

Questions & Answers

Buyer Organization Maricopa County Procurement Services
Question Acceptance Deadline 09/12/2025 01:00 PM MST
Closing Date 10/07/2025 02:00 PM MST

| No | Vendor Name | Question/Answer | Question Date | Answer Date |
|----|---------------------------------|---|-------------------------|--------------------------------------|
| Q1 | MARK'S PLUMBING PARTS | <p>Question: Plumbing Supplies (by <i>Mandi Gasparini</i>) Does this bid include plumbing supplies?</p> <p>Public Answer: (by <i>Kendall Small</i>) Yes, please see Section 3.3.13 Category 10 Plumbing for more information.</p> | 08/25/2025 11:46 AM MST | Published 08/26/2025 08:26 AM MST |
| Q2 | HD Supply | <p>Question: Pre-Proposal Teleconference (by <i>FM Bids</i>) Can you confirm the time of the Pre-Proposal Teleconference on 9.4.25? Is it 3:00 PM or 4:00 PM Eastern?</p> <p>Public Answer: (by <i>Kendall Small</i>) The pre-proposal teleconference is scheduled on Thursday, September 4th at 1:00 p.m. MST (4:00 p.m. EST).</p> | 09/03/2025 05:15 AM MST | Published 09/03/2025 10:12 AM MST |
| Q3 | Motion Industries Inc | <p>Question: References (by <i>Sarah McCarson</i>) Do references need to be local to the state of AZ?</p> <p>Public Answer: (by <i>Kendall Small</i>) No, references do not need to be local to the state of Arizona.</p> | 09/03/2025 09:17 AM MST | Published 09/03/2025 10:12 AM MST |
| Q4 | MARK'S PLUMBING PARTS | <p>Question: Pricing Analysis Spreadsheet (by <i>Mandi Gasparini</i>) The spreadsheet titled "Pricing Analysis Workbook"—it lists a limited number of items, and of those items, there are only a handful of items we can submit on. Can I ask how this spreadsheet is being used? Are we to only submit on the items we carry, and give our current price for those items? Is this just a sort of gauge to see where all of the vendors stand price-wise?</p> <p>Public Answer: (by <i>Kendall Small</i>) The County will use the Pricing Analysis Workbook to compare pricing of like items between respondents. Respondents are encouraged to submit pricing for the items they offer for sale. Please see section 3.3.3 and its' subparagraph for more information.</p> | 09/03/2025 10:22 AM MST | Published 09/04/2025 01:48 PM MST |
| Q5 | Applied Industrial Technologies | <p>Question: References (by <i>Daniel King</i>) Is the requirement to have 5 references for Product and 5 references for Service =10 Total? All customers in some capacities are both (Products and Service)</p> <p>Public Answer: (by <i>Kendall Small</i>) Respondents are required to provide two to five references for both Attachment C (References Products) and Attachment C-1 (References Services). The references may be the same if applicable however both attachments must be completed and submitted.</p> | 09/08/2025 01:37 PM MST | Published 09/10/2025 12:37 PM MST |

