

Question & Answer # 1

Illumination Traffic Signal, Intelligent Transportation Systems, Equipment & Parts - 29023

This document is posted to capture the questions received during the question & answer period for 29023 – Illumination Traffic Signal, Intelligent Transportation Systems, Equipment & Parts. This document is the official response to the questions received as of 10/30/2024.

Questions or responses included in this document require changes to the solicitation documents. The solicitation has been updated as defined in Amendment #1

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

Jaime Bacon
DESContractsTeamCedar@des.wa.gov

Question #	Question	Response	Did this change the solicitation?
1.	<p>It was not clear for us whether we can also submit a bit for <u>traffic signal management and control software</u> as it seemed like the entire request list was for hardware devices. If the answer is YES and traffic signal management and control software is also requested as part of the bid, kindly let me know under which of the category numbers (mentioned in page 1-3 of the Invitation Documents) should we designate our product.</p>	<p>No.</p> <p>The solicitation is for hardware only, except for software specific to that hardware. Software without associated hardware must be addressed through separate means and does not meet the scope of this Solicitation.</p>	No

2.	<p>I noticed the solicitation # 29023 posted today which had an array of solution offerings listed. I was curious as to the process for getting our company added to the list of manufacturers?</p> <p>We manufacture an array of solutions that fit various categories listed within this solicitation (to name a few: flashing beacons, RRFB, School zone flashers, etc.).</p> <p>I will continue to browse the documents as I am sure it may list it somewhere on there but I was wondering if you might be able to point me in the right direction.</p>	<p>Bidders may include additional manufacturers and corresponding percentage discounts appropriate to the scope of this Competitive Solicitation in <i>Exhibit C – Bid Price</i>.</p> <p>Updating <i>Exhibit C – Bid Price</i> to include expansion of instructions and option to include any recommended manufacturers.</p> <p>Enterprise Services will evaluate each bid to ensure that each bidder's good and/or services meet the specifications and/or performance requirements set forth in <i>Exhibit B – Technical & Performance Requirements</i>.</p>	Yes
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3.	<p>This opportunity includes Category 17 – Generators/Parts. At Power Plus we service and repair generators in the field, supply specific parts to generators and also lease equipment to support generators when they are down in an emergency or for planned service. The generator space is a very broad one in regards to purchasing a generator or servicing a generator. There are many manufacturers and specific project specifications often direct a supplier to a few specific manufacturers who can meet the needs. Likewise, service on generators and repair are also variable from various manufacturers, accessibility to the generator, and whether parts may be cross referenced from OEM to comparable alternatives.</p> <p>I would like to submit a bid to your opportunity, but I need some coaching as to how to proceed with information specific to your needs for this opportunity. Are you able to help me with this or refer me to another associate with good visibility on the need? The short slide deck that is attached</p>	<p>Category 17 covers replacement parts specifically for existing generator systems already in use. Bidders are permitted to submit proposals for any generator parts under this category.</p> <p>Updating Competitive Solicitation and Exhibit C – Bid Price to reflect clarification of Category 17.</p>	Yes
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	demonstrates at a 30,000' level some of the scopes for which we are familiar with.		
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4.	<p>1) Kar-Gor is listed as a Manufacturer on the current contract but is missing from the Manufacturer list for Competitive Solicitation No. 29023. Why are we missing and how do we get put back on the list?</p> <p>2) How do you handle it when you are an exclusive distributor of a product on the Manufacturer List but need to add your own manufactured products to complete a system?</p> <p>3) How do you handle it when there are two distributors for one product - one handles Signalized Intersections and the other handles Highway Applications?</p> <p>4) What information do you need to add a Manufacturer to the list?</p>	<p>1) The list of manufacturers is that of known existing equipment in use by one or more agencies and is neither exhaustive nor all-inclusive. Additional manufacturers may be submitted beyond the list provided.</p> <p>2) Any equipment may be submitted within the applicable category, regardless of whether it is currently listed or not.</p> <p>3) Additional research is required and answer will be provided in subsequent Q&A document.</p> <p>4) No additional information is needed to add any additional manufacturers. Bidder to review the updated Exhibit C – Bid Price for instructions as to how to add additional manufacturers.</p> <p>Updating Exhibit C – Bid Price to include expansion of instructions and option to include any recommended manufacturers.</p> <p>Enterprise Services will evaluate each bid to ensure that each bidder's good and/or services meet the specifications and/or performance requirements set forth in Exhibit B – Technical & Performance Requirements.</p>	Yes
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5.	<p>Campbell company is requested with the IRS as Dick Campbell DBA Pedsafety.</p> <p>Not sure if you want to change it or not.</p>	<p>Informational Update to be completed to Exhibit C – Bid Price</p>	Yes
6.	<p>Section 4.3 Pricing of the solicitation document states that bid prices must include all cost components needed for delivery.</p> <p>Please confirm that bid prices do not need to be a delivered price and that freight can be charged separately on the invoice.</p> <p>4.3. Pricing: Bid prices must include all cost components needed for the delivery of the goods and/or services as described in this Competitive Solicitation. See Exhibit C – Bid Price. A bidder's failure to identify all costs in a manner consistent with the instructions in this Competitive Solicitation is sufficient grounds for disqualification.</p> <ul style="list-style-type: none"> Inclusive Pricing: Bidders must identify and include all cost elements in their pricing. In the event that bidder is awarded a Cooperative Purchasing Agreement, the total price for the goods and/or services shall be bidder's price as submitted. Except as provided in the Cooperative Purchasing Agreement, there shall be no additional costs of any kind. 	<p>No, bid prices are not inclusive of the shipping costs in bid price.</p> <p>Section 4.3. Pricing of the Competitive Solicitation clarifies that "Bid prices must include all cost components needed for the delivery of the goods and/or services as described in this Competitive Solicitation. See Exhibit C – Bid Price".</p> <p>Per Exhibit C – Bid Price, further describes in the instructions tab:</p> <p>Cell C23: "Delivery costs: Bidders will be allowed to include delivery as a separate line item on the invoice as a pass through as well as negotiate best shipping options with the purchaser such as expedited shipping".</p>	No

