



**COBB COUNTY  
PURCHASING DEPARTMENT**

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**ADDENDUM No. 2**

**Sealed Bid # 19-6424**

**Invitation to Bid**

**Roofing and Waterproofing Supplies and Surfaces, and Related Products and Services  
Cobb County Purchasing Department**

Page 1 of 8

Date: February 25, 2019

The following addendum hereby amends and/or modifies the Proposal Documents and specifications as originally issued for this project. All proposers are subject to the provisions of this Addendum.

This Addendum consists of:

- Questions Submitted in Writing

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Receipt of addendum **MUST** be acknowledged in the submitted proposal. It is the Proposer's ultimate responsibility to ensure that they have all applicable addenda prior to bid submittal.

This acknowledgment form must be signed, dated, and included with your submitted proposal

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Please Print Name

**All bids must be received before 12:00 (noon) by the Bid Opening date. Bids shall be delivered to Cobb County Purchasing Department, 122 Waddell Street NE, Marietta, GA 30060.**

**ADDENDUM No. 2**

**Sealed Bid #19-6424**

**Invitation to Bid**

**Roofing and Waterproofing Supplies and Surfaces, and Related Products & Services  
Cobb County Purchasing Department**

**Date: February 25, 2019**

**1. Clarification**

This solicitation is an Invitation to Bid (ITB) not a Request for Proposal (RFP).

**2. Questions Submitted in Writing**

**Question:** Is the bid intended for contractors only?

**Answer:** No. Any vendor capable of meeting the minimum requirements and terms & conditions may submit a bid.

**Question:** Are Architectural and consultant services legally provided through this model?

**Answer:** Design services under this contract may be utilized in accordance with each participating public agency's State and local laws and regulations.

**Question:** The RFP states the award will be given to the lowest responsive and responsible bidder. What defines responsible bidder?

**Answer:** A responsible bidder is one who demonstrates the capability to meet the requirements of the solicitation.

**Question:** Is US Communities a public traded company?

**Answer:** No.

**Question:** How many previous contracts for Roofing and Waterproofing Supplies and Services, and Related Products and Services been granted by US Communities?

**Answer:** Three.

**Question:** Please list all past contract holders for US Communities Roofing and Waterproofing Services.

**Answer:** Hickman Community Services and Garland DBS.

**Question:** How can roofing manufacturers participate in this bid?

**Answer:** Any vendor capable of meeting the minimum requirements and terms & conditions may submit a bid.

**Question:** How can local distributors participate in the projects at state and local levels for which they pay taxes to?

**Answer:** The awarded contractor(s) may through 8.6 Alternative costing method, obtain competitive quotes from approved local roofing system contractors on each project.

**Question:** Based on single contract holder how is the purchasing entity assured of competitive bidding practices?

**Answer:** The County reserves the right to award to multiple contractors. However, the awarded contractor(s) may through 8.6 Alternative costing method, obtain competitive quotes from approved local roofing system contractors on each project.

**Question:** Has the contract ever been audited by a third party?

**Answer:** Yes.

**Question:** Is US Communities and the Government Purchasing Alliance audited? If so by whom?

**Answer:** U.S. Communities manages the Master Agreement nationally and engages third parties to conduct periodic audits on contracts.

**Question:** Are audits of competitive market bidding performed and compared to US Communities project contracts?

**Answer:** No. PPAs are encouraged to benchmark against other options to ensure they are receiving the best pricing, service, and overall value.

**Question:** How are pricing submissions evaluated?

**Answer:** Bidders determined to be responsive and responsible will be required to submit pricing on specified sample roofing projects utilizing their submitted pricing schedule.

**Question:** The RFP indicates License to Perform work must be GA state licensed roofer or general contractor. Does US Communities intend to limit bid opportunities for contractors and suppliers in 49 other states that could provide national work? Would you accept other state licenses outside of the state of Georgia?

**Answer:** Contractors and suppliers must comply with state and local laws, including licensing if applicable, to perform work within the State the Participating Public Agency and project are located in. In order to contract with Cobb County, contractors and suppliers must be licensed in Georgia.

**Question:** If the lowest overall price is required per the RFP then why are there provisions for options of responding to competitive bidding allowing for lower pricing?

**Answer:** To ensure that Participating Public Agencies across the country receive the lowest price from the awarded supplier, especially for large volume purchases.

**Question:** The Cobb County Request for Proposals 19-6424 (RFP) states: “*The Georgia Security and Immigration Compliance Act Affidavit must be submitted with all bid packages*”. As this RFP intended for construction projects across the United States, would this form suffice for all other states?

**Answer:** As E-Verify is a federal program, it should, however each Participating Public Agency may require the submission of their similar form for their individual project.

