



County of Fairfax, Virginia

ADDENDUM

Date: March 2, 2018

ADDENDUM NO. 1

TO: ALL PROSPECTIVE OFFERORS

REFERENCE: RFP2000002547

TITLE: Public Safety and Emergency Preparedness Equipment and Related Services

DUE DATE/TIME: March 13, 2018 / 2:00 P.M. EDT

The referenced request for proposal is amended as follows:

1. Reference page 6, Section 8. Contract Period and Renewal, Paragraph 8.2, fourth sentence: Revise to read "The County reserves the right to renew the contract for five (5) additional years, one (1) year at a time or a combination of the years, by mutual agreement of both parties."
2. Attachment C – Market Basket, is replaced in its entirety by an updated version. Prospective Offerors may access the updated version of Attachment C – Market Basket in Excel format at:
<http://www.fairfaxcounty.gov/solicitations>
3. Refer to Attachment I for questions and answers received by e-mail and from the pre-proposal conference held on February 22, 2018 at 10:30 A.M.
4. Refer to Attachment 2 for the Attendance Sheet for the pre-proposal conference held on February 22, 2018.

All other terms and conditions remain unchanged.

Jamie Pun, VCO, CPPB
Contract Specialist II, Team 1

THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:

Name of Firm

(Signature)

(Date)

A SIGNED COPY OF THIS ADDENDUM MUST BE INCLUDED IN THE TECHNICAL PROPOSAL OR RETURNED PRIOR TO DUE DATE/TIME.

Note: SIGNATURE ON THIS ADDENDUM DOES NOT SUBSTITUTE FOR YOUR SIGNATURE ON THE ORIGINAL PROPOSAL DOCUMENT. THE ORIGINAL PROPOSAL DOCUMENT MUST BE SIGNED.

Department of Procurement & Material Management

12000 Government Center Parkway, Suite 427

Fairfax, VA 22035-0013

Website: www.fairfaxcounty.gov/procurement

Phone 703-324-3201, **TTY:** 1-800-828-1140, **Fax:** 703-324-3228

Attachment I

Q1: Can a company submit for one of the single line item, i.e. AED's, or is it required to be able to provide all of the items listed?

A1: **As stated in the Introduction and Background, paragraph 3, General Definition of Products and Services, the intent of the RFP is to provide "the broadest possible range" of public safety and emergency preparedness products and related services specified in the categories. The County seeks to enter into a Master Agreement for a complete line of Public Safety and Emergency Preparedness Equipment and Related Services and not limited in scope to a single line item. Potential offerors will be evaluated on the depth of their product offering and pricing as represented by Attachment C – Pricing Sheet and Market Basket.**

Q2: Are Market Basket prices ceiling prices for these items? How long do we have to hold the Market Basket prices?

A2: **Market basket prices are not ceiling prices. The prices in the market basket should be in accordance with the discounts provided in the Discount by Category. The discount rates must be held firm for the duration of the contract. The net price after discount may change based on updates made by manufacturers to their list prices.**

Q3: What is the average annual sales being purchased on this particular contract?

A3: **Please refer to the paragraph titled Estimated Volume on page 3 of the RFP. The estimated dollar volume of Products and Services purchased under the proposed Master Agreement is \$150 million dollars annually.**

Q4: We have identified the following suppliers from the Market Basket that are British companies. Our research has indicated that the incumbent on this contract is their sole U.S. distributor.

- BakerCorp
- ARI
- DMS
- Yaffy

Therefore, we request items from these companies be removed from the Market Basket for competitive analysis since this provides an unfair advantage to the incumbent.

A4: **The Offerors may provide alternate or substitute items that are comparable to any of the products listed in the market basket, if the proposed product is something they cannot supply.**

Q5: Line Item Number 116 on the Market Basket, part number MSRHB from Potters Industries, has a Unit of Measure (UOM) as "EA." Does the Annual Usage indicate the quantity of pounds of this product or the number of bags?

