

Sarah Vavra

From: Yancey, Chuck (General Services - ADA) <Chuck.Yancey@nashville.gov>
Sent: Wednesday, January 05, 2011 3:30 PM
To: Eubanks, Brent
Cc: Granderson, Leah (General Services); Adams, Chase (Library); Lane, Michelle (Finance - Development and Outreach); Edwards, Pat (Finance - Purchasing); Sarah Vavra; Ken Heckman; Angela Prather; Ward Brown; Gossage, Jeff L (Finance - Procurement)
Subject: RFP 10-123
Attachments: RFP 10-123 Elevator Pricing Worksheets 10-8.xls; Otis - Clairification questions to proposals 1-3-2011.doc
Importance: High

Gentlemen,

Attached is the list of questions to your proposal that require clarification. Please provide your responses in writing, complete the attached excel spread sheet attached, provide your amended pricing - if any, and bring seven copies with you to the interview for distribution to the evaluation team. Your interview is scheduled for January 20, 2011 at 9:30 AM. You will have one hour to verbally deliver your responses to the attached questions. We will be meeting in the Peabody Conference room located in the Lindsley Hall building, 730 2nd Avenue South Nashville, TN 37219. There is free parking provided behind the building. However you can only enter from the front. We look forward to seeing you then.

Regards,
Chuck Yancey, Contract Specialist
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Otis

General

1. Does your pricing cover the PM schedules exactly as specified in the RFP? Please provide a schedule of services to be performed and the frequency that they will be performed for a:
 - a. Traction elevator (Burch Building)
 - b. Hydraulic elevator (Metro Office Building)
 - c. Chair Lift (Historic Courthouse)
 - d. Platform Lift (Burch Building)
2. Does your company have all the tools and equipment necessary to service every make of elevator in our system as identified in the RFP? This includes computerized / electronic programming equipment and any other parts, programs, tools or equipment necessary to ensure the proper maintenance and operation of the elevators.
 - a. If not, how do you propose to provide the service as required by the RFP?
 - b. Who shall be responsible for the cost of any additional equipment, tools etc. necessary to perform the proper maintenance and repairs of the elevators?
3. Does your company stock parts for every make of equipment to be serviced as listed in the RFP?
 - a. If not, what is your plan for providing parts not stocked?
4. Do you have back-up staffing to cover your technicians if they are out for any period of time?
5. As stated in the RFP, page 6, there is no volume of work guaranteed. Will your pricing remain the same regardless of the amount of equipment to be serviced?
 - a. How would your pricing be affected if the MNPS decided not to use this contract?
 - b. If the Library decided not to?

Business Plan

1. What is the price for the Remote monitoring?
2. How is REM information communicated to your engineers? Does this require us to install data lines or telephone lines?
3. Is OMMS an additional cost? If so, what is the cost of OMMS?
4. Describe how you will split Davidson County and Metro Nashville and the mechanics that will service each region. Reference page 16.
5. Describe how spare parts and inventory are stored on a national and local basis.

6. Identify potential risks associated with the execution of this contract and how your firm proposes mitigating those risks.

Qualifications and Experience

1. Describe the beginnings of your government experience 150 years ago.
2. Maintenance supervision is critical. Describe how the challenges of the maintenance supervisor's residence location will be overcome in order to ensure adequate supervision of the technicians.
3. Detail the number (both current and to be hired) of mechanics proposed to service the contract and how the organization chart provided is affected. How many technicians will you have dedicated to servicing our elevators?

Capacity and Ability

1. Provide details on how manpower can be adjusted.
2. Describe how the technicians proposed will satisfy the requirements of the RFP. What is the service area for the technicians?
3. Do all of your technicians have TAPS background checks?
4. Detail why Otis will not be responsible for Automatic Elevator's controllers.
5. Metro Nashville may not accept all of the exceptions proposed on pages 60 and 61; how does this alter your proposal?
6. In the response to the national program, several file icons were presented in the proposal, however, the actual document for the Otis Fact Sheet was not included. Please provide the document.
7. Provide a detailed response to Exhibit A, 2.1 Corporate Commitment, 2.2 Pricing Commitment, 2.3 Sales Commitment. Present your response to section 3.3 Marketing and Sales.
8. Discuss your response to the national program through National IPA and how national pricing is determined. Provide a completed Excel national pricing workbook.

List All Other Pricing Elements	Pricing Breakdown	
	Parts	
	Labor	
	OH & Profit	

0% of Total for full maintenance contract.

[illegible]

State	Rate of Adjustment	Method of Calculating Annual Escalation/De-escalation
Alabama		
Alaska		
Arizona		
Arkansas		
California		
Colorado		
Connecticut		
Delaware		
Florida		
Georgia		
Hawaii		
Idaho		
Illinois		
Indiana		
Iowa		
Kansas		
Kentucky		
Louisiana		
Maine		
Maryland		
Massachusetts		
Michigan		
Minnesota		
Mississippi		
Missouri		
Montana		
Nebraska		
Nevada		
New Hampshire		
New Jersey		
New Mexico		
New York		
North Carolina		
North Dakota		
Ohio		
Oklahoma		
Oregon		
Pennsylvania		
Rhode Island		
South Carolina		
South Dakota		
Tennessee	0.0%	
Texas		
Utah		
Vermont		
Virginia		
Washington		
West Virginia		
Wisconsin		
Wyoming		

NOTE:
Tennessee will serve as the Basis for Adjustments. All other states will be adjusted upward or downward from Tennessee.