

Online Questions & Answers

Event Information

Number: 25-02 Addendum 1
Title: Weapons Detection Screening System
Type: Request for Proposal - Region 4 ESC
Issue Date: 10/10/2024
Question Deadline: 11/6/2024 05:00 PM (CT)
Response Deadline: 11/21/2024 02:00 PM (CT)
Notes: Oral communications concerning this RFP shall not be binding and shall in no way excuse an Offeror of the obligations set forth in this proposal.

Only online proposals will be accepted. Proposals must be submitted via Region 4 ESC's online procurement system: region4esc.ionwave.net.

No manual, emailed, or faxed proposals will be accepted.

NON-MANDATORY PRE-PROPOSAL CONFERENCE

Meeting to be held on

Thursday, October 31, 2024 at 10:00 am

via ZOOM. Join at <https://esc4.zoom.us/j/92648560362>

Offerors are strongly encouraged, but not required to participate in a pre-proposal conference with the Procurement and Operations Specialist.

Published Questions

Question: Question 70. "Confirm Supplier will be proactive in direct sales of Supplier's goods and services to Public Agencies nationwide and the timely follow up to leads established by OMNIA Partners." For vendors who DO NOT sell direct, is it sufficient that confirmation of this question will mean the vendor will be proactive in aggressively marketing the contract across the country and training vendor account executives and reseller sales team members for every part of the United States, and offer sales initiatives that stress the contract was competitively awarded, offers best government pricing, free participation, and is non-exclusive?

Answer: That would be sufficient. Answer to the best of your ability explaining that resellers will be used.

Asked: 11/5/2024 04:02 PM (CT)

Question: 55. "Describe any shipping charges (where applicable)." How should vendors who sell through a reseller channel answer this required question as different reseller likely will have different policies/charges?

Answer: Answer to the best of your ability explaining that resellers will be used and how shipping charges will be determined.

Asked: 11/5/2024 03:51 PM (CT)

Question: 52. "Include a per diem rate." Does this refer to labor rates/service rates? Or does this refer to meals/travel that would be charged by a reseller?

Answer: The refers to meals/travel if charges separately. If this is not applicable, indicate N/A

Asked: 11/5/2024 03:47 PM (CT)

Question: Question 45: "Describe if distributors/dealers/resellers/subsidiaries/partners (affiliates) will be used to fulfill the contract. Submit a list of those affiliates authorized to sell under the proposed contract. . . ." This is a required question we won't have a definitive answer to prior to award. We have several hundred active resellers and will be selecting from these carefully after contract award. The list of those selected will be available on our OMNIA Partners Contract page. We will also provide these to OMNIA Partners. Is this acceptable?

Answer: If distributors/dealers/resellers/ subsidiaries/partners (affiliates)will be used, it is best to submit a proposed listed with your response.

Asked: 11/5/2024 03:43 PM (CT)

Question: Question 38: "Describe Offeror's contract implementation/customer transition plan." What is being requested here is not clear to our team. Could you please clarify what information you are seeking?

Answer: Explain how you plan to implement this contract if awarded.

Asked: 11/5/2024 03:30 PM (CT)

Question: Question 37: "Describe Offeror's invoicing process. Include payment terms and acceptable methods or payments. Offerors shall describe any associated fees pertaining to credit cards/p-cards." How should vendors who sell exclusively through resellers, and who will select the resellers for this contract only after award, respond to this required question? The expectation is several dozen resellers from across the country will be added to the contract to give OMNIA Partners members a wide choice. Every retailer, potentially, will follow a different invoicing process. This is not something dictated by the vendor.

Answer: Answer to the best of your ability explaining that resellers will be used.

Asked: 11/5/2024 03:27 PM (CT)

Question: For vendors who rely exclusively on a reseller channel for sales (i.e., no direct sales), (Q.11) payment remittance address, (Q.12) payment remittance phone, (Q.13) contract/purchase order/quote email, (Q.14) contract/purchase order/quote fax number, and (Q.15) required reference quote or contract number are unknown, and will differ according to the resellers added to the contract and which reseller an end user selects as the source of purchase/system integrator. We realize these are optional questions, but should we note a response that identifies why we are unable to answer these (i.e., resellers will be selected at the time of award and there will be multiple resellers available)? Or do you prefer we leave such questions blank?

Answer: Answer to the best of your ability explaining that resellers will be used.

Asked: 11/5/2024 03:11 PM (CT)

Question: Is there a recording of the pre-proposal meeting we can access?

Answer: There is no recording of the pre-proposal meeting. There was nothing added or new that was conveyed in the meeting.

Asked: 10/31/2024 11:45 AM (CT)

Question: What quantities are you needing?

Answer: We do not have any quantities due to this being a Nationwide contract for any governmental or educational entity to utilize.

Asked: 10/10/2024 08:39 PM (CT)

Question: In order to get accurate pricing do you have site maps and quantities of the locations that we can examine?

Answer: There are not site maps or quantities due to this being a Nationwide contract for any governmental or educational entity to utilize.

Asked: 10/10/2024 05:33 PM (CT)

Public Questions & Answers

Event Information

Number: 24-15 Addendum 1
Title: Equipment and Tool Rental Services
Type: Request for Proposal - Region 4 ESC
Issue Date: 11/7/2024
Question Deadline: 12/5/2024 02:00 PM (CT)
Response Deadline: 1/21/2025 02:00 PM (CT)
Notes: Oral communications concerning this RFP shall not be binding and shall in no way excuse an Offeror of the obligations set forth in this proposal.

Only online proposals will be accepted. Proposals must be submitted via Region 4 ESC's online procurement system: region4esc.ionwave.net.

No manual, emailed, or faxed proposals will be accepted.

NON-MANDATORY PRE-PROPOSAL CONFERENCE

Meeting to be held on
Wednesday, November 20, 2024 at 1:00 pm
via ZOOM at <https://esc4.zoom.us/j/95819080175?from=addon>

Offerors are strongly encouraged, but not required to participate in a pre-proposal conference with the Procurement Contract Specialist.

Published Questions

Question: We have a number of staff planning vacations around the Holidays. Would you be willing to extend the due date an additional two or three weeks?

Answer: We are unable to extend the due date at this time.

Asked: 11/22/2024 12:50 PM (CT)
