



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

To: All Prospective Offerors

From: LaQuita Bell

Date: Monday, April 25, 2016

Subject: Amendment #2
RFQ #894517 – Elevator, Escalator, Lifts Maintenance, Repair & Related

Acknowledge receipt of the amendment with your offer. Failure to do so may subject the prospective offerors to disqualification. This amendment forms part of the above-mentioned procurement and clarifies the previously issued.

I. SOLICITATION SCOPE UPDATES:

The following language will be added to the solicitation for prospective proposers to accept and acknowledge as follows:

“The awarded contract will be effective for the term specified in in Section 1.3 Requirements, Solicitation Objective. However, nothing in this contract shall prohibit any other governmental entity from using this contract beyond the stated term to the extent such use is permissible under its procurement laws.”

II. QUESTIONS AND ANSWERS

Questions and Answers, new, are part of this Amendment:

1. **Q:** Are respondents required to provide national coverage?

A: Please include in your proposal the geographic areas in the United States that you are able to service. Offerors will be evaluated on their ability to meet the requirements of the RFP, including the national cooperative contract requirements.

2. **Q:** Does METRO require awarded vendor to participate in NIPA?

A: Metro Nashville is partnering with National IPA, the national program is part of the requirements of the RFP and responses to the RFP are evaluated in whole based on the requirements of the RFP.

3. **Q:** May respondents take exception to NIPA’s requirement to make NIPA “primary go-to market strategy?”

A: Yes, please include Offeror’s proposed modified language.

4. **Q:** Will the above exception penalize respondent?

A: Exceptions are discussed and negotiated with offerors to develop mutually agreeable language.

5. **Q:** Estimated contract spend was \$25 Million in 2011. Estimated spend is \$10 Million in 2016. How much is elevator contract spend through NIPA? (2011, 2012, 2013, 2014 and 2015)

A: *The Metro Nashville historical contract sales volume is:*

July 2011 - June 2012	\$150,000
July 2012 - June 2013	\$3 mil
July 2013 - June 2014	\$3.6 mil
July 2014 - June 2015	\$4 mil

6. **Q:** How much revenue does METRO currently receive for being the sponsoring agency? (2011, 2012, 2013, 2014 and 2015)

A: *This information is not readily available and is not relevant to preparing a proposal for this solicitation.*

7. **Q:** What is the current monthly billing rate for METRO maintenance?

A: *The latest contract amendment included the following rates:*

Index for Material Rates & Labor Rates				
Material (30%)	205.50			
Labor (70%)	71.803			
Contractual Hourly Billing Rates				
	Current Mechanic	Current Helper	New Mechanic	New Helper
Straight Time (regular business hours)	\$154.00	\$102.00	\$155.54	\$103.02
Time and 1/2 Rates (M-F outside regular business hours)	\$230.00	\$154.00	\$232.30	\$155.54
Double Time Rates (weekends and holidays)	\$307.00	\$205.00	\$310.07	\$207.05

8. **Q:** Is there a requirement for a minimum office staff or number of service technicians for METRO's account?

A: *There would not be a minimum requirement, but all work is to be performed in accordance with the solicitation and utilizing safe work practices and in accordance with American Society of Mechanical Engineers Code ASME A17.1-1193, or most current version.*

9. **Q:** How is monthly maintenance pricing determined? I only see hourly rates.

A: *The hourly rates and percentage discount off MSRP for equipment parts will be used to determine the costs for all maintenance and repair services. Metro does not elect to pay a pre-determined monthly preventative maintenance fee.*

10. **Q:** How do hourly rates correlate with monthly maintenance rates?

A: *Refer to answer provided to Question #9.*

11. **Q:** Is there an available itemized list of units currently up for bid?

A: *Please refer to the attachment labeled Elevators Locations – General Services for the current itemized list of units. Please note that there will be additions and deletions throughout the life of the contract.*