A5: **Quantity of pounds. Please see the updated Attachment C - Market Basket.**

Q6: In the RFP, section 6, 6.1, the supplier is directed to supply fixed percentage discount from a manufacturer or catalog (or other objectively verifiable criteria) price for each product category in Paragraph 3 (items 1 through 31). It is our understanding that the US Communities is simply requesting a price justification for the items on the Attachment C (Market Basket). That said, if the Government is looking for a fully encompassing catalog of all of the vendors that the supplier wishes to provide to US Communities' associated Public Agencies, we would request that this be clarified. Is our understanding correct that for the immediate solicitation, it will only be in reference to Attachment C, and a full compilation of product offerings will be submitted for review post award?

A6: **A completed Attachment C – Pricing Sheet should be reflective of an offeror's full compilation of product offerings. Offerors' current, full compilation of product offerings must be submitted with their proposals.**

Attachment I

- Q7: In the RFP, section 17 indicates a proposal due date of March 13, 2018; the US Communities web site, however, indicates a proposal due date of March 19, 2018. We understand the mission-critical nature of this procurement to the US Communities. In our experience, large, complex procurements such as this require a month (or longer) to ensure full compliance with the original submission. Additional time would also enable bidders to align the requirements and pricing across hundreds of Original Equipment Manufacturers (if required, see question 1, above). In addition, question responses from the Government may not be available until bidders' proposals are in close to their final stages of completion. Considering these factors, and the critical importance of this procurement to the US Communities stakeholders, would the Government consider extending the proposal due date to April 2, 2018?
- A7: **No, at this time, we have no intention of extending the due date. The due date/time remains as March 13, 2018 at 2 p.m. EST.**
- Q8: In the RFP, sections 1 through 18 ("FAIRFAX COUNTY SPECIAL PROVISIONS") include a number of requirements, ranging from insurance requirements to federal grant terms and conditions. Would the Government confirm that bidders need to only indicate compliance with these requirements, rather than provide comprehensive narrative explanations?
- A8: **Yes, offerors only need to indicate their compliance with the requirements of the Special Provisions. No comprehensive narrative for each requirement of the Special Provisions is required as long as the offeror confirms agreement to be bound by all terms and conditions of the RFP by signing the cover sheet (DPMM 32).**
- Q9: In regards to discount, can more than one discount be applied to a supplier?
- A9: **Yes. Please refer to paragraph 6.1 of the RFP.**
- Q10: Do we have to request that you protect our financial information?
- A10: **Yes. Please follow the instructions of section 10 titled Trade Secrets/Proprietary Information.**
- Q11: Can there be multiple awards?
- A11: **Yes. Please refer to paragraph 16.1 (pg. 8) and the paragraph titled Multiple Awards on page 4 of the RFP.**
- Q12: In regards to obtaining business license: will you need a license for doing business with other agencies across the country?
- A12: **If the successful offeror operates in Fairfax County, it will be required to obtain the Business, Professional and Occupational License as required by Chapter 4, Article 7, of the Code of the County of Fairfax, Virginia. Please include a completed copy of the Business, Professional and Occupational License form in your proposal.**
-
- Q13: As part of the market basket, do we include the entire manufacturer's price lists?
- A13: **Yes, the price lists need to be included so that pricing/discounts can be easily verified.**
- Q14: Are there opportunities for vendors to be on other processes?
- A14: **Yes, but we require that we are offered the same or better pricing.**
- Q15: How long is this contract for?
- A15: **Please refer to section 8 titled Contract Period and Renewal on page 6 of the RFP.**
-
- Q16: If you don't get awarded, can you apply for other contracts with other counties across the country for the same contract?
- A16: **No, there will be no other solicitations for U.S. Communities for the products and services included in this solicitation.**