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| Q6 | Home Depot USA, Inc. | <p>Question: Solicitation document 3.5.6 - Federal Funding Pricing (by <i>Richard Nyberg</i>)</p> <p>Can this be removed from the requirements and have the awarded Contractor address with each participant when they request this document directly as clarifications are required to the document? This is how we currently address this document.</p> <p>Public Answer: (by <i>Kendall Small</i>)</p> <p>The federal funding pricing requirements will not be removed from the solicitation however respondents may document their exceptions to the terms and conditions in their bid packet submission for the County to review. Please see Section 6.7 Exceptions to the Solicitation for more information.</p> | <p>09/10/2025 11:12 AM MST</p> <p>Published 09/10/2025 12:37 PM MST</p> |
| Q7 | Workroom Center | <p>Question: Pricing Analysis Workbook (by <i>Tremeal Manley</i>)</p> <p>If we are proposing our own catalog pricing and e-commerce website, are we still required to complete Exhibit A-1: Pricing Analysis Workbook?</p> <p>Public Answer: (by <i>Kendall Small</i>)</p> <p>Yes. Please refer to the County's responses to Q4 and Q8 for more information about how Exhibit A-1 will be used.</p> | <p>09/11/2025 11:12 AM MST</p> <p>Published 09/17/2025 04:19 PM MST</p> |
| Q8 | Workroom Center | <p>Question: Category 17 (by <i>Tremeal Manley</i>)</p> <p>Are the listed items in the Pricing Analysis Workbook representative examples for evaluation purposes, or are they the actual products that will be purchased under the Master Agreement with OMNIA Partners? For instance, if our catalog offers 50 lb. Ice Melt Bags but the workbook requests pricing for 40 lb. Ice Melt Bags, how should this discrepancy be addressed?</p> <p>Public Answer: (by <i>Kendall Small</i>)</p> <p>The items listed in Exhibit A-1 Pricing Analysis Workbook are examples for evaluation purposes and will be used to compare pricing of like items between respondents. Respondents are encouraged to submit pricing for the items they offer for sale. Please see section 3.3.3 and its' subparagraph for more information.</p> | <p>09/11/2025 11:12 AM MST</p> <p>Published 09/17/2025 04:19 PM MST</p> |
| Q9 | Workroom Center | <p>Question: Retail Locations (by <i>Tremeal Manley</i>)</p> <p>To be considered a responsible bidder, is a local warehouse or retail location in Maricopa County required, or will the ability to provide national distribution through multiple warehouse locations meet this requirement?</p> <p>Public Answer: (by <i>Kendall Small</i>)</p> <p>No, a local warehouse or retail location in Maricopa County is not required to be deemed a responsible bidder.</p> | <p>09/11/2025 11:14 AM MST</p> <p>Published 09/17/2025 04:19 PM MST</p> |

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| Q10 | Workroom Center | <p>Question: Supplemental Agreements (by <i>Tremeal Manley</i>) How do you want us to handle local supplemental agreements (e.g., special delivery or diversity requirements) while keeping base pricing intact?</p> <p>Public Answer: (by <i>Kendall Small</i>) Any Participating Public Agencies that require additional agreements will need to be negotiated between the agency and contractor; the County is not a party to those negotiations. Master Agreement pricing is not to exceed pricing.</p> | <p>09/11/2025 11:15 AM MST</p> <p>Published 09/17/2025 04:19 PM MST</p> |
| Q11 | Workroom Center | <p>Question: Firm Fixed Pricing (by <i>Tremeal Manley</i>) Please confirm pricing must be firm and fixed via category discounts (retail % off POS; wholesale % off catalog). Any exceptions?</p> <p>Public Answer: (by <i>Kendall Small</i>) Retail pricing shall be shelf or advertised pricing and while we would like to see a percentage off marked price at the point of sale (POS) it is not a firm requirement. Wholesale pricing shall be a fixed percentage off catalog pricing by Product Category. Please refer to Section 3.5 Products and Services Pricing for more information.</p> | <p>09/11/2025 11:18 AM MST</p> <p>Published 09/17/2025 04:19 PM MST</p> |
| Q12 | Workroom Center | <p>Question: M/WBE Purchasing Goals (by <i>Tremeal Manley</i>) Are there target goals or preferences for M/WBE, SBE, HUB, etc. for both Maricopa County and OMNIA?</p> <p>Public Answer: (by <i>Kendall Small</i>) No, there are no target goals or preferences for M/WBE, SBE, HUB, etc. Participating Public Agencies may have differing needs including target goals or preferences that would be specified by the Participating Public Agency</p> | <p>09/11/2025 11:21 AM MST</p> <p>Published 09/17/2025 04:19 PM MST</p> |
| Q13 | Workroom Center | <p>Question: M/WBE Certification (by <i>Tremeal Manley</i>) What level of M/WBE certification is required (e.g., SBA certification or Sam.gov certification).</p> <p>Public Answer: (by <i>Kendall Small</i>) No M/WBE certification is required. All contractors that receive funding must have a Unique Entity Identifier (UEI) through https://sam.gov/entity-registration. For more information, please see Section 11.50 UEI and System for Award Management Registration of Exhibit 3 Draft Contract. Participating Public Agencies may require additional certifications, and those terms may be negotiated between the contractor and the agency; the County is not a party to those negotiations.</p> | <p>09/11/2025 11:22 AM MST</p> <p>Published 09/17/2025 04:19 PM MST</p> |
| Q14 | Workroom Center | <p>Question: Preferred Ordering Method (by <i>Tremeal Manley</i>) Preferred ordering channels: P-card, PO, retail store?</p> <p>Public Answer: (by <i>Kendall Small</i>) Vendors shall list all channels offered under the response. Please see Section 3.4 Product Ordering and its subparagraphs for more information.</p> | <p>09/11/2025 11:23 AM MST</p> <p>Published 09/17/2025 04:19 PM MST</p> |