**Question:** Will the bid opening be public?

**Answer:** Yes.

**Question:** The RFP states: “*Cobb County, Georgia (herein “Lead Public Agency”) on behalf of itself and all states, local governments, school districts, and higher education institutions in the United States of America, and other government agencies and nonprofit organizations (herein “Participating Public Agencies”) is soliciting proposals from qualified suppliers to enter into a Master Agreement for a complete line of Roofing and Waterproofing Supplies and Services, and Related Products and Services (herein “Products and Services”)*”. How would this RFP apply to those states whose laws do not allow construction, or construction design services, to be procured through cooperative purchasing?

**Answer:** Utilization of this contract to procure goods and services is voluntary and optional. Construction or construction design services may be utilized in accordance with each Participating Public Agency’s State and local laws and regulations.

**Question:** The RFP states: “*Bids will be evaluated by the Lead Public Agency in accordance with, and subject to, the relevant statutes, ordinances, rules and regulations that govern its procurement practices.*” As this RFP is intended for construction projects across the United States, would this evaluation suffice for all other states, that may conflict with Cobb County, Georgia procurement practices?

**Answer:** This contract may be utilized in accordance with each Participating Public Agency’s State and local laws and regulations.

**Question:** The RFP states: “*Participating Public Agencies will assist the Lead Public Agency in determining the responsibility of bidders.*” Who are the participating public agencies that will assist Cobb County in determining the responsibility of bidders and how are these agencies selected?

**Answer:** Cobb County does not disclose this information prior to award.

**Question:** Are the participating public agencies, assisting in determining responsibility of bidders, knowledgeable of Georgia and Cobb County relevant statutes, ordinances, rules and regulations?

**Answer:** Cobb County is the expert on the relevant statutes, ordinances, rules and regulations of Cobb County and the State of Georgia, and will provide guidance when necessary.

**Question:** The RFP states: “*All price reductions at the manufacturers’ or distributors’ level shall be reflected in a reduction of the contract price(s) to Cobb County retroactive to the effective date of the price reduction(s).*” Are all participating members given the same reduction of contract prices as given to Cobb County?

**Answer:** Any changes to the contract, including price reductions, will be handled via contract amendment and will apply to Participating Public Agencies as well.

**Question:** If other participating members are given the same retroactive price reduction as Cobb County, how is this administered by Cobb County to ensure nationwide compliance?

**Answer:** Cobb County, in conjunction with U.S. Communities, manages the Master Agreement on a national basis through multiple reviews with the awarded supplier, feedback from public agencies, and third-party audits.

**Question:** The RFP states: “*Bidders must have a roofing or general contractor’s license from the State of Georgia to perform the work as described in this ITB. Bidders must submit evidence of such license as part of their bid response.*” The State of Georgia does not license Roof Contractors. Roofers are exempted from Georgia Contractor licensing requirements as either Traditional Specialty Contractors (i.e. flat, sheet metal, shingle, and shake roofing) or Limited Service Specialty Contractors (i.e. re-roofing of existing structures). Georgia does, however, license General Contractors. As this RFP is intended for construction projects across the United States, how would this Georgia General Contractor’s license suffice for all other states, besides Georgia?

**Answer:** It will not suffice. Contractors and suppliers must be licensed to perform work within the State the Participating Public Agency and project are located in.

**Question:** The RFP states: “*Bidders must have a minimum of five (5) years’ experience in North America and must have successfully delivered, installed and completed a minimum of two (2) turn-key roofing or waterproofing projects for public agencies in at least 20 states within the previous 24 months where each of the final contract amounts exceeded \$100,000.*” Are bidders required to provide evidence of contractor licensing in the 20 or more states required to qualify for this RFP?

**Answer:** Yes. The license number must be included in the appropriate space on Attachment A: Experience Record for each project listed.

**Question:** Who determined, and on what basis, the requirement for at least 2 projects in at least 20 states be used as a qualifier?

**Answer:** Cobb County and U.S. Communities jointly determined this requirement to ensure the awarded supplier has the capability to provide the requested service on a national level.

**Question:** The RFP states: “*Describe your organization’s ability to provide integrated project delivery incorporating architecture and engineering services (where authorized by statute); installation labor and related equipment and tools; materials; and supervision/construction management, including quality control and close-out procedures.*” Why did Cobb County include architecture and engineering services as part of this RFP?

**Answer:** To give Participating Public Agencies the option to utilize a contract with a turnkey solution.

**Question:** How are architectural and engineering services to be performed for construction projects to be accomplished under this RFP in states whose laws prohibit the bidding of such services?

**Answer:** Design services may be utilized in accordance with each Participating Public Agency’s State and local laws and regulations.

**Question:** How are architectural and engineering services to be performed for construction projects to be accomplished under this RFP in states whose laws require a sealed-set of construction documents?

**Answer:** Design services may be utilized in accordance with each Participating Public Agency’s State and local laws and regulations.

