

Pre-Proposal Conference Notes and Follow-up Questions

For RFP: Microscope, Related Accessories and Services [002681-DEC2021]

Wednesday, January 19th, 2022

Attendees

David Diaz	University of California Office of the President
Tomek Kruszek	OMNIA Partners
Chris Robb	OMNIA Partners
Sonda Sahley	OMNIA Partners
Heidi Kottke-Cuomo	Carl Zeiss
Cecile Oberlin	Leica Microsystems
John Kassabian	Leica Microsystems
Patrick Keenan	Nikon Instruments Inc
Jacquelyn Perry	Nikon Instruments Inc
Jeffrey McGee	VWR International, LLC
Andrew Baum	VWR International, LLC
Sepee Moin	VWR International, LLC
Jeff	VWR International, LLC
Jason Fleming	VWR International, LLC
Ike Harper	VWR International, LLC

Questions:

1. For services does that include microscopes that are already at the campuses and health centers that may not be under warranty anymore or is the service just for new systems?

Response: Service maintenance of a system is to maintain the performance of the system over the life of the unit and is different from a supplier/manufacturer warranty. Maintenance service for microscopes should apply to new and existing systems.

2. In regards to the spreadsheets, some do not allow to respond to a NO only a yes so the section is left blank-no areas to provide any type of explanation. Leaving blank may be dangerous-Can they be unlocked to provide a No response and not just YES and be able to expand with a note to our responses?

Response: I have reviewed the spreadsheet attached and I do not see any locked fields. Can you please let me know if this is related to the Attachment K or found in a questionnaire?

3. Why the need for certain configurations? Are you comparing vendor configurations and pricing?

Response: Due to the complexity of microscopes, there was a need to create a baseline with our suppliers. Developing a set list of requirements will allow the UC to evaluate how suppliers are able to meet those requirements. The supplier should respond by listing a system that closely meets the listed requirements as well as the cost. By participating in this part of the RFP will remove barriers for those suppliers on future orders made by the UC since this would satisfy the competitive bid requirement that is currently in place.

4. What is the UC annual sustainability incentive? Also if not the manufacturer but the distributor and vendor doesn't manufacturer products, what type of sustainability are you looking for or how can we respond if we do not packages, manufacturer, know the raw materials etc?

Response: To understand how our partners are performing in a sustainable manner the UC uses a company called Ecovadis to help rate a supplier. We ask this of all of our suppliers. Also, the UC is committed to making our environment better and to help achieve this goal at each campus the sustainability incentive is used to support their waste plans. Instead of disposing of boxes or polystyrene that come from instrumentation packaging into landfill waste the campuses can find a more sustainable way of disposal.

5. All Master Agreements are in pdf-are these negotiated after award? It seems to write out exceptions on a separate document will be very time consuming and there is room for error in interpretation. Redlining would be more efficient

Response: UC agreements that are currently in a pdf format will be offered in other formats during negotiation.

6. If Vendor does not have or offer punch out or hosted catalog does the ECommerce Appendix need to be reviewed or would this document be not applicable?

Response: If a vendor chooses not to offer a punch out or hosted catalog then the Ecommerce Appendix would be not applicable. I would like to recommend that having microscope consumable parts listed may be beneficial for the supplier to have on a hosted file.

7. UC's agreement states reporting and fee quarterly and OMNIA states monthly reporting and fees-Which one is it?

Response: Omnia Partners monthly fees and reporting is based around the admin agreement exhibit B which will be negotiated later on after RFP are submitted prior to award. The UC reference in attachment B are to be used as examples and will be negotiated after RFP submissions are made and prior to award.

8. Dependent on what Vendor is to open up as far as regional or national, I am assuming the fee is negotiable?

Response: Please review Omnia Partner Exhibit B with your legal department. If you have any exceptions to that document, please provide those with your RFP response.

9. If awarded, does UC have threshold requirements for purchases going out to bid or does the agreement negate the need for bids to go out for all UC campuses

Response: One advantage of participating in this RFP and responding to the comparable system requirement exercise, is that it removes the need for the UC to get competitive bids.

10. Can the OMNIA agreement be sent in a word doc to redline?

Response: Similar to response in question 8 above. If you have any exceptions to that document, please provide those with your RFP response.

11. If a vendor does not offer national then the National Agreement does not have to be submitted only the Admin agreement?

Response: The point of this RFP is to create a national program. It is branded as such with Omnia Partner language within it. The comprehensive program that you are offering to the UC will be the same program that will be offered nationally unless there are exceptions to that. That is the intent of this RFP. If you have exceptions, please provide them. The evaluation criteria is posted within the document and will be evaluated according to that.

12. What type of agencies does OMNIA partners do business with as far as Life Science currently?

Response: Omnia Partners work with a wide range of agencies such as local state governments and also partner with many universities across the country.

13. If we have an existing contract in place, is it possible to negotiate with that in mind, or do we need to renegotiate based on this RFP?

Response: No. Suppliers are asked to bid based on the requirements set by this RFP.

14. I may have missed it in the questionnaires. It's extensive. would you identify specifically where you expect Attachment K to be uploaded in the CalUSource portal?

Response: Service

15. Can you please indicate the area in the online RFP where the Discussion Forum is located? Is this conditioned to whether there is an intend to bid or not?

