

STATE OF WASHINGTON
DEPARTMENT OF ENTERPRISE SERVICES

INVITATION FOR BID – No. 05316

VEHICLE LIFTS AND GARAGE ASSOCIATED EQUIPMENT



INTRODUCTION

This Invitation for Bid (IFB) is a competitive procurement issued by the Washington Department of Enterprise Services (Enterprise Services) pursuant to RCW chapter 39.26. Enterprise Services intends to use the IFB to establish and award a Master Contract for Vehicle Lifts and Garage Associated Equipment along with a NASPO ValuePoint Master Agreement.

This IFB is divided into four (4) sections:

- [Section 1](#) provides a summary table of relevant deadlines for responding to the IFB and identifies contact information for the IFB Procurement Coordinator.
- [Section 2](#) provides important information about the procurement.
- [Section 3](#) identifies how to prepare and submit a bid for this IFB, including detailed instructions regarding what to submit and how to submit your bid.
- [Section 4](#) identifies how Enterprise Services will evaluate the bids.

In addition, this IFB includes the following Exhibits:

- [Exhibit A – Bidder Information](#): This exhibit identifies the information that bidders must provide to Enterprise Services to constitute a responsive bid.
- [Exhibit B – Good/Service Specifications](#): This exhibit outlines the required specifications for the good and/or service that is the subject of this IFB.
- [Exhibit C – Bid Price](#): This exhibit provides the pricing information that bidders will complete as part of their bid and the price evaluation tool that Enterprise Services will use to evaluate bids.
- [Exhibit D – Master Contract](#): This exhibit is the NASPO Master Agreement & WA State Master Contract that the successful bidder(s) will execute with Enterprise Services.
- [Exhibit E – Complaint, Debrief, & Protest Requirements](#): This exhibit details the applicable requirements to file a complaint, request a debrief conference, or file a protest regarding this IFB.
- [Exhibit F – Doing Business with the State of Washington](#): This exhibit provides information regarding contracting with the State of Washington.

NASPO VALUEPOINT INTENT TO PARTICIPATE RESPONSES. Multiple states have provided their Intent to Participate in this procurement by notifying NASPO ValuePoint of their interest through a formal Intent to Participate process. Those states, and their Intent to Participate responses, are included at the end of the embedded document, 05316c.docx in Exhibit D – Master Contract.

MASTER CONTRACTS. Enterprise Services has statewide responsibility to develop ‘master contracts’ for goods and services. A Master Contract is a contract for specific goods and/or services that is solicited and established by Enterprise Services on behalf of and for general use by specified ‘purchasers’ (see below). Typically, purchasers use our Master Contracts through a purchase order or similar document.

MASTER CONTRACT USERS – PURCHASERS. The resulting Master Contract from this IFB will be available for use by the following entities (“Purchasers”):

- **WASHINGTON STATE AGENCIES.** All Washington state agencies, departments, offices, divisions, boards, and commission; and any the following institutions of higher education in Washington: state universities, regional universities, state college, community colleges, and technical colleges.
- **MCUA PARTIES.** The Master Contract also may be utilized by any of the following types of entities that have executed a Master Contract Usage Agreement (MCUA) with Enterprise Services:
 - Political subdivisions (e.g., counties, cities, school districts, public utility districts);
 - Federal governmental agencies or entities;
 - Public-benefit nonprofit corporations (i.e., § 501(c) (3) nonprofit corporations that receive federal, state, or local funding); and
 - Federally-recognized Indian Tribes located in the State of Washington.
- **ORCPP.** The Master Contract also will be available for use by the [Oregon Cooperative Purchasing Program \(ORCPP\)](#) based on the contractor’s acceptance.

While use of the Master Contract is optional for political subdivisions and public benefit nonprofit corporations authorized by the MCUA and ORCPP, these entities’ use of the Master Contract can increase Master Contract use significantly.

All purchasers are subject to the same contract terms, conditions, and pricing as state agencies.

SECTION 1 – DEADLINES, QUESTIONS, AND WHERE TO SUBMIT YOUR BID

This section identifies important deadlines for this IFB and where to direct questions regarding the IFB.

Important dates: The following table identifies important dates for this IFB:

Item	Date
IFB Posting Date:	November 18 , 2016
Pre-Bid Conference:	November 28, 2016 at 10:00 AM- 12:00 PM Attend in Person Attend via Phone 1500 Jefferson Street SE 1-877-668-4493 Room 2331 Code: 929 275 624 Olympia, WA 98501
Question & Answer Period:	November 18, 2016 – October 31, 2016
Deadline for submitting Bids:	December 28, 2016-2 P.M. PST
Anticipated Announcement of Apparent Successful Bidder(s):	December 30, 2016/January 3, 2017 Pending approval by the NASPO ValuePoint Management Board
Anticipated Award of Master Contract(s):	January 6, 2016

The IFB (and award of the Master Contract) is subject to complaints, debriefs, and protests as explained in [Exhibit E – Complaint, Debrief & Protest Requirements](#), which may impact the dates set forth above.

Enterprise Services reserves the right to amend and modify this IFB. Only bidders who have properly registered and downloaded the original IFB directly via WEBS will receive notifications of amendments to this IFB, which bidders must download, and other correspondence pertinent to this procurement. To be awarded a Master Contract, bidders must be registered in WEBS. Visit <https://fortress.wa.gov/ga/webs> to register.

Questions: Questions or concerns regarding this IFB must be directed to the following Procurement Coordinator for the IFB:

IFB Procurement Coordinator	
Name:	Philip Saunders
Telephone:	360-407-7962
Email:	Philip.Saunders@des.wa.gov

Questions raised at the pre-bid conference and during the Q&A period will be answered and responses posted to WEBS.

SECTION 2 – INFORMATION ABOUT THE PROCUREMENT

This section describes the purpose of the IFB and provides information about this procurement, including the potential scope of the opportunity.

- 2.1. **PURPOSE OF THE PROCUREMENT – AWARD A MASTER CONTRACT.** The purpose of this IFB is to receive competitive bids and award a NASPO ValuePoint master agreement and WA State master contract for Vehicle Lifts and Garage Associated Equipment. Enterprise Services intends to

award to multiple contractor(s) in the following two (2) Categories: (1) Lifts and (2) Garage Associated Equipment.

