

EQUIPMENT RENTAL SERVICES

PRE-BID CONFERENCE CALL

APRIL 30, 2019

(2 pages)

Q1 Of the 50 states, do bidders have to say before the end of the bid, the states that they will participate in?

A Tim Hay (NASPO) provided a broad overview of the process. Handful of states are required (by their own statutes) to state their participation in a cooperative type of RFP; NASPO does outreach in the following steps

- Confidential RFP is sent to states before release for intent to participate
- Second notice to CPOs when RFP is posted
- NASPO has a subscription service as well

Some states can choose to participate after award is made
NASPO announces the contract award and businesses can then use that award in their marketing.

Q2 Will this be a multiple award or a single award by region?

A VT believes there will be multiple awards.

Q3 Page 5, section 2.2 gives detailed requirements, are we looking for a calendar month rate?

A Yes, that is correct. Tim added that if we missed the mark to please address in the form of a formal question during the Q&A period.

Q4 The state of Minnesota (MN) is listed twice in the Rental Zone Table, Zone 5 and Zone 10.

A VT will review and issue a correction. Additionally, please refer to color coded map (20.5) for Zone/State relationships.

Q5 Is the pricing – day/week/month – supposed to include freight or delivery?

A Yes it is.
** seems to be a discrepancy with Section 16.1 This was discussed several times and by several different vendors during the call – all sharing concern that delivery (freight) is a large component of pricing structure.

Two vendors requested that delivery charges not be included in the rental rates. It could be very concerning and inflate costs without knowing the delivery area, etc.

It was also noted during the call that the pricing spreadsheet does have columns for delivery charges, normal and emergency responses, etc.

Q6 Does the pricing tab allow vendors to add additional items?

A Yes, that is the purpose of Tab-E (Additional Offerings). The core items will be used for evaluation and award selections, the additional items may also be used for award.

Q7 When we add equipment can we add related/ancillary services?

A RFP was intended to be equipment only. Tim asked for an example of Services and vendor said "equipment training." We requested that vendor(s) submit question during Q&A period.

Q8 Is there any limit to the line-items we can submit for additional items?

A Vendor could submit links to their website for other items. Tim stated that we recognized there are so many types of equipment and were looking to do evaluations and awards on a core group of items.

Q9 How does the RFP accommodate labor charges related to the equipment rental? For example, set-up of a sewer bypass project?

A We intended this to be equipment rental only RFP but didn't realize labor charges may be a factor in certain situations. Requested vendor submit question during formal Q&A period.