7.	<p>Good afternoon can we get the following added or modified?</p> <p>Marathon Power Sky Bracket</p> <p>Change McCain to SWARCO McCain Inc</p>	<p>Bidders may include additional manufacturers and corresponding percentage discounts appropriate to the scope of this Competitive Solicitation in Exhibit C – Bid Price.</p> <p>Updating Exhibit C – Bid Price to include expansion of instructions and option to include any recommended manufacturers.</p> <p>Enterprise Services will evaluate each bid to ensure that each bidder's good and/or services meet the specifications and/or performance requirements set forth in Exhibit B – Technical & Performance Requirements.</p> <p>Updating informational naming update.</p>	Yes (duplicate change)
8.	You stated there are 2 winners awarded per category – why does that deviate from the previous contract which allowed several manufacturers & sub-contractors?	This does not deviate from the previous Contract (04616). This is per Category per Specified Manufacture. We are expanding the award to up to 2 awards per specified manufacturer per category.	No
9.	There are 2 awards for same product, what determines who end users purchase from?	Purchasers will make the best business determination for their business needs.	No
10.	If a manufacturer not listed, is it too late to add?	<p>Bidders may include additional manufacturers and corresponding percentage discounts appropriate to the scope of this Competitive Solicitation in Exhibit C – Bid Price.</p> <p>Updating Exhibit C – Bid Price to include expansion of instructions and option to include any recommended manufacturers.</p> <p>Enterprise Services will evaluate each bid to ensure that each bidder's good and/or services meet the specifications and/or performance requirements set forth in Exhibit B – Technical & Performance Requirements.</p>	Yes (duplicate change)