- 2.2. **MASTER CONTRACT.** The form of the Master Contract that will be awarded as a result of this IFB is attached as [Exhibit D – Master Contract](#).
- 2.3. **CONTRACT TERM.** As set forth in the attached Master Contract for this IFB, the contract term is twenty-four (24) months with the option to extend the contracts for an additional 36 months. Bidders are to specify prices for the contract term. The Master Contract is subject to earlier termination.
- 2.4. **ESTIMATED SALES.** Annual total purchases could approximate \$6,000,000 from (user agency/all users under NASPO ValuePoint). Purchase potential from other purchasers is unknown. Although Enterprise Services does not represent or guarantee any minimum purchase from the Master Contract, prior purchases under a similar contract are set forth in the following chart:

Sales by Year	
Year	Sales
2006	430,240
2007	1,298,334
2008	2,410,460
2009	5,756,649
2010	4,822,296
2011	9,592,017
2012	8,282,184
2013	9,303,819
2014	4,514,180
2015	5,308,566
2016	3,590,837
Total	55,309,583

SECTION 3 – HOW TO PREPARE AND SUBMIT A BID FOR THIS IFB

This section identifies how to prepare and submit your bid to Enterprise Services for this IFB. In addition, bidders will need to review and follow the requirements included in [Exhibit A – Bidder Information](#), which identifies the information that bidders must provide to Enterprise Services to constitute a responsive bid. By responding to this IFB and submitting a bid, bidders acknowledge having read and understood the entire IFB and accept all information contained within this IFB.

- 3.1. **PRE-BID CONFERENCE.** Enterprise Services will host an IFB pre-bid conference at the time and location indicated in [Section 1](#) of this IFB. Attendance is not mandatory. Bidders, however, are encouraged to attend and participate. The purpose of the pre-bid conference is to clarify the IFB as needed and raise any issues or concerns that bidders may have. If interpretations, specifications, or other changes to the IFB are required as a result of the conference, the Procurement Coordinator will post an amendment to this IFB to WEBS. Assistance for disabled, blind, or hearing-impaired persons who wish to attend the pre-bid conference is available with prior arrangement by contacting the Procurement Coordinator.
- 3.2. **BID FORMAT.** Bids must be complete, legible, signed (in ink for hardcopy submittals and as specified for electronic submittals), and follow the instructions stated in [Exhibit A – Bidder Information](#).

- *Hard copy bids*: If submitting a bid in hardcopy, bidders are encouraged not to submit bids in three-ring binders, spiral bindings, or other non-recyclable presentation folders
- 3.3. **BIDDER COMMUNICATIONS REGARDING THIS IFB.** During the IFB process, all bidder communications regarding this IFB must be directed to the Procurement Coordinator for this IFB. See [Section 1](#) of this IFB. Bidders should rely only on this IFB and written amendments to the IFB issued by the Procurement Coordinator. In no event will oral communications regarding the IFB be binding.
- Bidders are encouraged to make any inquiry regarding the IFB as early in the process as possible to allow Enterprise Services to consider and, if warranted, respond to the inquiry. If a bidder does not notify Enterprise Services of an issue, exception, addition, or omission, Enterprise Services may consider the matter waived by the bidder for protest purposes.
 - If bidder inquiries result in changes to the IFB, written amendments will be issued and posted on WEBS.
 - Unauthorized contact regarding this IFB with other state employees involved with the IFB may result in bidder disqualification.
- 3.4. **PRICING.** Bid prices must include all cost components needed for the delivery of the goods and/or services as described in this IFB. See [Exhibit C – Bid Price](#). A bidder’s failure to identify all costs in a manner consistent with the instructions in this IFB is sufficient grounds for disqualification.
- **Inclusive Pricing:** Bidders must identify and include all cost elements in their pricing. In the event that bidder is awarded a Master Contract, the total price for the goods and/or services shall be bidder’s price as submitted. Except as provided in the Master Contract, there shall be no additional costs of any kind.
 - **Credit Cards (P-Cards):** In the event that bidder is awarded a Master Contract, the total price for the goods and/or services shall be the same regardless of whether purchasers make payment by cash, credit card, or electronic payment. Bidder shall bear, in full, any processing or surcharge fees associated with the use of credit cards or electronic payment.
 - **Vendor Management Fee:** The resulting Master Contract from this IFB will include a Vendor Management Fee as specified in the Master Contract attached as [Exhibit D – Master Contract](#).
 - **NASPO ValuePoint Management Fee:** The resulting Master Contract from this IFB will include a NASPO ValuePoint Management Fee: as specified in the Master Contract attached as [Exhibit D – Master Contract](#).
- 3.5. **BIDDER RESPONSIVENESS.** Bidders must submit complete bids. See [Exhibit A – Bidder Information](#). A bidder’s failure to do so may result in a bid being deemed non-responsive and disqualified. Enterprise Services reserves the right to determine a bidders’ compliance with the requirements specified in this IFB and to waive informalities in a bid. Informality is an immaterial variation from the exact requirements of the competitive IFB, having no effect or merely a minor or negligible effect on quality, quantity, or delivery of the supplies or performance of the services being procured, and the correction or waiver of which would not affect the relative standing of, or be otherwise prejudicial, to bidders.

3.6. **BID SUBMITTAL CHECKLIST – REQUIRED BID SUBMITTALS.** This section identifies the bid submittals that must be provided to Enterprise Services to constitute a responsive bid. The submittals may be delivered in hard copy as set forth below. Bids that do not include the submittals identified below may be rejected as nonresponsive. In addition, a bidder’s failure to complete any submittal as instructed may result in the bid being rejected. Bidders must identify each page of the submittals and any supplemental materials with the bidder’s name.

EXHIBIT A1 – BIDDER’S CERTIFICATION

This document is the Bidder’s Certification.

Complete the certification (insert name of bidder, date, and sign), attach to the bid along with any exceptions, and submit to Enterprise Services.

EXHIBIT A2 – BIDDER PROFILE

This document is required information for contract administration purposes.

Complete as instructed and submit with the bid to Enterprise Services.

EXHIBIT B - SPECIFICATIONS

Bidder will need to confirm that they meet or exceed the detailed specifications addressed in [Exhibit B – Specifications](#).

COPY OF AUTOMOTIVE LIFT INSTITUTE (ALI) CERTIFICATION (ALONG WITH ALI WEBSITE [HTTP://WWW.AUTOLIFT.ORG/](http://www.autolift.org/) SNAPSHOT OF CERTIFIED EQUIPMENT)

COPY OF FEDERAL TRANSIT AUTHORITY AND BUY AMERICA ATTESTATION

COPY OF MOST RECENT PROSPECTUS

COPY OF COURSE LITERATURE FOR CERTIFYING TECHNICIANS

MARKETING PLAN

Bidder will provide (as a separate attachment) a marketing plan to describe how to roll out this contract.

SERVICE CAPABILITY

Bidder will provide (as a separate attachment) a description of their overall service capabilities in the performance of this contract. Examples: ISO 9002 certification, Technical Assistance via phone, etc.

EXHIBIT C - PRICE WORKSHEET

Bidder will need to complete the price worksheet templates as instructed in [Exhibit C – Bid Price](#).

