

Questions:

The question is in reference to section 5.3.5 Cost – Page 23 of 69 of the RFP which states:

The State of Mississippi will use a weighted average formula. Discount % points will be awarded based upon the highest proposed discount % with a maximum potential Pricing Point Score of 350 points. The highest discount % Proposal will be awarded the maximum potential score. Lower discount % proposals shall be awarded a percentage of 350 points in relation to the example shown below.

Proposer A offers 15%, Proposer B offers 12%, and Proposer C offers 10%.

Proposer A receives 350 Points

Proposer B receives 280 Points $15/12 = .80$ $.80 \times 350 = 280$

Proposer C receives 235 Points $15/10 = .67$ $.67 \times 350 = 235$

Points will be rounded to the nearest whole number.

1. Based on the example above, it appears the decision is based strictly on the percentage of the discount. There is no reference to a final price as a result of this discount or the contents of the product you will receive. Is the discount percent the sole factor in the award of the highest score?

Yes

The question is in reference to Attachment F (Discount Response Form) Page 67 of 69 of the RFP:

1. Do we have the liberty to expand the list of apparatus categories to better fit our discount solutions? **Yes**

Example: Under tankers there is but one blank to provide a discount percent. If we offer different discount structures for commercial chassis versus custom chassis models, or dryside versus wet side configurations, are we allowed to expand the table of categories?

2. Are flat fee market discounts an acceptable option versus a discount percentage? **No**

- Page 20 & 21 section 4.3 it states offeror shall also submit on a USB flash drive on electronic copy of its proposal in MS word. Can the USB contain both the Cost and the Technical? Also, can this be in PDF vs word? **Yes and Yes.**
- Page 13 section 3.4 & 3.5 states are somewhat conflicting. Please clarify if our subcontractors quote sells and invoice whereas the manufacturer would be responsible for reporting and payment
 - a. Subcontractors is not defined in definition but is it to represent an authorized dealership, if so, can an authorized dealer quote sell and invoice as a subcontractor while a manufacture as a prime contractor provides report and makes payment? **Yes**

2. Page 37 section 5.2.2 looking for clarity the section states contractor may not adjust the MA pricing to include the state fee for purchases made by....my question is we are not publishing pricing we are providing a percentage discount off product category so can we include state fees? **This section refers to the NASPO Terms and Conditions and means that any additional state fee cannot be inclusive of the NASPO ValuePoint Administrative Fee.**
3. Page 48 section 13.5 Do you find a COI as an acceptable documentary evidence **The COI is an acceptable document.**
4. Page 57 section 1.1.1 states "Bids shall be submitted through the OPTFM electronic bid system." My understanding is to mail a binder 5 copies and a USB. **By law Mississippi provides that bids may be submitted electronically or by mail.**
5. Page 57 section 1.1.3 on states "...Unit prices shall be shown. Bid prices must be net." Please clarify as I thought we are only having to provide % off of list. **This section does not apply to this Request for Proposals.**
6. Page 67 Item Per Attachment F it displays the product categories list (Aerial, Pumper, Tanker, Rescue, Wildland, ARFF) with bulleted examples under those categories however under the % Discount offered it only shows a designated area to provide the percentage by the category and not by example.
 - a. Page 67 if the items are example would a command unit product be considered a Rescue product, or can we request an addition "Specialty" category where this could reside **We cannot add a category at this time. Please include this in the Rescue category.**
 - b. Page 67 Attachment F provides ARFF category products is a business unit within our Fire and Emergency division. Could these products be sold under this contract? Per our financial reporting ARFF falls under another TAX ID. **No but you could enter a second proposal for the ARFF vehicles. Our RFP does not require you to bid on all categories.**