigging." Please confirm that if rigging is required, it will be specified in the P.O. and that it is not included in the proposed Installation pricing under 21GN-00-INST. If not, please advise how vendors can properly price installation without knowing if rigging is required.	Installation is not included as part of this contract.
15	3	Contractor Information Page	Electronic Access Ordering	Please clarify. Does this mean ability to order via email?	This pertains to electronic ordering via a website/the internet. Electronic Access Ordering is not a requirement.

Q & A
Bidder Questions and Answers
IFB #22872 Hazardous Incident Response Equipment (HIRE)
November 14, 2014

Question #	IFB Page #	Section of IFB	Section Title (Example: Attachment 1 Pricing Pages - Instructions)	Bidder Question	OGS Response to Bidder Question
16	N/A	N/A	Attachment 07_DHS AEL, Page 90 07RD-01-HHSM Meter, Survey, Handheld	Are handheld survey meters that detect only gamma/neutron radiation acceptable, or must the survey meter detect alpha and beta as well?	Refer to the IFB, Section 8.0, Pages 37-40. The DHS AEL lists items that qualify for purchase with grant funds. What is acceptable for items purchased with grant monies differs from that where other types of funds will be used.
17	N/A	N/A	Attachment 07_DHS AEL, Page 91 07RD-04-SGND Detector, Gamma/Neutron, Standoff	Would it be possible to get more information regarding the specifications for the "Gamma/Neutron Standoff Detector"? Do the detectors described have arrays of isotope-identifying crystals that localize and identify millicurie sources, or is this something different?	Refer to the IFB, Section 8.0, Pages 37-40, and associated weblinks. See Question #16 above.
18	14	3.2.1	Attachment 01_Pricing Pages Instructions	Bidder would like additional clarification on the differences between Option I and II for submitting pricing.	Option I-Uniform Percentage Discount means that a bidder offers the same discount for all items on their pricelist; example: 15% off all items on the entire pricelist. Option II-uniform percentage discount per each manufacturer product line means, for example, that the Bidder offers 15% discount for all items by manufacturer 'X', a 20% discount for all items by manufacturer 'Y', and a 25% discount for all items by manufacturer 'Z'. The same manufacturer can have different discounts per product line, per sub-section; See Question #7 above for additional clarification.
19	14	3.2.1	Attachment 01_Pricing Pages Instructions	Additional clarification is requested on Manufacturer Pass through Discounts?	See answer to Question #6 above.
21	N/A	N/A	Attachment 04_Insurance Requirements C & D	We are a manufacturer and our equipment is delivered and installed and require an electrical outlet. We do not perform construction, digging, demolition or similar activities. We basically have items delivered, installed and instruct staff on the proper operation. Do these insurance limits apply to us?	Yes. All Bidders must meet the stated insurance requirements as per Attachment 04.
22	2	N/A	Attachment 11_Intent to Bid Form	We are a New Jersey based company and meet the requirements other than being located in New York so are we still considered a SBE?	No. To be considered a NYS Small Business Enterprise, your company must be located in NYS.
23	9	1.1	Attachment 07_DHS AEL, Page 131 of 169, Re: 10GE-00-GENR	The DHS AEL says: "Certain products in this category have been identified as requiring an Environmental and Historic Preservation (EHP) review. This does not apply to mobile and portable equipment, however all other items must be submitted for review. Please contact your assigned GPD Program Analyst or the Centralized Scheduling and Information Desk (CSID) at 1-800-368-6498 for further information. If standby generators have to have a review, does such a review take place only after the contract has been awarded and an authorized user starts the process to purchase one?	The review pertains to the use of Grant funds upon purchase by an Authorized User. This does not pertain to your submission and/or the contract award.
24	15	3.2.4	Reasonableness of Price	We do not have any of the other contracts (federal, other State, local governments) that you request. Will price comparisons against Internet suppliers be appropriate?	As per the IFB, Section 3.2.4, Page 15, other documentation may be considered. This includes price comparisions against the open market.