3.7. **SUBMITTING BIDS.** Your bid – either hard copy or electronic – must be delivered to the following:

Deliver Bids to:		
Hard copy:	<p><u>Mail your bid to the following:</u> Washington Department of Enterprise Services Contracts, Procurement, & Risk Management P.O. Box 41411 Olympia, WA 98501-1411</p>	<p><u>Deliver your bid to the following:</u> Washington Department of Enterprise Services Contracts, Procurement, & Risk Management 1500 Jefferson Street SE Olympia, WA 98501</p>

- Utilizing the United States Postal Services creates an additional 1 to 2 days of mail processing. Enterprise Services does not accept responsibility for late bids.

SECTION 4 – BID EVALUATION

This section identifies how Enterprise Service will evaluate IFB bids.

4.1. **OVERVIEW.** Enterprise Services will evaluate bids for this IFB as described below.

- Bidder responsiveness, specification, price factors and responsibility, will be evaluated based on the process described herein.
- Bidders whose bids are determined to be non-responsive will be rejected and will be notified of the reasons for this rejection.
- Enterprise Services reserves the right to: (1) Waive any informality; (2) Reject any or all bids, or portions thereof; (3) Accept any portion of the items bid unless the bidder stipulates all or nothing in their bid; (4) Cancel an IFB and re-solicit bids; and/or (5) Negotiate with the lowest responsive and responsible bidder to determine if that bid can be improved.
- Enterprise Services will use the following process and evaluation criteria for an award of a Master Contract:
 - **Step 1: Responsiveness.**
 - **Step 2: Specification Evaluation.**
 - **Step 3: Pricing Evaluation/Scoring Criteria.**
 - **Step 4: Responsibility Analysis.**

4.2. **RESPONSIVENESS (STEP 1).** Enterprise Services will review bids – on a pass/fail basis – to determine whether the bid is ‘responsive’ to this IFB. This means that Enterprise Services will review each bid to determine whether the bid is complete – i.e., does the bid include each of the required bid submittals, are the submittals complete, signed, legible. Enterprise Services reserves the right – in its sole discretion – to determine whether a bid is responsive.

4.3. **SPECIFICATIONS EVALUATION (STEP 2).** Enterprise Services will evaluate each bid to ensure that each bidder’s product or service meets the specifications. Enterprise Services reserves the right to request additional information or perform tests and measurements before selecting the

Apparent Successful Bidder (“ASB”). A bidder’s failure to provide requested information to Enterprise Services within ten (10) business days may result in disqualification.

- 4.4. **BID PRICING EVALUATION (STEP 3).** Enterprise Services will evaluate bid prices – to identify three (3) manufacturers – by reviewing and comparing the submitted percentage off MSRP discount for all lifts (one overall discount) as described in Exhibit C. Bidders within seven percent (7%) of the second highest percentage off MSRP bidder that meet FTA/Buy America (Exhibit B) also will be considered for award.

Example Top 3 Manufacturers
Company 1-50% off MSRP-Award
Company 2-40% off MSRP-Award
Company 3-39% off MSRP-Award
Example Manufacturer within 7 %
Company 6- 33% off MSRP (Meets FTA/Buy America)-Considered for Award
Example Manufacturer
Company 8-12% off MSRP-Non-successful bidder

- 4.5. **RESPONSIBILITY ANALYSIS (STEP 4).** For responsive bids, Enterprise Services will make reasonable inquiry to determine the responsibility of any bidder. Determination of responsibility will be made on a pass/fail basis.

- Financial Information: Enterprise Services may request financial statements, credit ratings, references, record of past performance, clarification of bidder’s offer, on-site inspection of bidder's or subcontractor's facilities, or other information as necessary. Failure to respond to these requests may result in a bid being rejected as non-responsive.
- References: Enterprise Services reserves the right to use references to confirm satisfactory customer service, performance, satisfaction with service/product, knowledge of products/service/industry and timeliness. Any negative or unsatisfactory reference can be reason for rejecting a bidder as non-responsible.

- 4.6. **ANNOUNCEMENT OF APPARENT SUCCESSFUL BIDDERS.** Enterprise Services will determine the Apparent Successful Bidders (“ASB”). The ASBs will be the responsive and responsible bidders that meet the IFB requirements and have the lowest price evaluation total as calculated using the tool set forth in [Exhibit C – Bid Price](#).

- Designation as an ASB does not imply that Enterprise Services will issue an award for a Master Contract to your firm. Rather, this designation allows Enterprise Services to perform further analysis and ask for additional documentation. The bidder must not construe this as an award, impending award, attempt to negotiate, etc. If a bidder acts or fails to act as a result of this notification, it does so at its own risk and expense.
- Upon announcement of the ASB, bidders may request a debrief conference as specified in [Exhibit E – Complaint, Debrief & Protest Requirements](#).

- 4.7. **AWARD OF MASTER CONTRACT.** Subject to protests, if any, Enterprise Services and the ASB will enter into a Master Contract for good and/or service as set forth in [Exhibit D – Master Contract](#).
- An award, in part or full, is made and a contract formed by signature of Enterprise Services and awarded bidder(s) on the Master Contract. Enterprise Services reserves the right to award on an all-or-nothing consolidated basis.
 - Enterprise Services reserves the right to award a contract for manufacture’s **entire lift catalog** as a whole or by category or item depending on whichever method results in the lowest overall cost to Purchasers. Separate awards will be considered only if the price offered is great enough to offset additional costs inherent to multiple contracts. Bidders are not required to bid on all categories included in the bid.
 - Enterprise Services reserves the right to award to Bidders based solely on meeting all IFB requirements and both FTA and Buy America compliance.
 - Following the award of the Master Contract, all bidders will receive a Notice of Award, usually through an email to the bidder’s email address provided in the bidder’s bid.
- 4.8. **BID INFORMATION AVAILABILITY.** Enterprise Services will post bid evaluations to the Enterprise Services’ website.
- 4.9. **ADDITIONAL AWARDS.** Enterprise Services reserves the right, during the resulting Master Contract term, to make additional Master Contract awards to responsive, responsible bidders who are not awarded a Master Contract. Such awards would be on the same or substantially similar terms and conditions and would be designed to address a Contractor vacancy (e.g., a contractor is terminated or goes out of business), respond to Purchaser needs, or be in the best interest of the State of Washington.

EXHIBIT A1 – BIDDER’S CERTIFICATION



EXHIBIT A2 – BIDDER’S PROFILE



EXHIBIT B – VEHICLE LIFTS AND GARAGE ASSOCIATED EQUIPMENT SPECIFICATIONS

Specifications: By submitting a bid, Bidders are agreeing that they comply with all specifications provided in this Exhibit.



Required Submittal: Bidders must complete the attached FTA and Buy America Attestation and return as part of their bid submittal. File should be titled **Company Name_FTA**



EXHIBIT C – BID PRICE

Pricing Offer: Bidder shall provide a comprehensive selection of products and pricing through established catalog/price list is for all established categories. Pricing for these items shall be based on a single fixed discount percent (%) from list price. There is no limit to the number of commodities or equipment offered under each category. **Percentage discount must remain firm for the full term of the contract.**

Bidder shall propose pricing for lifts that is equal to or better than best pricing offered to other State or Federal Government entities for the same product and service.