11.	<p>Manufacturer – add new, drop, who stayed on contract, why dropped, what’s the process to determine that?</p>	<p>The list of manufacturers is that of known existing equipment in use by one or more agencies and is neither exhaustive nor all-inclusive. Additional manufacturers may be submitted beyond the list provided.</p> <p>Bidders may include additional manufacturers and corresponding percentage discounts appropriate to the scope of this Competitive Solicitation in <i>Exhibit C – Bid Price</i>.</p> <p>Updating <i>Exhibit C – Bid Price</i> to include expansion of instructions and option to include any recommended manufacturers.</p> <p>Enterprise Services will evaluate each bid to ensure that each bidder’s good and/or services meet the specifications and/or performance requirements set forth in <i>Exhibit B – Technical & Performance Requirements</i>.</p>	Yes (duplicate change)
12.	<p>Not a question but an observation...some vendors were dropped b/c original bid looked at vendor list not additional vendors that were added for life of contract.</p>	<p>The list of manufacturers is that of known existing equipment in use by one or more agencies and is neither exhaustive nor all-inclusive. Additional manufacturers may be submitted beyond the list provided.</p> <p>Bidders may include additional manufacturers and corresponding percentage discounts appropriate to the scope of this Competitive Solicitation in <i>Exhibit C – Bid Price</i>.</p> <p>Updating <i>Exhibit C – Bid Price</i> to include expansion of instructions and option to include any recommended manufacturers.</p> <p>Enterprise Services will evaluate each bid to ensure that each bidder’s good and/or services meet the specifications and/or performance requirements set forth in <i>Exhibit B – Technical & Performance Requirements</i>.</p>	Yes (duplicate change)
13.	<p>Green purchasing registration, EPEAT, are other equivalent certifications acceptable? Which ones?</p>	<p>Intent of request is to offer incentive to business that have made an effort to offer products that environmental preferred. Equivalent certifications are acceptable.</p> <p>The written response allows for bidders to provide “Other”.</p>	No

14.	Is traffic management and control software part of the procurement? Under what category?	<p>This is for systems, equipment, and parts. All software supporting scored specified manufacturers items are not stand-alone items and cannot be bid separately. If this is supporting the completion of a system than they can be included as a non-scored support service item and should be included per the instructions "Support Services" tab in Exhibit C – Bid Price:</p> <p>"The Contract scope will include any manufacturer recommended warranties, <i>subscriptions, software</i>, licenses and supplies (not already listed under the equipment & parts) necessary for operations as well as maintenance and repair for any such equipment purchased on contract as part of warranties. This is not scored but for informational planning for customers as they require to be able to calculate costs for budgetary planning".</p>	No
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15.	Two bidders that are discount off list price – are you controlling they are using list price they are referencing?	<p>MSRP list must be included and is required to be responsive.</p> <p>See Exhibit B – Technical & Performance Requirements:</p> <p>REQ 1 – Bidder confirms that the manufacturers listed in the provided MSRP price list represents the manufacturer included in their bid as detailed in Exhibit C – Bid Price</p> <p>See Exhibit C – Bid Price:</p> <p>CellC34 –</p> <p>Column I: Bidder is required to provide a MSRP list with the proposal to be responsive. MSRP list may be provided either as an attachment or link. If able to provide as a link include in Column H or indicate "attached", this selection will inform evaluators that the MSRP list was submitted with bid proposal.</p> <p>Per Exhibit B – Technical & Performance Requirements, Please note that, if bidder is awarded a contract, bidder's responses will be incorporated into the resulting contract. Accordingly, Bidder is cautioned to state only commitments that bidder can meet throughout the term of the contract. An awarded bidder (i.e., contractor) who is not able to meet such commitments throughout the contract term, will be subject to contract termination for breach of contract and damages. Please see Exhibit D – Contract".</p>	No
16.	As a manufacturer, I have multiple bidders with discounts, do you need proof they are authorized sellers/distributors?	<p>Yes.</p> <p>Exhibit A 1 – Bidder's Certification Question #27: requires Bidder to certify that they are an authorized Distributor.</p> <p>Additionally, Exhibit D – WA-OR Cooperative PA section 4.21. requires that upon request the "Contractor shall provide evidence of its status as an authorized service provide or product reseller".</p>	No

