



NOTICE TO OFFEROR
QUESTIONS & ANSWERS
RFP # 26-S1109

Competitive Solicitation by Region 14 Education Service Center
for
Affiliate Compliance Management

The Answers to Questions received are issued as follows:

1. Question: Dear Region 14 ESC Procurement Team, We are reviewing RFP 26-S1109 for Affiliate Compliance Management and would like to request clarification regarding the product scope. Framery Acoustics is a leading manufacturer of prefabricated acoustic meeting pods and phone booths. We are currently an established vendor for the GSA and TIPS, serving public agencies across the country. Additionally, we frequently receive inquiries from OMNIA Partners members who have expressed a strong interest in procuring our acoustic pods through an OMNIA contract. We noted that UNSPSC 30 explicitly includes "prefabricated structures" within the scope of this solicitation. Given our specialized focus, we have the following questions: 1. Does Region 14 ESC intend to consider proposals from specialized manufacturers who provide specific prefabricated structures (such as acoustic pods) but do not offer the full range of general construction and trade services listed in the trade categories? 2. Is it acceptable to submit a proposal focused specifically on our product line under the "Value Added Products and Services" (Section 5) or "Balance of Line" provisions? We believe our innovative solutions offer significant value to Participating Public Agencies and would appreciate guidance on how to best position our bid to meet the needs of OMNIA members. Thank you for your assistance. Best regards, Tuukka Oksala Sales Strategy and Enablement Manager Framery Acoustics

Answer: The intent of the Scope is to establish a supplier base, for general construction and trade services as listed in the RFP, which there is not a provision for manufacturers. The Value Add

Products and Services will only be considered with a response to the services called out in the Scope section of the RFP.

2. Question: The proposed pricing structure is not conducive to an agency receiving the best possible price for products/services when the coefficient is based on general, administrative and other overhead costs not included in the UPB. Will region 14 accept a modification/amendment to base the coefficient on geographic location, including line item(s) for any specialized products/services that are needed to complete the scope of the project – requiring a signature/acceptance from the participating agency? For example, a coefficient based on general conditions for a small-scale project are frequently higher on a percentage of total basis than a larger-scale project. As a result, if a coefficient must be based on an average, small-scale projects will be inaccurately priced at a level that is cost-prohibitive, and large-scale projects will be overpriced unnecessarily for member agencies. Therefore, the most accurate pricing is provided to public agencies by properly utilizing Division One line items as intended within the UPB to capture the specific scope, rather than a generalized overreaching assumption. By using a geographic location based coefficient, we can then accurately capture pricing variances in labor and materials relative to geography. In our experience, the proposed coefficient model fails when, for example, one agency is replacing a rooftop mechanical unit on their one-story building, while another agency is replacing that same unit on a thirty-story building, there is no accommodation for the variance in pricing associated with the execution of that project. This is just one of innumerable scenarios in which accurate pricing is dependent on the specific scope of the job. Every job is different and our proposed model will result in accurate and transparent pricing, ensuring the ethical spending of public funds.

Answer: No modification/amendment is necessary, and Supplier should review Section V. Evaluation, subsection A. Availability of Products and Pricing which allows 1. states/regions specific coefficient for services being provided, and 2. Normal Working Hours and Non-Normal Working Hours. For any additional products, services or solutions, see Section V. Evaluation, subsection A. 9.

3. Question: The document proposes that a successful offeror will not be awarded complete product offering/balance of line items that are awarded as an item to another vendor as part of this solicitation. Can Region 14 clarify whether or not this precludes an awardee from offering a product or service that is offered by another awardee? If so, how would it be determined which awardee takes precedence? Additionally, within each contract, will multiple affiliates under one contract be allowed to offer similar products or services (e.g. affiliates may be requested by member agencies in different locations). Finally, please clarify whether the specific reference to Grounds Maintenance in this section is an error/oversight.

Answer: See Addendum No. 1

4. Question: Where is the scope of work taking place?

Answer: The Scope provided is not intended for any specific location, but rather a scope of potential services to be offered to by awarded Supplier(s) to Region 14 ESC and/or Participating Public Agencies