Bid pricing shall not include installation.

Shipping shall be added to Purchaser's invoice as a pass through fee only. Contractor shall provide actual shipping invoice to Purchaser, if requested.

Should Bidders want to offer Automotive Lift Institute (ALI) certified lifts that are not specifically called for on a lift bid category, add additional item(s) on the 2nd tab of the Price Work Sheet under "other recommended options" at the end of the price sheet for that category. All additional items must meet contract specifications, terms, and conditions. For each additional item, fully identify power, modifications, payload, option restrictions and added delivery time.

NOTE: Pricing provided on the Price Worksheet is to be rounded to the nearest whole cent.



Instructions

DO NOT ALTER THE PRICE SHEET IN ANY WAY. If discrepancies are found in the price sheet, alert the Procurement Coordinator (listed in Section 1) immediately.

Bidder shall provide all information requested in columns provided. Failure to provide such information may cause the bid to be deemed non-responsive and may be rejected.

Column C: Provide Manufacturer name

Column D: Provide Model Number

Column E: Provide Manufacturer's Suggested Retail Price (MSRP)

Column F: Provide Percentage Discount Off MSRP (one standard percentage on all lifts
Pricing for all items shall be based on a single fixed discount percent (%) form list price.

EXHIBIT D – MASTER CONTRACT

See attached Washington State Master Contract and NASPO ValuePoint Terms and Conditions for IFB No. 05316 – Vehicle Lifts and Garage Associated Equipment.

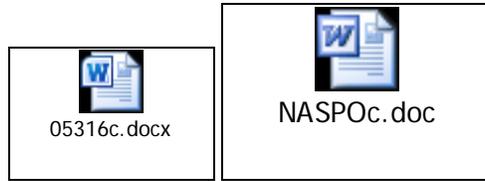


EXHIBIT E – COMPLAINT, DEBRIEF, & PROTEST REQUIREMENTS



EXHIBIT F— DOING BUSINESS WITH THE STATE OF WASHINGTON



<State of Oklahoma
Office of Management and Enterprise Services>

Courtesy Posting 05316

Vehicle Lifts and Garage Associated Equipment

The State of Oklahoma has issued an Intent to Participate in the NASPO Value Point competitive contract for **Vehicle Lifts and Garage Associated Equipment**. This procurement is being led by the State of Washington. Interested persons can view more information on the State of Washington's bid notification website at:

Washington Electronic Business Solution (WEBS)
<https://fortress.wa.gov/ga/webs/>

For More Information contact:
Phillip Saunders
Department of Enterprise Services
PO Box 41411
Olympia, Washington 98504
360.407.7262 - Phone
<mailto:phillip.saunders@des.wa.gov>

Get more information about NASPO Value Point at:

<http://www.naspovaluepoint.com/#/home/contracts>



State of Washington Contracts, Procurement, & Risk Management Division Department of Enterprise Services P.O. Box 41411 Olympia, WA 98504-1408	SOLICITATION AMENDMENT	
	Solicitation No.:	05316
	Amendment No.:	1
	Effective Date:	11/21/16

AMENDMENT NO. 1
TO
SOLICITATION No. 05316
 VEHICLE LIFTS AND GARAGE ASSOCIATED EQUIPMENT

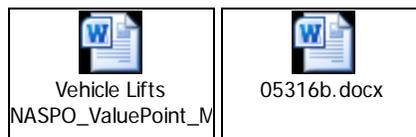
This Amendment to Solicitation No. 1 is effective immediately and is not required to be submitted with proposals. All other terms, conditions, and specifications remain unchanged.

P U R P O S E

THE PURPOSE of this amendment is to capture the following changes:

- Section 1 – Question & Answer Period is November 18, 2016-December 21, 2016.
- Section 2.4- Annual total purchases could approximate \$6,000,000 from (user agency/all users under NASPO ValuePoint). Purchase potential from other purchasers is unknown. Although Enterprise Services does not represent or guarantee any minimum purchase from the Master Contract, and no purchaser is committing otherwise to satisfy any requirements through either master contract/agreement, prior purchases under a similar contract are set forth in the following chart:
- NASPO ValuePoint Terms and Conditions are updated with the newest version.

The solicitation document has been updated and all changes are highlighted in yellow



Any communications regarding this amendment must be addressed to the Procurement Coordinator listed below.

Philip Saunders
 360-407-7962
 Philip.Saunders@des.wa.gov

State of Washington Contracts, Procurement, & Risk Management Division Department of Enterprise Services P.O. Box 41411 Olympia, WA 98504-1408	SOLICITATION AMENDMENT	
	Solicitation No.:	05316
	Amendment No.:	2
	Effective Date:	11/29/16

AMENDMENT NO. 1
TO
SOLICITATION No. 05316
 VEHICLE LIFTS AND GARAGE ASSOCIATED EQUIPMENT

This Amendment to Solicitation No. 2 is effective immediately and is not required to be submitted with proposals. All other terms, conditions, and specifications remain unchanged.

P U R P O S E

THE PURPOSE of this amendment is to capture the following changes:

- Section 1 – Call in is number and code 1-877-668-4493/923 118 007.

Any communications regarding this amendment must be addressed to the Procurement Coordinator listed below.

Philip Saunders
 360-407-7962
 Philip.Saunders@des.wa.gov

State of Washington Contracts, Procurement, & Risk Management Division Department of Enterprise Services P.O. Box 41411 Olympia, WA 98504-1408	SOLICITATION AMENDMENT	
	Solicitation No.:	05316
	Amendment No.:	3
	Effective Date:	12/6/16

AMENDMENT NO. 3
TO
SOLICITATION No. 05316
 VEHICLE LIFTS AND GARAGE ASSOCIATED EQUIPMENT

This Amendment to Solicitation No. 05316 is effective immediately and is **required** to be submitted with proposals. All other terms, conditions, and specifications remain unchanged.