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| Q15 | Workroom Center | <p>Question: P-card Thresholds (by <i>Tremeal Manley</i>) Are there any P-Card threshold limitations for direct purchasing, or does a contract award bypass any P-Card threshold limitations?</p> <p>Public Answer: (by <i>Kendall Small</i>) No, the County does not have any P-Card threshold limitations for direct purchasing on an awarded contract. Other contract users may have their own limitations.</p> | <p>09/11/2025 11:38 AM MST</p> <p>Published 09/17/2025 04:19 PM MST</p> |
| Q16 | Workroom Center | <p>Question: Insurance Requirement (by <i>Tremeal Manley</i>) For e-commerce companies that provide industrial supplies through their website, where a distribution partner manages all national warehousing, logistics, and employees, is Workers' Compensation insurance still mandatory, or can an exception be granted in this scenario?</p> <p>Public Answer: (by <i>Kendall Small</i>) All insurance requirements in the solicitation shall be passed down to any sub-contractors.</p> | <p>09/11/2025 11:39 AM MST</p> <p>Published 09/17/2025 04:19 PM MST</p> |
| Q17 | Workroom Center | <p>Question: Performance Bonds (by <i>Tremeal Manley</i>) Are any performance bonds required under this solicitation, or only if specified at the project/task order level?</p> <p>Public Answer: (by <i>Kendall Small</i>) No, the County does not require any performance bonds for this solicitation/contract. Participating Public Agencies may have differing needs that would be specified by the Participating Public Agency on the local agreement or project/task order level.</p> | <p>09/11/2025 11:41 AM MST</p> <p>Published 09/17/2025 04:19 PM MST</p> |
| Q18 | Workroom Center | <p>Question: SOW Clarification (by <i>Tremeal Manley</i>) For supplies and related services listed in the Scope of Work, are bidders required to provide both the products and the related services directly, or can services be fulfilled through authorized providers and distributors as long as bidders are handling all back-office, compliance, reporting, marketing, invoicing, etc.?</p> <p>Public Answer: (by <i>Kendall Small</i>) Your written solicitation response should include a listing of any known sub-contractors proposed as part of the respondents solution.</p> | <p>09/11/2025 11:47 AM MST</p> <p>Published 09/17/2025 04:19 PM MST</p> |
| Q19 | Workroom Center | <p>Question: Delivery Lead Time (by <i>Tremeal Manley</i>) For delivery lead times, will the proximity of listed warehouses/retail stores be a scoring factor during evaluation?</p> <p>Public Answer: (by <i>Kendall Small</i>) No, only the criteria listed in Section 6.8, Evaluation of Proposal – Selection Factors, of the Solicitation will be consider for scoring proposals.</p> | <p>09/11/2025 11:48 AM MST</p> <p>Published 09/17/2025 04:19 PM MST</p> |