Response: Please reference Attachment H: Supplier Bidding Guide for CalUsource page 20 on how to access and provide questions in the discussion forum.

16. Due to the nature of the microscopes which are sold mostly on a configuration basis, a hosted or punch out catalog is not feasible. What is UC & OMNIA's position regarding those matters?

Response: We understand the complexity of microscopes and know that hosted or punchout may not be an option. Please provide pricing in an excel file or any other format.

Pre-Proposal Conference Chat Box Dialogue

12:01:54 From Tomek Kruszek : Tomek Kruszek - OMNIA Partners

12:02:02 From jperry : Jacquelyn Perry-Nikon Instruments Inc

12:02:11 From Heidi Kottke-Cuomo : Heidi Kottke-Cuomo/ZEISS

12:02:29 From Chris Robb : Chris Robb- OMNIA Partners

12:02:29 From pkeenan : Patrick Keenan - Nikon Instruments

12:02:31 From Jeff : Jeffrey McGee - VWR

12:02:34 From Andrew Baum : Andrew Baum - VWR

12:02:43 From Sepee Moin : Sepee Moin - VWR

12:03:19 From Cecile Oberlin : Cecile Oberlin - Leica Microsystems

12:05:36 From John Kassabian : All good

12:06:58 From John Kassabian : John Kassabian- Leica Microsystems

12:14:36 From Sepee Moin : For services does that include microscopes that are already at the campuses and health centers that may not be under warranty anymore or is the service just for new systems?

12:14:47 From jperry : In regards to the spreadsheets, some do not allow to respond to a NO only a yes so the section is left blank-no areas to provide any type of explanation. Leaving blank may be dangerous-Can they be unlocked to provide a No response and not just YES and be able to expand with a note to our responses?

12:15:18 From jperry : Why the need for certain configurations? Are you comparing vendor configurations and pricing?

12:17:27 From Heidi Kottke-Cuomo : Can you please indicate the area in the online RFP where the Discussion Forum is located? Is this conditioned to whether there is an intend to bid or not?

12:17:35 From jperry : What is the UC annual sustainability incentive? Also if not the manufacturer but the distributor and vendor doesn't manufacturer products, what type of sustainability are you looking for or how can we respond if we do not packages, manufacturer, know the raw materials etc?

12:18:25 From Heidi Kottke-Cuomo : You're good thanks

12:19:41 From jperry : All Master Agreements are in pdf-are these negotiated after award? It seems to write out exceptions on a separate document will be very time consuming and there is room for error in interpretation. Redlining would be more efficient

12:21:03 From jerry : If Vendor does not have or offer punch out or hosted catalog does the ECommerce Appendix need to be reviewed or would this document be not applicable?

12:23:02 From jerry : UC's agreement states reporting and fee quarterly and OMNIA states monthly reporting and fees-Which one is it?

12:23:49 From Jeff : I may have missed it in the questionnaires. It's extensive. would you identify specifically where you expect Attachment K to be uploaded in the CalUSource portal?

12:24:40 From jerry : Dependent on what Vendor is to open up as far as regional or national, I am assuming the fee is negotiable?

12:24:45 From Jeff : Attachment J

12:27:47 From John Kassabian : If we have an existing contract in place, is it possible to negotiate with that in mind, or do we need to renegotiate based on this RFP?

12:28:19 From jerry : If awarded, does UC have threshold requirements for purchases going out to bid or does the agreement negate the need for bids to go out for all UC campuses

12:29:43 From jerry : Can the OMNIA agreement be sent in a word doc to redline?

12:32:52 From jerry : If a vendor does not offer national then the National Agreement does not have to be submitted only the Admin agreement?

12:34:29 From jerry : What type of agencies does OMNIA partners do business with as far as Life Science currently?

12:36:21 From jerry : Thank you

12:42:40 From jerry : May be the SOW but not sure right now

12:44:56 From Sonda Sahley : Sonda Sahley OMNIA Partners

12:44:59 From Jason.Fleming : Jason Fleming- VWR International, LLC

12:46:19 From John Kassabian : Thanks David!

12:46:30 From Sepee Moin : Thank you David!

12:46:35 From Cecile Oberlin : Thank you David

12:46:35 From Ike.Harper : thank you

12:46:37 From Andrew Baum : Thank you David! :-)

12:46:38 From jerry : Thank you

12:46:45 From Jeff : Thank you!

12:46:46 From Heidi Kottke-Cuomo : Due to the nature of the microscopes which are sold mostly on a configuration basis, a hosted or punch out catalog is not feasible. What is UC & OMNIA's position regarding those matters?

12:47:41 From Heidi Kottke-Cuomo : Thank you for the presentation to UC & OMNIA, we still have some questions which we still be posting online

12:47:52 From Heidi Kottke-Cuomo : Thank you for your quick response.

12:48:24 From Heidi Kottke-Cuomo : How about an excel file?

12:48:43 From Heidi Kottke-Cuomo : Thanks for your understanding.

12:49:11 From Heidi Kottke-Cuomo : Nevertheless, the PI would not be able to order online on his/her own.

12:49:34 From Heidi Kottke-Cuomo : Great, thank you both

12:49:54 From Heidi Kottke-Cuomo : Good Bye