P U R P O S E

THE PURPOSE of this amendment is to capture the following changes:

- Section 1- **Change** Anticipated Award of Master Contract(s) to 2017.
- Section 2.1- **Change** Vehicle Lifts
- Section 4.6- **Change** highest percentage discount.
- Section 4.7- **Add** Gargage Related Equipment
- Section 4.9- WA State Only unless agreed to in State Participating Addendums
- Exhibit A2 Purchase Cards-**Add** Payments may be made via a State or political subdivision any card fees must be processing charged as a separate line item not to exceed 3%
- Exhibit A2 Cost Component Breakdown- **Add** Steel
- Exhibit B Specifications Section 1- **Change** F.O.B. destination, freight pre-paid
- Exhibit B Specifications Section 1.4- **Change** F.O.B. destination, freight pre-paid
- Exhibit B Specifications Section 1.6- **Change** 72 Hours
- Exhibit B Specifications- **Remove** Section 1.9
- Exhibit B Specifications Section 2- **Change** F.O.B. destination, freight pre-paid
- Exhibit B Specifications Section 2.3- **Change** 72 Hours
- Exhibit B Specifications Section 4- **Change** Lift to order and built to order
- Exhibit C Bid Price- **Remove** Bidder shall propose pricing for lifts that is equal to or better than best pricing offered to other State or Federal Government entities for the same product and service.
- Exhibit C Price Sheet- **Remove** Automotive Lifts
- Exhibit C Price Sheet- **Change** One Combined Category- Vehilce Lifts
- Exhibit C Price Sheet-**Add** Multi-Post Runway (12K, 18K, 70K), Drive on Parallelgoram (70-75K), Scissors (10K, 14K, 25K), Moveable Wheel Engaging (26K Pair), In Ground (side to side entry) (12K)
- Exhibit C Price Sheet- **Remove** Frame to Variance to Meet Requirement
- Exhibit C Price Sheet- **Add** Column H Meets Buy America/FTA (Y/N)
- Exhibit D Specifications Section 6.2 (b)- **Change** F.O.B. destination, freight pre-paid

The solicitation document has been updated and all changes are highlighted in yellow



Any communications regarding this amendment must be addressed to the Procurement Coordinator listed below.

Philip Saunders
360-407-7962
Philip.Saunders@des.wa.gov



Solicitation Notification for Sales Department

1. **Solicitation #:** 05316
2. **Solicitation Issue Date:** 12/14/2016

3. **Brief Description:** Vehicle Lifts and Garage Associated Equipment
4. **Use the number listed above to get the bid and amendments:** 1, 2 & 3, Q & A (003) AND (004)
5. **This is a NASPO Valuepoint Solicitation with the State of Washington as Lead State.**
6. **All bidders will need to respond to the State of Washing by closing date listed.**
7. **Instructions and contact information is enclosed**

Details for this solicitation are located and can be downloaded from the OMES website at:

<https://www.ok.gov/dcs/solicit/app/solicitationSearch.php>
(<https://www.ok.gov/dcs/solicit/app/solicitationSearch.php>)

8. **Response Due Date*:** 12/28/2016 **Time:** 2:00 PM PST

* Amendments to solicitation may change the Response Due Date

9. **Contracting Officer:**

Name: Theresa Johnson

Phone: (405) 521-2289

Email: theresa.johnson@omes.ok.gov

Question & Answer Invitation for Bid #05316

05316 - Vehicle Lifts and Garage Associated Equipment

This document is posted to capture the questions received during the question & answer period for IFB-05316 Vehicle Lifts and Garage Associated Equipment.

Question	Response	Did this change the solicitation?
<p>When customer using the purchasing card to pay, is the 3% charge a separate line item or do we include this in the pricing per lift? BendPaK Ranger</p>	<p>See Section 3.4 and Exhibit A2-Purchase Cards</p>	
<p>Also, we ask that variable percentage discounts be allowed for products so the buyers could have the deepest discount available for any particular product rather than being limited to the lowest common discount percentage of all products. Again, we ask that you at least consider allowing an alternate of variable discounts to assess its advantages. Snap-On</p>	<p>See Exhibit C Bid Price-. Pricing for these items shall be based on a single fixed discount percent (%) from list price in Vehicle Lifts and a separate single fixed discount percent (%) from list price in Garage Associated Equipment.</p>	
<p>We ask that you consider replacing the 5 year firm-fixed pricing with annual pricing or at least considering an alternate of annual pricing to assess its advantages. Snap-On</p>	<p>See Exhibit C- Percentage discount must remain firm for the full term of the contract. Pricing increases will be considered on the annual award date of the contract.</p>	
<p>How many vendors will be considered for an award? VSG</p>	<p>See Section 3.4</p>	
<p>How will shipping and handling be captured? Page 5 of IFB, 3.4 states that the bid prices must include all cost components needed for the delivery of the goods. However, page 13 states that shipping shall be added to Purchaser's invoice as a pass through fee only. Contractor shall provide actual shipping invoice to Purchaser, if requested. Need clarification. VSG</p>	<p>See Exhibit B Section 1-FOB Destination freight free-paid.</p>	

<p>Clarify that installation price will only be required upon request of customer and provided as a quote VSG</p>	<p>See Exhibit C- Bid pricing shall not include installation</p>	
<p>The bid states that awarded contractors will be subject to a third party safety audit at their expense, does that mean a factory audit, product audit, or installation audit (lifts are already third party tested)? VSG</p>	<p>See Amendment 3 (Removed 1.9)</p>	
<p>Exhibit B of the specifications refers to online catalog and electronic ordering system, is this something we will host or will this be hosted by the SciQuest Supplier Network that is required in the Master Terms and Conditions? e. Supplier Network Requirements: Contractor shall join the SciQuest Supplier Network (SQSN) and shall use the SciQuest's Supplier Portal to import the Contractor's catalog and pricing, into the SciQuest system, and view reports on catalog spend and product/pricing freshness. The Contractor can receive orders through electronic delivery (cXML) or through low-tech options such as fax. More information about the SQSN can be found at: www.sciquest.com or call the SciQuest Supplier Network Services team at 800-233-1121. VSG</p>	<p>NASPO ValuePoint will host SciQuest.</p>	
<p>Will awards be granted within a category based upon a basket of goods or by line item? VSG</p>	<p>See Section 4.4 and Exhibit C Pricing Offer</p>	
<p>Can there be different percentage discounts between categories? (i.e. category of lifts being a different discount than garage related equipment)? VSG</p>	<p>See Exhibit C Bid Price- Pricing for these items shall be based on a single fixed discount percent (%) from list price in Vehicle Lifts and a separate single fixed discount percent (%) from list price in Garage Associated Equipment</p>	
<p>Can prices change within the five years as long as discount percentage is constant? VSG</p>	<p>Pricing increases will be considered on the annual award date of the contract.</p>	

Questions and Answers IFB-05316
Vehicle Lifts and Garage Associated Equipment

No questions or responses included in this document require any change to the solicitation document, due to Amendment 3 to IFB 05316 covering all questions. This document stands alone.

Any additional questions regarding this solicitation must be directed to the Procurement Coordinator listed below.

Philip Saunders
360-407-7962
Philip.Saunders@des.wa.gov

Question & Answer Invitation for Bid #05316

05316 - Vehicle Lifts and Garage Associated Equipment

This document is posted to capture the questions received during the question & answer period for IFB-05316 Vehicle Lifts and Garage Associated Equipment.