25	32	7.2	Regarding "Prices quoted shall be FOB destination any point within the participating states"	We supply large, heavy equipment delivered by tractor trailer. All delivery points must be accessible by tractor trailer. We want to exclude ferry charges or extra charges for delivery to a point not accessible by tractor trailer. Must we make a statement under EXTRANEOUS TERMS?	Yes. It is recommended you clarify delivery requirements under both Extraneous Terms as well as on page 3 of the IFB, Contractor Information Page. Please be aware that all delivery must be FOB Destination.
26	N/A	N/A	Attachment 07 and Attachment 10 DHS AEL and Category Matrix, Intent to Bid	The DHS AEL has Power Equipment under Category 10, and your Intent to Bid Matrix Summary shows Power Equipment as Category 9. Which should we use on our Pricing Pages?	When filling in Attachment #01-Pricing Pages, Column 'E', Category Number, refer to the Categories as per Attachment #07_DHS AEL.
27	N/A	N/A	Attachment 03_Vendor Questions and NYS Required Certifications, Question #1	"If Vendor filed the Questionnaire, has Vendor certified or recertified the Vendor Responsibility Questionnaire no more than six (6) months prior to OGS' notice to Vendor of the instant Piggyback Agreement opportunity?" Please clarify this with regard to the notation of Piggyback.	Please disregard the notation of, "piggyback" within this question. The question should read, "If Vendor filed the Questionnaire, has Vendor certified or recertified the Vendor Responsibility Questionnaire no more than six (6) months prior to submission of the bid?
28	N/A	N/A	Attachment 04_Insurance Requirements	Do you want copies of insurance certificates in the 3-ring notebook and on the thumb drive?	Yes. Refer to the IFB, Section 5.3, Pages 20-21.
29	N/A	N/A	Attachment 07_DHS Authorized Equipment List	Is there a new AEL? The list contained in the solicitation is from 2013. It does not contain current ANSI standards.	The U.S. Department of Homeland Security has not released an updated Authorized Equipment List since August of 2013. While the list is typically updated annually, DHS has not provided a release date for the 2014 edition. That said, any equipment that is being bid and is subject to ANSI or NFPA standards should meet the most recent applicable standards.
30	9	1.1	Overview and Scope	Are computers/laptops/servers eligible under category #4?	No.

Q & A
Bidder Questions and Answers
IFB #22872 Hazardous Incident Response Equipment (HIRE)
November 14, 2014

Question #	IFB Page #	Section of IFB	Section Title (Example: Attachment 1 Pricing Pages - Instructions)	Bidder Question	OGS Response to Bidder Question
31	9	1.1	Overview and Scope	Do the following types of training qualify under category #21? These trainings are about deploying equipment but not specific equipment., so I need to know if they would be considered. Covert Technical Audio Deployments Covert CCTV Deployments Covert Vehicle Audio Deployment Operational Search Operational Drilling CTR (Close Target Reconnaissance) Advanced Operational Drilling	No. Refer to the IFB, Section 3.2.3, Page 15.
32	10	1.3	Detailed Scope	Is there a guarantee that a vendor who is currently providing services under the existing HIRE contract and demonstrating they have over $300,000 in sales but is unable to have products in 9 of the 18 catagories will receive level two contractor status given they complete the documentation properly? Or is level two contractor status only being awarded if there are not enough level one contractors in the contractor pool? In otherwords, will existing contractos who don't meet the 9 catagory minimim be given any special consideration?	Level II Awards will be made regardless of Level I awards. See answer to Question #8 above. No special consideration will be given to any bidder.
33	1	N/A	Contract Period	Contract period is 6/1/2015 - 5/31/2020. Will there be a renewal period?	OGS does not intend on renewing the contract past the contract end date of May 31, 2020; however, Appendix B does include a provision to do so, if it is deemed to be within the best interest of the State.