**Question:** The RFP states: “*Bidders must be capable of securing a Performance Bond up to \$25,000,000 per project and aggregate program limit of \$100,000,000.00. Bidders must provide a signed and notarized statement from a surety company authorized to transact business in all fifty (50) states.*” Did Cobb County collaborate with, or receive assistance by any third parties in establishing this RFP’s bonding requirements, or previous RFPs that are used as the basis for this RFP? If so, who are those parties?

**Answer:** Bonding requirements are based on the potential volume of the Master Agreement and were jointly decided on by Cobb County and U.S. Communities.

**Question:** The RFP states: “*The final basis for award will be the result of a sample project or projects based on the Pricing Schedule submitted with the bid response. Sample project(s) will be provided after the bid opening.*” Are there examples of the sample project evaluation based on the Pricing Schedule? If so, are those evaluations available for review?

**Answer:** Sample projects will be provided to all companies that are deemed responsive and responsible.

**Question:** Is there a written criterion on how pricing schedules are evaluated?

**Answer:** Bidders determined to be responsive and responsible will be required to submit prices on specified sample roofing projects utilizing their submitted pricing schedule.

**Question:** The RFP states: “*Supplier shall primarily offer the Master Agreement to all Public Agencies located within the state.*” Is the intent of the RFP for awarded suppliers give U.S. Communities an exclusive?

**Answer:** No. Awarded vendors are expected to offer the U.S. Communities as their primary contract.

**Question:** The RFP has a list of options available for the supplier for: “*Supplier’s Options in Responding to a Third-Party Procurement Solicitation*”, that include a provision for sales not procured through US Communities Cooperative Master Agreement be still reported as sales. Is the intent of the RFP that supplier pay US Communities a 2 percent fee for any and all of the supplier’s public solicitations, even those not procured through the Master Agreement?

**Answer:** No. Refer to 3.3(b)(iv) Supplier’s options in responding to a third-party procurement solicitation.

**Question:** The RFP states: “*Supplier’s sales force compensation and incentives shall be greater than or equal to the compensation and incentives earned under other contracts to Public Agencies.*” Is it the intent of the RFP that supplier, and by proxy the participating public agencies, pay the highest sales compensation and incentives to promote the use of the Master Agreement?

**Answer:** The intent is for the salesforce not to be penalized and receive comparable compensation as selling through their normal means.

**Question:** How is supplier’s sales commitment quantitatively value compared to pricing schedule evaluation?

**Answer:** This solicitation is not an RFP, however, in determining responsibility, all requested information will be reviewed to determine the capability of providing services on a national level.

**Question:** The high bonding requirements, architect/engineering services, minimum of 2 projects in 20 states and other supplier qualifiers within this RFP all combine to restrict the list of potential qualified suppliers to a very small number. How many different companies have been awarded this contract since its inception?

**Answer:** Two.

**Question:** How many years has Cobb County served as U.S. Communities’ Lead Agency for this contract?

**Answer:** Ten.

**Question:** Are there any restrictions on the bidder’s use of the U.S. Communities Government Purchasing Alliance logo that was used in the file labeled: “19-6424 – Specifications” in their bid response?

**Answer:** No.

**Question:** In the marketing section, questions 3 and 4 appear to be requesting similar information. Are there any specific differences you would like the bidder to expand upon in question 3 vs. question 4?

- 3. Explain how your company will market and transition the Master Agreement in to the primary offering to Participating Public Agencies?
- 4. Explain how your company plans to market the Master Agreement to existing government customers and transition these customers to the Master Agreement.

**Answer:** Question 3 relates to new customers. Question 4 relates to existing government customers.

**Question:** Line Item 1.29 – There is no unit provided. What unit should it be?

**Answer:** Each.

**Question:** Line Item 12.05.03 – Two membrane options appear to be missing when compared to the other sections. If the bidder would like to propose on these options, should we include a separate file?

- ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III – Minimum of 500 lbf/in tensile
- ASTM D 6162 SBS Fiberglass/Polyester Reinforced Modified Bituminous Sheet Material Type III – Minimum of 600 lbf/in tensile
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**Answer:** Please add any additional products in section 8.7.

**Question:** Line Item 18.05.02 – The pricing part of the line item is highlighted gray. Should the bidder ignore the color and submit a price? Please see line item description for reference: BROADCAST GRANULES TO PROVIDE SKID RESISTANCE Broadcast aggregate or granules to provide skid resistance in top coat. Can the bidder unlock Attachment B Bid Form to make formatting adjustments only for printing?

**Answer:** Please ignore the highlighted gray areas and submit a price.

**Question:** Are the requirements of the Supplier Information Checklist due in the weeks immediately following the receipt of the Master Agreement award or in the weeks leading up to the commencement of the Master Agreement term?

**Answer:** Supplier Information Checklist are due in the weeks immediately following the receipt of the Master Agreement award.