Question	Response	Did this change the solicitation?
<p>1. Clarify which of the three ICC freight terms will apply. ICC is the Interstate Commerce Commission that deals with interstate freight issues.</p> <p>a. FOB delivered</p> <p>b. FOB delivered prepaid & add (a separate line item for freight added to invoices)</p> <p>c. FOB point of origin (Buyer assumes risk of freight damage)</p> <p>Please acknowledge that FOB means a truck will arrive at a customer's dock and the agency/customer has responsibility to unload the truck. Mohawk</p>		
<p>2. Please acknowledge that the scoring matrix has no points for product longevity, quality, warranties or lack of maintenance parts needed. Therefore is price the criteria of a fully completed bid? Mohawk</p>		
<p>3. Please verify that Wa. Master Contract section 6.1 item bullet #4 lead time is impossible to list because built to order (BTO) lifts having different lengths, capacities, options plus a manufacturers ever changing lead time. Will the stock availability section be removed? Mohawk</p>		
<p>4. Of the Wa. Master Contract, section 9.4 diversity. Can steel purchases from a federally certified SVDDBE (Service Veteran Disabled Business Enterprise) be counted toward a bidder's diversity? Mohawk</p>		
<p>5. Of exhibit D section 7, vendors are required to fill out a UNSPSC 8 digit code. Please verify vehicle lift's code is 24101661 as listed on the www.unspsc.org website. Through the same website wheel balancing equipment is identified as 25191701 & wheel alignment is 25191702. Please verify. Mohawk</p>		

<p>6. NASPO ValuePoint exhibit D item 14b says all deliveries will be “inside deliveries” and building damage, scratches to a freight elevator walls, etc. will be responsibility of the Contractor. Will this verbiage be removed? Mohawk</p>		
<p>7. NASPO/ValuePoint exhibit D mentions the Contractor having visibility in the eMarket Center (section 9 and eMarket Center Appendix). Please verify with NASPOs Kate Offerdahl that this contract is not part of the eMarket Center (as Kate has stated many times). Mohawk</p>		
<p>8. Please verify that exhibit B, page 2, section 1.9 will be removed as all certified lift manufacturers are subject to quarterly surprise inspections by the testing labs to verify compliance with ALI certification. Mohawk</p>		
<p>9. Exhibit A2 (Bidder’s Profile) page 5 cost component breakdown. Given different lift brands when one brand of a certain capacity has twice the weight of another brand of the same rated capacity, will raw steel costs be added as discussed at the pre-bid? Will this chart of cost component be removed as its figures will vary greatly on a model by model basis across all manufacturers? Mohawk</p>		
<p>10. For Ted Fosket & NASPO, exhibit D, page 6 item 7D. As stated at the pre-bid, some vendors are already in touch with all states. Does Wa want a current list of who we have been in touch with? Alternately, please consider removing this section. Mohawk</p>		
<p>11. For Ted Fosket Exhibit D, page 8 item 11 regarding freight needs clarification once question #1 above has been answered by the state. The same applies to the IFB overview Exhibit C-Bid Price, which references shipping as a “pass through fee only.” Mohawk</p>		
<p>12. Exhibit D page 20 item 35B refers to this procurement as an RFP (which the current contract is). Please decide IFB vs. RFP. Mohawk</p>		
<p>13. If the category title of Exhibit C Industrial Lifts vs. Automotive Lifts is going to be eliminated, how will the state deal with the one lift rated capacity (i.e. 10,000 lb. 2 post as the most common lift in the industry) when some brands will cost \$2,000, some \$4,000 and some \$6,000? Attached is a letter from the US Naval Facilities Engineering Command (NAVFAC) as a reason this contract had 2 categories of lifts. Mohawk</p>		

Questions and Answers IFB-05316
Vehicle Lifts and Garage Associated Equipment

14.WA IFB page 5 section 4 (pricing) bullet #2 of credit card fees to be absorbed by vendor. This contradicts previous answer from the state. Can a vendor who accepts a card with a 3 % processing fee recover these fees? Mohawk		
Is it possible to reconsider and have additional 4 Post Heavy Duty Lift? BendPak Ranger		

No questions or responses included in this document require any change to the solicitation document, due to Amendment 3 to IFB 05316 covering all questions. This document stands alone.

Any additional questions regarding this solicitation must be directed to the Procurement Coordinator listed below.

Philip Saunders
360-407-7962
Philip.Saunders@des.wa.gov

Question & Answer Invitation for Bid #05316

05316 - Vehicle Lifts and Garage Associated Equipment

This document is posted to capture the questions received during the question & answer period for IFB-05316 Vehicle Lifts and Garage Associated Equipment.

Question	Response	Did this change the solicitation?
<p>1. Clarify which of the three ICC freight terms will apply. ICC is the Interstate Commerce Commission that deals with interstate freight issues.</p> <p>a. FOB delivered</p> <p>b. FOB delivered prepaid & add (a separate line item for freight added to invoices)</p> <p>c. FOB point of origin (Buyer assumes risk of freight damage)</p> <p>Please acknowledge that FOB means a truck will arrive at a customer's dock and the agency/customer has responsibility to unload the truck. Mohawk</p>	<p>See Amendment 3</p>	
<p>2. Please acknowledge that the scoring matrix has no points for product longevity, quality, warranties or lack of maintenance parts needed. Therefore is price the criteria of a fully completed bid? Mohawk</p>	<p>See Amendment 3</p>	
<p>3. Please verify that Wa. Master Contract section 6.1 item bullet #4 lead time is impossible to list because built to order (BTO) lifts having different lengths, capacities, options plus a manufacturers ever changing lead time. Will the stock availability section be removed? Mohawk</p>	<p>See Amendment 3</p>	
<p>4. Of the Wa. Master Contract, section 9.4 diversity. Can steel purchases from a federally certified SVDBE (Service Veteran Disabled Business Enterprise) be counted toward a bidder's diversity? Mohawk</p>	<p>No. Diversity qualifications are different per State.</p>	
<p>5. Of exhibit D section 7, vendors are required to fill out a UNSPSC 8 digit code. Please verify vehicle lift's code is 24101661 as listed on the www.unspsc.org website. Through the same website wheel balancing equipment is identified as 25191701 & wheel alignment is 25191702. Please verify. Mohawk</p>	<p>The UNSPSC codes listed are correct.</p>	
<p>6. NASPO ValuePoint exhibit D item 14b says all deliveries will be "inside deliveries" and building damage, scratches to a freight elevator walls, etc. will be responsibility of the Contractor. Will this verbiage be removed? Mohawk</p>	<p>Will not be removed.</p>	
<p>7. NASPO/ValuePoint exhibit D mentions the Contractor having visibility in the eMarket Center (section 9 and eMarket Center Appendix). Please verify with NASPOs Kate Offerdahl that this contract is not part of the eMarket Center (as Kate has stated many times). Mohawk</p>	<p>See updated NASPO ValuePoint Terms and Conditions</p>	