34	10	1.3	Detailed Scope	As the bid title indicates, this contract is for the response to hazardous incidents. Sales within HIRE Group 38232 Award 19745, have been generated in response to national or in some cases, global events. Product requested as a result is dependent upon the nature of the incident and generally falls into a few of the AEL categories. Many vendors can supply the requested 9 of 18 categories to be considered a Level One Contractor. But if an incident hasn't occurred which would drive sales in 9 of the 18 categories within the last 12 months, meeting the $300,000 in sales in each category can prove difficult. Will any consideration be given to current Group 38232 Award 19745 Level One Contractors who wish to bid as a Level One Contractor, but do not meet the minimum sales in each AEL category? Additionally, if $300K in sales in each category can be shown must they be to all government agencies? Do hospitals fall under "government agencies"?	As per the IFB, Section 1.3, Page 10: Bidders able to supply items in nine (9) of the eighteen (18) approved categories listed herein (see DHS AEL) will be awarded as Level One Contractors. Bidders must show $300,000 in total sales to governmental entities during the past year **for items related to the product categories for which they are submitting** a bid. An MS Excel spreadsheet, in electronic format, is preferred. To further clarify, the $300,000 in sales is in total for all categories a Bidder is submitting a bid for, not per each category. If a Bidder is submitting a bid for only one category, the Bidder must show $300,000 in sales for that one category, as per the above noted requirement. Yes, hospitals are considered a government agency for the purpose of fulfilling the $300,000 requirement.
35	10	1.3	Detailed Scope	If a company's initial response does not include products in a specific AEL category, can product that falls into that category be added at a later time? Example - Categories to be bid include AEL Catergories 1 PPE and 6 Detection Equipment products. During an update the addition of product from Category 7 Decon Equip is being requested. Would that be premitted?	As per the IFB, Section 6.1, Page 24, The Office of General Services New York State Procurement (NYSPro) reserves the right to hold Periodic Recruitment during the contract period if it is deemed to be within the best interest of the State. If the State should choose to hold Periodic Recruitment, at that time a current contract holder may submit a bid in response to the Periodic Recruitment to add new categories. In addition, as per the IFB, Section 7.9 (C), Page 29, OGS reserves the right to consider modifications which are not specifically covered by the terms of the Centralized Contract, but are judged to be in the best interest of the State. Such modifications are deemed amendments to the Centralized Contract and may require negotiations between Contractor and OGS before execution. Bidders are encouraged to bid on any Category in which they can provide product at the time of bid submission.

Q & A
Bidder Questions and Answers
IFB #22872 Hazardous Incident Response Equipment (HIRE)
November 14, 2014

Question #	IFB Page #	Section of IFB	Section Title (Example: Attachment 1 Pricing Pages - Instructions)	Bidder Question	OGS Response to Bidder Question
36	12	2.2	Key Events and Dates	If bidding as a level one contractor, must your initial response include product in 9 of the 18 categories?	Per the IFB, Section 6.1, Page 23: Bidders able to supply items in nine (9) of the eighteen (18) approved categories listed herein (see DHS AEL) will be awarded as Level One Contractors. Bidders must show $300,000 in sales to governmental entities during the past year for items related to the product categories for which they are submitting a bid. To further clarify, Bidders who wish to be considered as Level I must submit for at least nine (9) of the eighteen (18) approved categories within their bid submission due on 12/4/14.
37	12	2.2	Key Events and Dates	Due to the tremenous volume of information being requested, will any consideration be given to extending the due date to allow vendors ample time to submit a comprehensive and accurate submittal?	No. See answer to Question #12 above.
38	16	3.5	M/WBE Interest in Partnership and Intent to Bid	Is a potential prime vendor required to utilize M/WBEs?	Per the IFB, Section 7.5, Pages 26-28, M/WBE goals have been placed on five (5) of the 18 approved Categories, 1, 3, 8, 9 and 21, as per Attachment 07_DHS AEL; goals of 20%. 1. Personal Protective Equipment (PPE) = 20% 3. CBRNE Operational and Search and Rescue Equipment = 20% 8. Decontamination Equipment = 20% 9. Medical Equipment (Equipment Only; No pharmaceuticals) = 20% 21. Other Authorized Equipment (Limited to MRE's, Water; Maintenance, Calibration, & Training for Equipment only) = 20% A Bidder submitting a bid with regard to any of these categories is required to complete and submit Attachment 05_MWBE_100-G Utilization Plan, and is expected to make a good faith effort in meeting the stated goals. Please refer to Section 7.5 of the IFB for additional information. Questions pertaining to the M/WBE goals can be sent to the Designated Contacts listed on Page 12 of the IFB.
