

Questions and Answers for RFP Chemistry, Biology, Physics and Anatomy Instructional Supplies and Services (#23-07):

1. We are to provide a listing of items with the requested information at the catalog discount prices we are offering, correct?
 - a. **That is correct.**

2. Is this RFP for **Texas** bid titles that are part of Proc 24 (which obviously couldn't be purchased until mid 2024), or for non-Texas specific titles? I did see the contract date starts 7/24. Thanks for any information you can provide.
 - a. **This RFP, and the resulting contract, is for purchases by Region 4 and participating agencies across the country to piggyback off of for the purchases of the goods and services requested. Region 4 is located within the state of Texas.**

3. To help us understand the institutions/agencies that utilize the Region 4/OMNIA 23-07 Chemistry, Biology, Physics, and Anatomy Instructional Supplies and Services bid, please provide the following details on both public and private users:
 - a. % of members K-12
 - b. % of members Higher Ed
 - c. % sales K-12 members
 - d. % of sales Higher Ed members
 - e. Geographic distribution of sales
 - i. **This information can be provided after contract award to the awarded supplier. For any further information on OMNIA Partners, please visit www.OMNIAPartners.com.**

4. We want to offer as competitive pricing as possible. The estimated annual value of the contract is \$60 million, and to help us determine the best way to price our offer, please provide information on how the sales are distributed in each of the below bid categories:
 - a. Science and Labware Supplies
 - b. Lab Furniture
 - c. Chemicals
 - d. Specimens
 - e. Educational Models
 - f. Simulators/Manikins
 - g. Nursing Student Accessories
 - h. Other applicable products/services – Please provide a general breakdown of products within this category
 - i. **This information can not be provided as each participating agency utilizing the contract purchases different materials. Additionally, suppliers are self-reporting on total sales and do not provide invoice level detail.**

5. Region4/OMNIA has several competitors who don't charge as high of an administrative fee. Please describe the differentiation that supports your requested vendor administrative fee? What do you offer vendors that may not be provided under similar consortium agreements?
 - a. This information can be found in Exhibit A of the Response for National Cooperative Contract. OMNIA Partners provides many services including Marketing, Contract Support, Sales Training, in addition to OMNIA Partner's own sales team.

6. According to the information provided during the pre-proposal call, the bid recommendation is scheduled to go to the board for approval in February 2024, but the agreement doesn't become effective until July 2024. Why is there such a long delay?
 - a. The current contract does not expire until June 30, 2024. This resulting contract will replace the current contract.

7. **Provision:** RFP Document; page 10; III. INSTRUCTIONS TO OFFERORS - #28 – “Due to products and services potentially being used in response to an emergency or disaster recovery situation in which federal funding may use, provide alternative pricing that does not include cost plus a percentage of cost or pricing based on time and materials...”
Our question: “Do we need to provide alternate pricing?” Reasoning: Most of our products provided are simulation and educational medical supplies that are not intended for human use; however, we will comply with any necessary applicable federal requirements, including FEMA. In addition, we are providing a discount percentage from the price listed on our website.”
 - a. No additional pricing is required.