<p>8. Please verify that exhibit B, page 2, section 1.9 will be removed as all certified lift manufacturers are subject to quarterly surprise inspections by the testing labs to verify compliance with ALI certification. Mohawk</p>	<p>See Amendment 3</p>	
<p>9. Exhibit A2 (Bidder's Profile) page 5 cost component breakdown. Given different lift brands when one brand of a certain capacity has twice the weight of another brand of the same rated capacity, will raw steel costs be added as discussed at the pre-bid? Will this chart of cost component be removed as its figures will vary greatly on a model by model basis across all manufacturers? Mohawk</p>	<p>This is a snapshot only and does not need to specify each lift. A basic breakdown is needed only.</p>	
<p>10. For Ted Fosket & NASPO, exhibit D, page 6 item 7D. As stated at the pre-bid, some vendors are already in touch with all states. Does Wa want a current list of who we have been in touch with? Alternately, please consider removing this section. Mohawk</p>	<p>Quarterly Report from Vendors PA Reports after award and no current list needed at this point. Not removing section</p>	
<p>11. For Ted Fosket Exhibit D, page 8 item 11 regarding freight needs clarification once question #1 above has been answered by the state. The same applies to the IFB overview Exhibit C-Bid Price, which references shipping as a "pass through fee only." Mohawk</p>	<p>See Amendment 3</p>	
<p>12. Exhibit D page 20 item 35B refers to this procurement as an RFP (which the current contract is). Please decide IFB vs. RFP. Mohawk</p>	<p>Changed-IFB</p>	
<p>13. If the category title of Exhibit C Industrial Lifts vs. Automotive Lifts is going to be eliminated, how will the state deal with the one lift rated capacity (i.e. 10,000 lb. 2 post as the most common lift in the industry) when some brands will cost \$2,000, some \$4,000 and some \$6,000? Attached is a letter from the US Naval Facilities Engineering Command (NAVFAC) as a reason this contract had 2 categories of lifts. Mohawk</p>	<p>Lifts in categories will remain the same.</p>	
<p>14. WA IFB page 5 section 4 (pricing) bullet #2 of credit card fees to be absorbed by vendor. This contradicts previous answer from the state. Can a vendor who accepts a card with a 3 % processing fee recover these fees? Mohawk</p>	<p>See Amendment #3</p>	
<p>15. Is it possible to reconsider and have additional 4 Post Heavy Duty Lift? BendPak Ranger</p>	<p>No additional lifts will be added.</p>	

<p>16. Since Award is based on a combination of factors including Net Price and Discount off list price, which would be the preference should one bidder quote a lift at \$10,000 with a 50% discount (\$5,000. net) and another quotes a competitive lift at \$7,000. but with a lesser discount of 30% (\$4,900. net)? Hennessey</p>	<p>See Section 4.4 See Exhibit C</p>	
<p>17. We understand a manufacturer requested the addition of a third mobile column lift with lower capacity be added and this was accepted. We request that an 88,000 lbs. and a 99,000 lbs capacity scissor and parallelogram lifts be added. Exhibit B, para 5, states these can be added, but we cannot find the section ' other recommended options' at the end of the price sheets. Please advise. Hennessey</p>	<p>No additional lifts will be added.</p>	
<p>18. Understand the distinction between 'Automotive' and 'Commercial' has been dropped. Doesn't combining these categories cause potential for confusion? As an example, within the industry, pricing and discounting differ (sometimes significantly) and isn't a supplier who specializes in one category (not both) potentially placed at a severe disadvantage? Hennessey</p>	<p>Lifts in categories will remain the same.</p>	
<p>19. Buy America Act: it is our understanding this Act is specific to Transit Agencies receiving FTA funding for purchases over \$100,000. If so, couldn't an Award be granted to a supplier who may do virtually no business with Transits, but yet declares its products as 'Made in America'? Hennessey</p>	<p>See 4.7 Bullet #3</p>	
<p>20. There are many competitors competing in this IFB. Some have product pricing and quality which will likely be quite 'competitive'. Other offers may be at a fraction of the price which would most likely reflect on the quality of the specific product being offered. If price is the primary purchase driver then the lowest price and likely the lowest quality would prevail. Personally, I wouldn't think this is what State organizations really want. May I have the benefit of your thoughts? Hennessey</p>	<p>See Section 4.4 See Exhibit C</p>	
<p>21. Ref: Service and Installations. Our US Service network (Approx 150+ Service outlets and 350+ techs) doesn't lay out cleanly by state. In some States we may have several Service outlets and these often overlap with other States. We request utilizing our web based Service locator? We feel this is preferable since the customer simply fills in the zip code and local Service information is immediately displayed? Hennessey</p>	<p>See Exhibit C.</p>	

Questions and Answers IFB-05316
 Vehicle Lifts and Garage Associated Equipment

<p>22. Last week I had sent in some other questions yet not all were answered by amendment #3. Were these questions received? Mohawk</p>	<p>Questions received 12/7/16 and 12/12/16 all addressed above.</p>	
<p>23. The current contract & amendment reads "FOB destination", yet for agencies in Alaska, the freight is fully paid to the port of Seattle & the buying agency pays the additional costs of ocean freight. This is the same for Hawaii FOB Destination/delivered to Port of Long Beach, Ca. QUESTION: Is the new contract still FOB destination to the ports of Seattle or Longbeach with the ocean freight costs being added to the contract price? (We sold some lifts on the west coast of Alaska north of Nome & the town of Kotzebue likely paid LOTS in ocean freight charges. Again, on behalf of the industry, FOB Destination CONUS (Continental US) is the norm for all MAS contracts. Mohawk</p>	<p>FOB Destination Prepaid</p>	
<p>24. There are 2 lists vendors are required to fill out. One is titled Service & Installation locations Other is titled Manufacturer Certified Technicians From a lift industry standpoint most potential vendors will have the same names on each of these two required lists. Therefore; Question; Can they be combined? Mohawk</p>	<p>No, provide both.</p>	
<p>25. Clarifying question; Does the state want the MSRP (Manufacturers Suggested Retail Price—aka LIST price) in hard paper copy or an EXCEL & PDF on the thumb drive submission?</p>	<p>PDF on thumb and it should be listed in excel on price sheet IFB-See 3.7</p>	
<p>26. When I submit the bid can I submit the list of service and installation locations on a separate sheet instead of retyping all of the information on Exhibit A2 Bidder Profile? VSG</p>	<p>All information will be provided where applicable. If not enough room an additional sheet is permitted.</p>	
<p>27. Will vertical rise lifts, such as the Stertil-Koni SKY Lift, be allowed in the parallelogram lift section? ALI lists them in the scissor category. VSG</p>	<p>All ALI Certified lifts</p>	
<p>28. Section 7.1 – (2) 15k capacity categories are listed. Is that correct?VSG</p>	<p>Corrected to one (1) 15K</p>	