39	16	3.5	M/WBE Interest in Partnership and Intent to Bid	Is a potential prime vendor required to meet the 20% goal in the AEL categories outlined on Attachment 10 - Intent to Bid Matrix? And, if so, what happens if a prime vendor does not meet the M/WBE goals set for each category?	See answer to Question #38 above.
40	16	3.5 and 5.3.1	M/WBE Interest in Partnership and Intent to Bid	Our company is not and does not qualify as a certified M/WBE contractor and does not plan to partner with any other company that may or may not be M/WBE certified for this contract. Do we need to submit "Attachment 05 - Form MWBE 100-G - Utilization Plan" as listed on the General Proposal Content Checklist? If so, how do we say it does not apply to our bid?	See answer to Question #38 above.
41	N/A	N/A	Attachment 04-Insurance Requirements Page 5-B	Our company is a manufacturer's representative and we do not have product liability insurance. The actual manufacturer has this insurance. Will this be acceptable if we provide copies of the manufacturer's liability insurance to you in this upcoming Bid?	All Bidders must meet the stated insurance requirements as per Attachment 04_Insurance Requirements. There are no exeptions.
42	N/A	N/A	Attachment 04-Insurance Requirements Page 5-B	If we provide combined insurance from the manufacturer and our company, and if these combined limits meet and or exceed the limits you require, is this acceptable to NY?	All Bidders must meet the stated insurance requirements as per Attachment 04_Insurance Requirements. There are no exeptions.
43	N/A	N/A	Attachment 04_Insurance Requirements Page 7-B	Currently we have on file with NY State the CE-200 form as we are by NYS criteria NOT required to carry workers compensation insurance as we have no employees in NY and we do not go to NY to perform work. All work is done here in our Rockland, MA laboratory and shipped back to the end users via UPS or Fedex. Do we have to resubmit this CE-200 again, or is the one you have on file sufficient as nothing has changed with Atlantic Nuclear activities, or employees since 2005?	Regardless of whether or not a Bidder currently holds a NYS contract, all requirements of this solicitation must be met separately, as per the IFB and associated Attachments. Current documentation for all requirements is necessary to be considered for contract award.
44	4	N/A	Attachment 04_Insurance Requirements Page 5-B(b)	Based on part of our wording in question 2, we do not see it as applicable for us to provide NY with copies of Auto insurance coverage. Is there an exemption form for that requirement, or should we just provide a page stating Not Applicable?	All Bidders must meet the stated insurance requirements as per Attachment 04_Insurance Requirements. There are no exeptions.

Q & A
Bidder Questions and Answers
IFB #22872 Hazardous Incident Response Equipment (HIRE)
November 14, 2014

Question #	IFB Page #	Section of IFB	Section Title (Example: Attachment 1 Pricing Pages - Instructions)	Bidder Question	OGS Response to Bidder Question
45	35	7.33	Tax Law Section 5-A and Appendix 2-ST-220	Our company is a Massachusetts based company with no realestate/storefront/or employees based in NY. We do not collect sales taxes for NY City or NY State as we provide products and services to government agencies that are tax exempt and do not pay sales tax. Do we still need to complete another T-220-TD, ST-220-TD, or ST-220-CA if we have already provided these in previous contracts? Are these the correct forms to fill out and required if our customers are tax exempt or is there another form document we need to fill out based on our status?	Yes. The ST-220-TD and ST-220-CA forms must be completed and submitted as per the IFB. See Question #43 above.
