

# RFP 18-02 Questions & Answers

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1. Is it at all possible to review the results of the previously awarded proposal to help us determine the best way to approach?

Incumbent contracts are available on our website, [www.nationalipa.org](http://www.nationalipa.org).

2. If we are awarded a contract in this category, can all our TMS South customers purchase through this number even if not directly associated with Foodservice (i.e., Maintenance Repair Operations)?

Yes. Awarded contracts are available to state and local government entities, educational institutions as well as nonprofit organizations in all 50 states.

3. Regarding the bullet point outlining services such as installation, delivery, etc. This would be difficult to price as labor rates and regulations for the different services will vary widely from state to state, even by local jurisdiction. Can these be quoted to the customer who is requesting these services on a "Quote by quote" basis?

Submit your proposed method of pricing these items.

4. Regarding the bullet point explaining the electronic price lists. Bullet points four and five contain language stating the net price to be shown. We anticipate having over 75 factories in our response (as we have in our current contract). All the factories have hundreds, some thousands, of part/model numbers. The pricing on these will change as the cost of raw materials to the factory and other conditions will fluctuate and influence pricing. Is the factory list pricing along with the discount off list prices enough to satisfy this requirement?

Submit pricing in a format that you feel best meets the requirements of the solicitation.

5. Regarding the bullet point describing price list formats. Some factories publish pricing in PDF only. Would that be an acceptable format?

PDF is ok.

6. Appendix B states "...Bidders shall provide pricing based on a discount from a manufacturer's price list. Catalog and/or price lists must accompany the proposal. Catalog must be the regular, common available catalog distributed to schools and/or government entities. Please include a copy of the catalog (electronic and hard copy), if available, from which discount is

calculated...” Are you looking for our standard catalog, or the manufacturer’s catalog for each brand we offer to schools and/or government entities?

Provide catalog(s) of products you wish to have included in proposal.

7. Is the bidding Foodservice Equipment dealer responsible for final connections?

Provide products/services you wish to have included in your proposal.

8. Is there a list of products that you would like for us to produce a market basket or would you like for us to quote on different equipment & supply categories?

Provide products/services you wish to have included in your proposal.