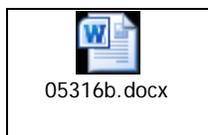
<p>29. In-ground Lifts – 7.0 and 7.1 – Does “entry” mean the location of the lifting mechanisms relative to the vehicle? (i.e. front to rear and side to side) A side to side lift would be lifting the vehicle with a mechanism from the sides of the vehicle.VSG</p>	<p>See Exhibit C</p>																	
<p>30. Garage Associated Equipment – There are sections for Light Duty and Heavy Duty products for each item – Tire Changers, Wheel Balancers, Lathes. What defines heavy duty vs light duty? VSG</p>	<p>As defined by ALI</p>																	
<p>31. Garage Associated Equipment – item 2: 175lbs passenger car wheel is extremely heavy and is typically a heavy truck tire. This seems like an equipment manufacturer spec. Mounted tire assemblies for passenger cars rarely go over 100 lbs. As a point of reference, a steel wheel for a semi-truck typically weights about 80lbs and the tire weighs around 100 lbs. VSG</p>	<p>This is not a question and is a comment by VSG.</p>																	
<p>32. Exhibit A2 – Bidders Profile/Purchase Cards: Please verify if purchase card fees can be added to the invoice. On Page 5 it states that any card fees can be processed as a separate line item. In contrast, on page 5 of the Invitation it states that the bidder (here we presume is the vendor) shall bear in full any processing or surcharge fees associated with the use of credit cards or electronic payments.</p>	<p>See Amendment 3.</p>																	
<p>33. Exhibit A2 – Cost Component Breakdown: Please confirm that a single cost component breakdown -- representative for all our products on our price list -- will be acceptable. In sum, the table below, once finalized, would be submitted as opposed to a table for each item on our price list.</p> <table border="1" data-bbox="332 1396 784 1860"> <thead> <tr> <th>Activity</th> <th>Percentage Breakdown</th> </tr> </thead> <tbody> <tr> <td>Labor</td> <td>20%</td> </tr> <tr> <td>Delivery</td> <td>5%</td> </tr> <tr> <td>Insurance</td> <td>3%</td> </tr> <tr> <td>Overhead</td> <td>4%</td> </tr> <tr> <td>Steel</td> <td>9%</td> </tr> <tr> <td>Vehicle Lifts</td> <td>59%</td> </tr> <tr> <td>Total</td> <td>100%</td> </tr> </tbody> </table>	Activity	Percentage Breakdown	Labor	20%	Delivery	5%	Insurance	3%	Overhead	4%	Steel	9%	Vehicle Lifts	59%	Total	100%	<p>This is a snapshot only and does not need to specify each lift. A basic breakdown is needed only.</p>	
Activity	Percentage Breakdown																	
Labor	20%																	
Delivery	5%																	
Insurance	3%																	
Overhead	4%																	
Steel	9%																	
Vehicle Lifts	59%																	
Total	100%																	

<p>34. Exhibit B – Specifications: A bit of clarification please on freight charges and specifically <u>FOB Destination Prepaid</u> as listed on page 1. I know we had discussed “FOB destination pre-paid and added”, in which case from our understanding the freight would be a separate line item agreed upon between the vendor and your customer. At the same time, the fifth question on the Q&A notes “FOB Destination free-paid”. Please advise if this a new term or a typo.</p>	<p>This is a typo and should be FOB Destination prepaid</p>																						
<p>35. Exhibit C – Price Sheet: It is significant for the benefit of the industry that you please consider the addition of a 130,000 lb. capacity Multi-Post Runway. Increasingly more and more public works facilities in the U.S. and Canada are using heavy capacity trucks and heavy duty vehicles including refuse trucks, sewer trucks, oil rigs as well as other applications. Stertil-Koni strongly recommends that this higher capacity lift be included in the overall offering to NASPO Customers.</p>	<p>No additional lifts will be added.</p>																						
<p>36. Apparent Successful Bidder Criteria Page 8: Can you please clarify the evaluation for the bid pricing? We know that percent discount off MSRP is important and must be consistent across the category. At the same time, your customer will benefit from the lowest product price. So, hypothetically a vendor could have a very high MSRP and the highest discount but still deliver a product that is more expensive than others. So, is the bottom line price or highest percentage discount off MSRP the key? Please see table below.</p> <table border="1" data-bbox="302 1283 784 1713"> <thead> <tr> <th></th> <th>Vendor “A”</th> <th>Vendor “B”</th> </tr> </thead> <tbody> <tr> <td>MSRP</td> <td>\$80,000</td> <td>\$60,000</td> </tr> <tr> <td>Discount</td> <td>40%</td> <td>30%</td> </tr> <tr> <td>Discount Amt.</td> <td>\$32,000</td> <td>\$18,000</td> </tr> <tr> <td>Price to Customer</td> <td>\$48,000*</td> <td>\$42,000**</td> </tr> <tr> <td colspan="3">* = Highest Discount</td> </tr> <tr> <td colspan="3">** = Lowest Price</td> </tr> </tbody> </table>		Vendor “A”	Vendor “B”	MSRP	\$80,000	\$60,000	Discount	40%	30%	Discount Amt.	\$32,000	\$18,000	Price to Customer	\$48,000*	\$42,000**	* = Highest Discount			** = Lowest Price			<p>See Section 4.4 See Exhibit C</p>	
	Vendor “A”	Vendor “B”																					
MSRP	\$80,000	\$60,000																					
Discount	40%	30%																					
Discount Amt.	\$32,000	\$18,000																					
Price to Customer	\$48,000*	\$42,000**																					
* = Highest Discount																							
** = Lowest Price																							

Questions and Answers IFB-05316
 Vehicle Lifts and Garage Associated Equipment

<p>37. Course Literature: We have extensive course literature for the technicians. To streamline the paper copy submittal, our plan is to show the 1st page of each document in hard copy and the entire course will be available on the on the zip drive we supply with the IFB. Please advise if that works for your team.</p>	<p>See Section 3.6 of IFB 05316.</p>	
<p>38. In line with Amendment 3, are you planning to issue another "Exhibit C" with the changes; or are we supposed to edit the previous one ourselves. (which was not allowed before)?Hennessy</p>	<p>See Exhibit C</p>	
<p>39. Since Award is based on a combination of factors including Net Price and Discount off list price, which would be the preference should one bidder quote a lift at \$10,000 with a 50% discount (\$5,000. net) and another quotes a competitive lift at \$7,000. but with a lesser discount of 30% (\$4,900. net)? Hennessy</p>	<p>See Section 4.4 See Exhibit C</p>	

Questions or responses included in this document required change to the solicitation document, due to new questions being presented after Amendment #3 IFB 05316. The solicitation document has been updated and all changes are highlighted in yellow



Any additional questions regarding this solicitation must be directed to the Procurement Coordinator listed below.

Philip Saunders
 360-407-7962
 Philip.Saunders@des.wa.gov