46	3	Contractor Information Page	Contractor Information Page	We do not a have the means to convert your on-line pdf document into a MS WORD document. Can you provide this form as a WORD Document? If not, we can 1) cut and paste the words into a MS WORD document without your formatting and complete it, or 2) convert it to another pdf formatted document that will allow us to enter data onto your form with all your formatting left in place. Please let us know what works best for you.	A copy of the Contractor Information Page, Page 3 of the IFB, is now posted on the OGS Bid Documents site for Bidders use.
47	N/A	Attachment 03	Vendor Questions and NYS Required Certifications	According to the bidder submittal checklist, this attachment should be signed & notarized, however, there is no indication of that on the attachment itself. Does this document need to be notarized? If so, what format would you like?	The Notary may sign below the Bidders signature line on Page 9 of Attachment 03_Vendor Questions and NYS Required Certifications.
48	N/A	Attachment 6	Report of Contract Sales	It contains the Periodic Report of Contract Purchases. We submitted one of these on 7/14/14, that included sales detail from 1/1/14-6/30/14. We do this report bi-annually. Could we ask what dates you are looking for to submit with this bid? Do we need to complete it at all, since we already provide this information on a regular basis?	Attachment 06_Report of Contract Sales Template is for future use after contracts have been awarded under this solicitation, #22872. All documents and attchments pertaining to HIRE solicitation #22872 have no correlation to the current HIRE contract, Award #19745.
49	3	N/A	Contractor Information Page	What is "Price List Identification"?	Identify the pricelist(s) by name and date.
50	14	3.2.1	Attachment 01_Pricing Pages Instructions	What is the difference between Manufacturer Pass through discount and HIRE Discount?	Manufacturer Pass through discount (these are discounts that the distributor/Bidder is required by the manufacturer to offer to customers under any award resulting from this contract). See Question #6 above.
51	21	5.3.1.h	General Proposal Content	We are not MWBE, do we still need to submit the MWBE 110-G Utilization Plan?	Please see Question #38 above.
52	24	6.1	Method of Award	We had a list price increase in 2014 that is not reflected on our current NYS HIRE contract. Are we locked into the current HIRE price or may we reflect our current list price in our bid?	HIRE solicitation #22872 is a separate contracting opportunity, and there is no correlation between this solicitation and the current HIRE contract, Award #1974. Submitted pricing for this solicitation should be current based upon the Bidders and/or Manufacturers current pricelist(s) at time of bid submission.
53	N/A	N/A	Attachment 05_MWBE Utliization Plan	Is page 2 to be completed by the Contractor or the Agency?	Page 2 of Attachment 05_MWBE 100-G Utilization Plan: The box to the left should be completed by the Bidder, the box to the right will be completed by OGS.
54	32	7.15	Websites and Online Ordering	"The State recommends that the successful Bidder have a designated Contract website for direct access by an Authorized User." Section 7.15 seems to indicate that our website will NOT "be considered a qualified deliverable" until it passes "quality assurance testing" for "web-based information" and that it conforms to "New York State Enterprise IT Policy NYS-P08-005" that is "satisfactory to (state agency name)" and that our "web-based information" is "accessible to persons with disabilities". What must we do to comply with this section? Can we just say that we do not maintain the "recommended" website, but that we DO maintain a website that does not meet the "accessibility" requirement?	Awarded contractors are NOT required to have a website. All awarded contractrors approved pricelists will be posted on the OGS website.
55	N/A	N/A	Attachment 04_Insurance Requirements	Can you please provide a contact name and number for our insurance broker to speak with so he can determine what insurance policy we will need for this contract?	Refer to Attachment 04_Insurance Requirements. All questions pertaining to the IFB, Attachments and Requirements must be directed to the Designated Contact(s) noted within the IFB.