Attachment I

- Q17: If vendor has current county contract, and gets selected for the new contract, will one supersede the other?
- A17: **As long as there is no overlap between the scope of the contracts, both contracts may be used by the County. If there is overlap in scope, (the two contracts offering the same products) the County will most likely choose to use the resultant U.S. Communities contract.**
- Q18: If there is an outdated market basket item, do you want us to give the most up to date listing?
- A18: **Yes.**
- Q19: Is there a limitation to the amount of times we can update pricing? Do we need to include justification for price change?
- A19: **Discount rates must remain firm for the entire contract period. Whenever manufacturer pricing changes, the change can be communicated and adjusted. Written justification for price change should include the updated manufacturer's price list.**
- Q20: For Lines #88 & #89 of the Market Basket, the stated UOM is EA. This item however ships in cases of 25. Are we to assume pricing for a case of 25 each?
- A20: **Yes, please see the updated Attachment C - Market Basket.**
- Q21: Line #116 of the Market Basket list UOM of EA, but this item is sold per pound. Should we assume the quantity refers to pounds?
- A21: **Please see the answer to question 5.**
- Q22: If an awarded vendor is providing products/service in another jurisdiction, is there a requirement to have a license in those localities?
- A22: **The Business, Professional and Occupational License (BPOL) requirement is specific to Fairfax County. License requirements in other jurisdictions may or may not be required. This is to be determined by the awarded vendor when working with other jurisdictions.**
- A23: If a vendor is not selected, will there be an opportunity post-award to be added to the contract?
- A23: **No, this is the only opportunity to be awarded a U.S. Communities contract for public safety and emergency preparedness products and related services.**
- Q24: If our products are not comprehensive, technology related to safety, for example, can we propose only that item?
- A24: **An offeror should respond, if its offerings fit the scope of the RFP and meet the needs and requirements as described in the RFP. Please see A1 above.**
- Q25: Section 9.1 PRICING
Although the ensuing contract will be FFP, can the contract holder offer higher than proposed/contracted discounts (lower prices) when the situation warrants (e.g., customer requires a high volume purchase)?
- A25: **Yes. Please refer to 3.3, (b) on page 42 of the RFP.**

PRE PROPOSAL CONFERENCE
ATTENDANCE SHEET

DATE/TIME: February 22, 2018 at 10:30 a.m.

SOLICITATION #: RFP200002547; Public Safety and Emergency Preparedness Equipment and Related Services

Individual's Name	Company Name	Telephone Number
MATT BIRNBAUM	FEDERAL RESOURCES	703-309-7137
Mike Russell	Federal Resources	410-330-8490
Charlotte Pog	Federal Resources	410-630-8467
JEFF WINBOURNE	WINBOURNE CONSULTING	703 584 5350
Neil Senatro	TSSI	540-434-8974
Natalie Sherlock	TSSI	540-607-0085
Matt Nassare	TSSI	703-304-6354
Rick Bond	Interne	301 683 1237
Karla Hyatt	Safeware	"
Ed Simons	Safeware	
ALLISON WINDSOR	MALORY	818-644-9484
Chels Riche	Safeware	301 683 1234

**PRE PROPOSAL CONFERENCE
ATTENDANCE SHEET**

DATE/TIME: February 22, 2018 at 10:30 a.m.

SOLICITATION #: RFP200002547; Public Safety and Emergency Preparedness Equipment and Related Services

Individual's Name	Company Name	Telephone Number
Shawn Murray	ATA Safeware / Malloy	206-510-0705
Kenny James	Watch Guard Video	469-343-6758
GEO Bollen	Southern Police Equipment	854-323-1855
JAMES MEHALCHIAK	Polimaster	570-308-1195
Bill Pearse	MSA Security	410-310-8301
Tine Franklin	CTSI	571-221-2395
William Dunn	MES	301-573-9654
Cathy Muse	Fairfax County Govt - DPMM	703 324 3201
Alexis Turner	US Communities	214 629 2056
William Goines	ARC Technology Solutions	918-284-6510
Lounette Robinson	DPMM	703-324-3281
Jamie Run	DPMM	703-324-3653