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| Q20 | Workroom Center | <p>Question: OMNIA Marketing Plan (by <i>Tremeal Manley</i>) How does OMNIA evaluate the national marketing plan commitments included in Exhibit A?</p> <p>Public Answer: (by <i>Kendall Small</i>) Maricopa County staff are the only voting members of the evaluation committee. The national marketing plan commitments are reviewed as part of the Respondent's qualifications section of the evaluation criteria. Contractors should respond to the best of their ability; exceptions will be discussed during the negotiation stage of the process.</p> | <p>09/11/2025 11:49 AM MST</p> <p>Published 09/17/2025 04:19 PM MST</p> |
| Q21 | Workroom Center | <p>Question: Pricing Discounts (by <i>Tremeal Manley</i>) For "not-to-exceed" pricing, should discounts be expressed as a single fixed percentage, or can we propose tiered discounts (e.g., volume-based)?</p> <p>Public Answer: (by <i>Kendall Small</i>) Tiered discounts can be proposed as part of the solicitation response.</p> | <p>09/11/2025 11:50 AM MST</p> <p>Published 09/17/2025 04:19 PM MST</p> |
| Q22 | Workroom Center | <p>Question: Administrative Fee (by <i>Tremeal Manley</i>) Can you confirm whether the Administrative Fee (3%) is calculated on gross sales before rebates/credits? Can a 3% discount for all purchases made through OMNIA Partners be offered to satisfy the Administrative Fee?</p> <p>Public Answer: (by <i>Kendall Small</i>) The Administrative Fee is calculated on the total purchase amount less refunds and credits. The Administrative Fee is entirely separate from the Master Agreement purchase pricing. Please refer to paragraph 11 of the Administration Agreement Sample (Exhibit B) in the RFP.</p> | <p>09/11/2025 11:51 AM MST</p> <p>Published 09/17/2025 04:19 PM MST</p> |
| Q23 | Workroom Center | <p>Question: OMNIA Marketing (by <i>Tremeal Manley</i>) When advertising the OMNIA Partnership, would it be acceptable for us to create a dedicated secondary website or landing page that features the OMNIA logo and displays the pricing offered in our proposal? Additionally, can the OMNIA logo be included on the landing page with a direct link to our products catalog?</p> <p>Public Answer: (by <i>Kendall Small</i>) All exceptions to the cooperative documents will be reviewed and considered; exceptions will be discussed further during the negotiation stage of the process. Please refer to paragraph 10 of the Administration Agreement Sample (Exhibit B) in the RFP.</p> | <p>09/11/2025 11:59 AM MST</p> <p>Published 09/17/2025 04:19 PM MST</p> |
| Q24 | Workroom Center | <p>Question: FOB Pricing (by <i>Tremeal Manley</i>) Shipping costs vary based on the destination. To help agencies maximize cost savings, would it be acceptable to structure FOB destination pricing so that shipping costs are waived once a purchasing minimum is met for online orders? How should this be expressed in the proposal or Pricing Sheets?</p> <p>Public Answer: (by <i>Kendall Small</i>) Respondents may propose alternative shipping terms in their bid packet submission. Please refer to Section 6.7 Exceptions to the Solicitation for more information.</p> | <p>09/11/2025 12:09 PM MST</p> <p>Published 09/17/2025 04:19 PM MST</p> |

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| Q25 | Workroom Center | <p>Question: Item Pricing (by <i>Tremeal Manley</i>) Does FOB mean shipping must be built into the item price, or can it be added at checkout?</p> <p>Public Answer: (by <i>Kendall Small</i>) Shipping and handling costs shall be included in the pricing. Please see Section 4.2.4 of the Solicitation for more information.</p> | <p>09/11/2025 12:14 PM MST</p> <p>Published 09/17/2025 04:19 PM MST</p> |