Q & A
Bidder Questions and Answers
IFB #22872 Hazardous Incident Response Equipment (HIRE)
November 14, 2014

Question #	IFB Page #	Section of IFB	Section Title (Example: Attachment 1 Pricing Pages - Instructions)	Bidder Question	OGS Response to Bidder Question
56	23	6.1	Method of Award	Can a bidder be awarded as a Prime Contractor and also be able to operate as a WBE Sub Contractor for other Prime Contractors?	Yes. See Question #2 above.
57	N/A	N/A	Attachment 01_Pricing Pages	The manufacturer PASS THRU Discount % is formatted as dollars. Please advise.	Attachment 01-Pricing Pages: Formatting for this column has been corrected. The revised version is now posted on the OGS Bid Documents website: http://www.ogs.ny.gov/purchase/biddocument/22872Bid.asp
58	N/A	N/A	Attachment 01_Pricing Pages Instructions	Please explain. Unclear on what the "total discount" should be: • Manufacturer Pass through discount (these are discounts that the distributor/Bidder is required by the manufacturer to offer to customers under any award resulting from this contract) • HIRE Discount Percentage (the total discount percentage offered)	The total discount percentage offered equals the Manufacturer Pass Throught Discount PLUS the HIRE Contract Discount offered for that line item by the Bidder off of their commercial pricelist. Example: Manufacturer Pass Throught Discount = 5%. Bidder is offering an additional 10% off in addition to the Manufacturer Pass Through Discount. The HIRE Contract Discount total = 15%. Column 'J' (HIRE Contract Discount) on Attachment 01-Pricing Pages DOES NOT automatically add the Manufacturer Pass Through Discount to the Bidders offered discount. **Bidders must enter the total HIRE Discount offered for each line item into Column 'J'.** Column 'K' calculates the HIRE Discount from Column 'J' and enters the actual HIRE price for that line item. For Example: List price = $100.00. The HIRE Discount is 15%. The HIRE Contract Price = $85.00. **Reivew the calculated HIRE CONTRACT PRICE for accuracy.**
59	Page 9	Section 1	Introduction	Please give examples of "eligible entities" in reference to customers, and who new customers are to be directed to for addition to the contract.	As per Appendix B, 1(b), Page 1: AUTHORIZED USER(S) Authorized User shall have the meaning set forth in New York State Finance Law section 163(1)(k) and includes, but is not limited to, New York State agencies, political subdivisions, local governments, public authorities, public school and fire districts, public and nonprofit libraries, and certain other nonpublic/nonprofit organizations. States not currently named within the IFB document should contact the contract administrator (Melissa Gretten) and submit a completed Participating Addendum prior to purchasing off of the resultant contracts.
60	Page 10	1.1	Overview and Scope	What is necessary to add vendors that are not registered on the RKB SEL or AEL to the NY HIRE contract	As per the IFB, Section 1.1, Page 9: It is the State's intent to award multiple Contracts to responsive and responsible Bidders who are able to meet the terms and conditions of this IFB, and whose product offerings meet the scope of this IFB. There is no requirement within the IFB that states Bidders must register on any of these websites.
61	Page 28	7.5	Attachment 5 Utilization Plan	Can we offer our products through HIRE and also have them listed with an MWBE.	There will not be separate pricelists for awarded contractors and their associated M/WBE Distributors. Items, discounts and pricing approved under the contract must be the same and honored regardless of whether the order is fulfilled by the prime contractor or their Distributor(s). Items, discounts and pricing CANNOT differ if purchased thru a Distributor, whether the entity is an M/WBE or not. Contract holders are responsible for product pricing through their approved associated Distributors.
62	Page 28	7.5	Attachment 05_Utilization Plan	Do we have to list all products, either directly through us or the MWBE, at the same discount.	Yes. All items a Bidder wishes to have considered under this solicitation must be listed on Attachment 01-Pricing Pages. Awarded contractors utilizing M/WBE(s) as Distributors under the HIRE contract should list each Distributor on Attachment 09-Bidder Distrubor List Template and submit it with their Bid. Items, discounts and pricing approved under the contract must be the same and be honored regardless of whether the order is fulfilled by the prime contractor or their Distributor(s). Items, discounts and pricing CANNOT differ if purchased thru a Distributor, whether the entity is an M/WBE or not. There will not be separate pricelists for awarded contractors and their associated M/WBE Distributors. Contract holders are responsible for product pricing through their approved associated Distributors.