17.	When manufacturers change their MSRP, will this contract accept updated MSRP with the same discount if awarded?	<p>Yes.</p> <p>The discount bid and if subsequently awarded will be fixed for the life of the Contract.</p> <p>Per Exhibit D - WA-OR Cooperative PA section 3.3 MSRP Discount provides additional information.</p>	No
18.	What if a manufacturer has product that could be included in multiple categories - do we need to list that manufacturer in each unique category?	Yes.	No
19.	A manufacturer that is on the current contract was not carried over to this manufacture list – do we send this information to you to be added back on and why would it not be transferred over?	<p>No.</p> <p>Bidders may include additional manufacturers and corresponding percentage discounts appropriate to the scope of this Competitive Solicitation in Exhibit C – Bid Price.</p> <p>Updating Exhibit C – Bid Price to include expansion of instructions and option to include any recommended manufacturers.</p> <p>Enterprise Services will evaluate each bid to ensure that each bidder's good and/or services meet the specifications and/or performance requirements set forth in Exhibit B – Technical & Performance Requirements.</p>	Yes (duplicate change)

20.	If items on MSRP list are added or removed during the 48-month period, is there a mechanism to periodically update the MSRP?	<p>The change request requires review and mutual acceptance by both DES and the awarded contractor.</p> <p>Per <i>Exhibit D - WA-OR Cooperative PA</i> section 3.2. Ability to Modify Scope of Cooperative Purchasing Agreement, “Subject to mutual agreement between the parties, Enterprise Services reserves the right to modify the Goods and/or Services included in this Cooperative Purchasing Agreement; <i>Provided</i>, however, that any such modification shall be effective only upon thirty (30) calendar days advance written notice; and <i>Provided further</i>, that any such modification must be within the scope of the Competitive Solicitation for this Cooperative Purchasing Agreement”.</p>	No
21.	The term is only 48 months, do you plan on having any extension for another 12.-24 months?	No. The term is the maximum term of 48 months. There are no term extensions.	No

22.	How will MSRP be verified? What if the manufacturer does not have a MSRP?	<p>MSRP list must be included and is required to be responsive.</p> <p>See <i>Exhibit B – Technical & Performance Requirements:</i></p> <p>REQ 1 – Bidder confirms that the manufacturers listed in the provided MSRP price list represents the manufacturer included in their bid as detailed in <i>Exhibit C – Bid Price</i></p> <p>See <i>Exhibit C – Bid Price:</i></p> <p><i>CellC34 –</i></p> <p>Column I: Bidder is required to provide a MSRP list with the proposal to be responsive. MSRP list may be provided either as an attachment or link. If able to provide as a link include in Column H or indicate "attached", this selection will inform evaluators that the MSRP list was submitted with bid proposal.</p> <p><i>PER, COMPETITIVE SOLICITATION, SECTION 3.3, PERFORMANCE REQUIREMENTS EVALUATION (STEP 2A).</i> Enterprise Services will evaluate each bid to ensure that each bidder's good and/or services meet the specifications and/or performance requirements set forth in <i>Exhibit B – Technical & Performance Requirements.</i></p>	No
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23.	Do we send directly to you via your email address or via WEBS contract portal?	<p>All forms of communication related to this active Solicitation must be sent to the e-mail as instructed in the 29023 Competitive Solicitation Document:</p> <p>Section 4.6. Submitting Bids:</p> <p>“Bidder’s electronic bid must be emailed to mailto:DESContractsTeamCesdar@des.wa.gov. Enterprise Services’ email only can accept emails (including attachments) that total less than 30MB in size. Bidders are cautioned to keep email sizes to less than 25MB to ease delivery. Zipped files cannot be accepted. Enterprise Service will send an acknowledgement of bid receipt. Acknowledgement of bid receipt is not a determination on the bid’s responsiveness. If Bidder does not receive an acknowledgement within a reasonable time, it is the responsibility of the Bidder to contact Enterprise Services for acknowledgement of bid receipt”.</p>	No
24.	Will a MSRP for awarded vendors become publicly available via WEBS or only if requested?	<p>No.</p> <p>Per Exhibit D - WA-OR Cooperative PA, Section 3.3. MSRP Discount, “...Contractor shall provide an MSRP list and description of products to Purchasers upon Purchaser’s request”.</p>	No

