

## **Questions and Answers for RFP 21-09 (Janitorial Services):**

1. Question: Is there another document associated with this RFP that shows the facility locations and square footage that apply to this specific contract?

*Answer: No, there are no specific locations or square footage information available.*

2. Question: can you please provide the locations of the school, are the school located in Las Vegas, Nevada?

*Answer: There is no guarantee of volume and Participating Public Agencies are not required to use a contract so specific locations or information cannot be provided.*

3. Question: Is there a way to access addenda online without submitting the Google Form repeatedly?

*Answer: Yes. Follow this link to be able to access addenda online: <https://www.esc4.net/services/purchasing/region-4-omnia-solicitations>*

4. Question: How many building are under this RFP?

*Answer: See answer to Question 1 located in this Questions and Answers sheet.*

5. Question: How many School Districts are in Region 4

*Answer: See paragraph 2 under Section I. SCOPE OF WORK on page 2 of the RFP.*

6. Question: How many companies will be awarded

*Answer: One or more may be awarded. There is no pre-determined number of awards as it varies on the proposals.*

7. Question: What is the current number of contracts awarded?

*Answer: There are no current Janitorial Services contracts that Participating Public Agencies can piggyback off a Region 4 ESC Master Agreement.*

8. Question: Do you have a exact number for NJ ? PA ? De?

*Answer: See answer to Question 2 located in this Questions and Answers sheet.*

9. Question: is there a representative from Omnia Partners on the selection committee?

*Answer: The lead agency evaluates the responses, negotiates the final terms, and ultimately awards the Master Agreement(s).*

10. Question: Is there a cost associated between the contractor and Omni for the support?

*Answer: There is a proposed administrative fee of 3% that is paid to OMNIA Partners by the awarded Supplier(s). See page 39, Exhibit A, the Response to a National Cooperative Contract, of Appendix D for more details. The administrative fee is also referred to in Exhibit B, the Administration Agreement, of Appendix D. As a reminder for the Administration Agreement, exceptions are to be submitted with the Supplier's response.*

11. Question: Is ESC exclusively purchasing from GPO's and will the awardee be required to be an Omnia Partners provider?

*Answer: Region 4 ESC does not exclusively purchase from GPOs. As part of an Offerors response, Offeror's need to indicate their Performance Capability which includes their national or regional presence so if an offeror chooses not to participate they will be evaluated accordingly.*

12. Question: Are there benefits for certified Diverse, Veteran or Women owned companies?

*Answer: Some Participating Public Agencies utilizing contracts may have Historically Underutilized Business requirements or goals so while not required as part of an Offeror's submission, some Participating Public Agencies may or may not choose to utilize an Awarded Offeror based on their individual requirements or goals.*

13. Question: On the Omnia Partners side- are we able to set ceiling and floor pricing based on geographic regions or are we required to only have one price offering across the entire US?

*Answer: Yes, pricing is not to exceed so ceiling prices may be set based on geographic regions.*

14. Question: Is extra consideration given to RFP applicants that currently provide services to ESC i.e. If Sodexo is providing food service they will receive additional consideration points for the Janitorial RFP.

*Answer: It depends on the quality of the overall responses but generally a current Offeror that provides a different product or service to Region 4 ESC will not get an advantage over another Offeror. An Offeror's Qualification and Experience will be considered as outlined in the RFP in addition to an Offeror's response to other evaluation criteria (such as products/pricing, value add, and performance capability as indicated in Section IV. Evaluation Process and Criteria).*

15. Question: Are Terms and Conditions of the Agreement negotiable?

a. Mainly- Indemnity, Termination for Convenience, API and payment terms.

*Answer: Offeror's should submit any exceptions for both the Master Agreement and the Administration Agreement as depending on the suggested wording, items may or may not be negotiable. It is advised that Offeror's limit exceptions to critical items to help prevent delays in negotiations or awards.*

**Questions and Answers #2 for RFP 21-09 (Janitorial Services):**

1. Question: I have the tabs complete but noticed on the contract, Appendix A, that a marketing plan as well as some additional information is required. Is that something we would submit upon award or are you looking for this to be included in the proposal response?

*Answer: As indicated in item i., under Section IV. EVALUATION PROCESS AND CRITERIA (RFP Page 18) 2. b. Performance Capability, a detailed response to Appendix D., Exhibit A, should be included as part of the proposal response which includes Marketing and Sales information. See Exhibit A RESPONSE FOR NATIONAL COOPERATIVE CONTRACT located in the RFP for more details.*