Q & A
Bidder Questions and Answers
IFB #22872 Hazardous Incident Response Equipment (HIRE)
November 14, 2014

Question #	IFB Page #	Section of IFB	Section Title (Example: Attachment 1 Pricing Pages - Instructions)	Bidder Question	OGS Response to Bidder Question
63	10	1.3	Detailed Scope	Does the bidder have to bid on all sub-categories of each chosen DHS AEL category to be cosidered as Prime Vendor?	Refer to the IFB, Section 1.3, Page 10. Bidders are asked to submit products based on the 18 approved categories. Bidders are NOT required to submit a bid with all products noted within each subcategory. Bidders are encouraged to submit a bid for any category in which they can provide product at the time of bid submission.
64	14	3.2.1	Pricing Page Instructions	Please confirm if in column F on the Pricing Page that we must either write option 1 or option 2? Or do we have to write something more?	Please enter either Option 1 or Option 2 in Column 'F', as appropriate.
65	14	3.2.1	Pricing Page Instructions	Do we have to submit a separate pricing page for each manufacturer? If not how do we diffrentiate between each offered manufacturer in cell H2?	Please see Question #3 above.
66	14	3.2.1	Pricing Page Instructions	Please confirm that we have to provide Internal/manufacturer price list separately	Yes. See IFB, Section 3.2.1, Page 14.
67	14	3.2.1	Pricing Page Instructions	The manufacturer pass thru column is categorized as percentage discount. However the entry in column K is in $ format. Please explain or correct.	The column within Attachment 01-Pricing Pages has been reformatted. Please see Question #57 above.
68	16	3.4	Performance Requirements	How many catalogs are sufficient number of catalogs for the first 45 days?	As per the IFB, Section 3.4, Page 16: The Contractor shall provide, within 30 days of request during the first 45 days of the contract period, **sufficient catalogs/media to service all customers who wish to use these contracts**. After the first 45 days of the awarded Contract, additional catalogs, or updated catalogs when applicable, shall be provided within 10 calendar days of request. OGS will post awarded contractors pricelists electronically on the OGS website. It is not anticipated that a large number of catelogs will be requested by Authorized Users. An exact number of potential requests cannot be determined.
69	30	7.13	New York State Vendor Responsibility Questionaire	Please confirm that vendor responsibility questionaire could be completed sunsequent to bid submission. If the bidder is not currently registered with OGS how can it complete the questionaire online?	As per the IFB, Section 7.13, Page 30: OGS recommends each Bidder file the required Questionnaire online via the New York State VendRep System. To enroll in and use the VendRep System, please refer to the VendRep System Instructions and User Support for Vendors available at the Office of the State Comptroller's (OSC) website, http://www.osc.state.ny.us./vendrep/vendor_index.htm or to enroll, go directly to the VendRep System online at https://portal.osc.state.ny.us.
70	33	7.21	Price Revisions	How many Mods will be issued to each company per year?	As per the IFB, Section 7.21, Page 33, 7.21 PRICE REVISIONS Pricing must be held for a period of one (1) year from date of submission. Price list updates may be submitted on a yearly basis thereafter to include price increases and decreases, product additions and deletions and/or product number or description changes. Pricelist updates will not be allowed more than once every 12 months unless it is deemed to be within the best interest of the state. Update requests to be submitted pursuant to Section 7.9, Centralized Contract Modification Procedures and approvals are at the sole discretion of NYSPro.
71	33	7.21	Price Revisions	What is the EPA percentage that will be accepted each year?	There is no set percentage. Refer to the IFB, Section 7.21, Page 33 for Pricelist Revision information.
72	10	1.3	Detailed Scope	Can new vendors be added throughout the life of the contract?	Please see Question #35 above.