25.	<p>What was the decision-making process about adding and deleting manufacturers from Exhibit B? There are manufacturers that were on contract 04616 that have done business with the various Washington State/Poly-Sub/OCRPP agencies yet were removed from the ITB29023 list. What is the process of submitting manufacturers not listed on Exhibit B? This would include manufacturers that were originally on 04616 and/or manufacturers that have expressed interest in being listed on the Approved Manufacturer Equipment list, since they have products that support the DOT/ITS marketplace</p>	<p>The list of manufacturers is that of known existing equipment in use by one or more agencies and is neither exhaustive nor all-inclusive. Additional manufacturers may be submitted beyond the list provided.</p> <p>Bidders may include additional manufacturers and corresponding percentage discounts appropriate to the scope of this Competitive Solicitation in <i>Exhibit C – Bid Price</i>.</p> <p>Updating <i>Exhibit C – Bid Price</i> to include expansion of instructions and option to include any recommended manufacturers.</p> <p>Enterprise Services will evaluate each bid to ensure that each bidder's good and/or services meet the specifications and/or performance requirements set forth in <i>Exhibit B – Technical & Performance Requirements</i>.</p>	Yes (duplicate change)
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26.	<p>There are modifications (new, consolidation, removal) of the product categories originally listed on 04616. I noticed that Category#80 (Misc Parts not listed in above groupings) was eliminated. Being a distributor of a wide range of industrial electronic components that have DOT/ITS applications, this was a useful category for Contract users to procure product via the contract. Will this catch-all category be added in an amendment?</p>	<p>Additional research is needed and will be answered in subsequent Q&A document.</p>	Unknown
27.	<p>There seems to be a process for allowing adjustments for a change to the manufacturer's MSRP, as long as the bidders discount remains the same. What if the manufacturer lowers or maintains MSRP, while reducing the bidder's discount? As a distributor we have experienced this scenario resulting in lower net gross margin dollars and difficulty in maintaining profitability.</p>	<p>No. Per <i>Exhibit D – WA-OR Cooperative PA</i>, Section 3.4. Price Ceiling, "Although Contractor may offer lower prices to Purchasers, during the term of this Cooperative Purchasing Agreement, Contractor guarantees to provide the Goods and/or Services at no greater than the prices set forth in <i>Exhibit B – Prices for Goods/Services</i>".</p>	No