73	Page 10	Section 1.1	Overview and Scope	Is there a capped limit on items a company can propose?	No; however, as per the IFB, Section 1.1, Page 10, all items submitted must be related to at least one of the 18 product categories.
74	9	1	Introduction	Is their an option to bid for NYS only and not all participating states? If NY only is an option, how do we respond for NY State only?	No, there is no NYS only option.
75	10 and 26	1.2 and 7.5	MWBE Utilization Plan	The IFB states that resulting contracts will be Indefinite Delivery, Indefinite Quantity (IDIQ) Contracts, will be non-exclusive and the individual value of each contract is indeterminate. Therefore, no dollar value has been provided. Without this information, how can a contractor respond to the MWBE utilization plan requiring the estimated "Dollar Value of Subcontract" for each MWBE?	Attachment 05_MWBE 100-G Utilization Plan: A Bidder may enter, "value to be determined upon demand" in the column requesting "Dollar Value of Subcontracts…".

Q & A
Bidder Questions and Answers
IFB #22872 Hazardous Incident Response Equipment (HIRE)
November 14, 2014

Question #	IFB Page #	Section of IFB	Section Title (Example: Attachment 1 Pricing Pages - Instructions)	Bidder Question	OGS Response to Bidder Question
76	15	3.2.4	Reasonableness of Price	How does the State intend to evaluate "reasonableness of price" requirements against the other contracts mentioned in the IFB, given that these contract maybe structured in a fundamentally different way... multiple award vs. single award, market basket pricing vs. standard category discounts, discounts off contractor's general price list categories vs. discounts based on AEL categories, contractor's general price list discounts vs. manufacturer discounts, defined quantity vs. undefined quantity etc.?	Please refer to the IFB, Section 3.2.4, Page 15, and Section 6.1, Pages 23-24, Bidders may offer contract pricing for New York State OGS contracts currently held by their suppliers as part of their product line submittal. Bidders who currently hold New York State OGS contracts must offer the same as, or better than pricing listed in such contracts. Bidders that currently hold a contract other than a NYS OGS contract, whereas they are offering the same product under this IFB, must offer the same as, or better than pricing listed in such contracts. It is OGS' intent to obtain the best possible pricing under the resultant contracts. The differences in contract structuring between this soliciation and other contracts provided for use in determining reasonablenss of pricing will be taken into consideration. Additional information to determine reasonableness of price may be requested.
77	14	3.2.1	Attachment 01 Pricing Pages Instructions	Under option 1, if a contractor's entire catalog/pricelist covers hundreds of thousands of items, many of which fall outside of the 18 AEL categories listed on the IFB, can the contractor only offer the uniform percentage discount on the items that fall within the 18 AEL categories?	Yes. A Bidder does not have to offer their entire catelog. Per the IFB, Section 1.1, Page 10, All items submitted must be related to at least one of the 18 product categories. If it is a Bidders intent to submit only certain products from their catelog that relate to at least 1 of the 18 categories, at a uniform percentage discount, that is acceptable.
78	N/A	N/A	Attachment 04_Insurance Requirements	We are a manufacturer and our equipment is delivered and installed and require an electrical outlet. We do not perform construction, digging, demolition or similar activities. We basically have items delivered, installed and instruct staff on the proper operation. Do these insurance limits apply to us?	Yes. All Bidders must meet the stated insurance requirements as per Attachment 04. There are no exeptions.
81	Page 26, 27, 28	Section 7.5 Contractor MWBE Requirements	Contractor MWBE Requirements and Attachment 05_MWBE 100-G Utilization Plan	Within this section it indicates that the utilization plan has specific goals for MWBE for the categories listed 1 through 21 on page 27. Our offering is not within any of these categories and page 28 section A states that bidders are required to submit a utilization plan. Section D on page 27 states that a vendor may be disqualified for not submitting the MWBE utilization plan. There is no work associated with our products where we could use a MWBE.	If a Bidder is NOT submitting a bid under Categories that have M/WBE goals, Form 100-G Utilization Plan is NOT required. See Question #38 above.