28.	<p>What about adjustments for non-materials costs that could change drastically over the next 4-year period? Initially a bidder will allocate “X percentage” to cover various non-material costs (Mandated minimum wages by government agencies, Health/Liability insurance coverages, Corporate incomes taxes, freight charges + adder by the carriers, etc). These cost factors are all out of the direct control of the bidder and over the 4-year contract period, could increase enough to result in a financial loss on every transaction. Bidders could guess-estimate the potential increase over the contract period, however, would require submitting a quote that would be non-competitive. Even if awarded, contract end users would end up paying a higher price in the earlier years of the agreement. Would DES consider having a mid-contract review if the bidder can demonstrate an increase of “X percentage” in their non-material costs, and then a modification of the discount</p>	<p>No. Per <i>Exhibit D – WA-OR Cooperative PA</i>, Section, 3.3 MSRP Discount, “Notwithstanding the foregoing, the MSRP discount set forth in <i>Exhibit B – Prices</i> will not be adjusted through the Economic Adjustment Process”.</p>	No.
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	schedule for the remaining 2 years?		
29.	It appears that the ITB is allowing bidders to charge freight (standard and premium) to the end user as a prepay and bill. The shipping terms are FOB: Destination, however the end users will reimburse the contractor for all freight/handling charges. Is this correct?	<p>Yes.</p> <p>Bidders are allowed to include cost of shipping as a line item.</p> <p>Section 4.3. Pricing of the Competitive Solicitation clarifies that “Bid prices must include all cost components needed for the delivery of the goods and/or services as described in this Competitive Solicitation. <i>See Exhibit C – Bid Price</i>”.</p> <p>Per Exhibit C – Bid Price, further describes in the instructions tab:</p> <p>Cell C23: “Delivery costs: Bidders will be allowed to include delivery as a separate line item on the invoice as a pass through as well as negotiate best shipping options with the purchaser such as expedited shipping”.</p>	No.
30.	The current DES vendor fee is 1.25% of reported quarterly sales. If DES decides to increase the percentage, will the bidders be allowed to modify the discount off list to cover this increase?	No. There will be no increase to the Vendor Management Fee.	No

31.	Can we establish a minimum dollar amount for Purchase Orders? Below a certain PO dollar amount, these transactions are a financial loss for the bidder.	<p>Yes.</p> <p>Updating Exhibit D – WA-OR Cooperative PA – Adding the following to Section 8 as 8.5 “The contractor shall maintain a minimum purchase requirement of \$150.00 for each individual order placed under this contract. Orders that do not meet the minimum requirement of \$150.00 will not be accepted. The contractor reserves the right to adjust product or service offerings as necessary to meet this minimum order value”.</p> <p>Updating Exhibit C – Bid Price to include minimum order information as well as Exhibit D – WA-OR Cooperative PA incorporating this update.</p>	Yes
32.	When the manufacturer does not have a formal MSRP, and there are two bidders for the same manufacturer, how will you compare bidders A or B discount off list price?	Per Exhibit C – Bid Price , “ <u>Column I: Bidder is required to provide a MSRP list with the proposal to be responsive.</u> MSRP list may be provided either as an attachment or link. If able to provide as a link include in Column H or indicate “attached”, this selection will inform evaluators that the MSRP list was submitted with bid proposal”.	No
33.	How should we address the situation when the same manufacturer provides the bidder different discounts for product A vs product B? This could happen within the same ITB product category.	That would be a business decision for the bidder to determine the overall discount for that category.	No

34.	<p>On Exhibit C/Tab price list, how should we address the wide range of configurations of a product for the variety of DOT/ITS application? If bidder A quotes a basic unit while bidder B quotes the correct product with the additional needed configuration for the application, bidder B will be at a disadvantage even though they quoted the correct product configuration for the application.</p>	<p>Project configuration quote will be requested by the Customer from the resulting awarded contractor.</p> <p>Enterprise Services will evaluate each bid to ensure that each bidder's good and/or services meet the specifications and/or performance requirements set forth in <i>Exhibit B – Technical & Performance Requirements</i>.</p>	No
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35.	<p>On Exhibit C/Tab Price List > Does a bidder need to submit the full current MSRP listing of products for each manufacturer? The manufacturers MRSP listing could range from a few hundred to over 30,000 unique SKU's. This would result in a very large email file (greater than 25Mb) being submitted and potentially duplicated multiple times from several bidders. Could we provide an example of the discount for that manufacturer along with info listing the manufacturer's MSRP effective date?</p>	<p>Per <i>Exhibit C – Bid Price</i>:</p> <p><i>“Column I:</i> Bidder is required to provide a <u>MSRP list with the proposal to be responsive</u>. MSRP list may be provided either as an attachment or link. If able to provide as a link include in Column H or indicate "attached", this selection will inform evaluators that the MSRP list was submitted with bid proposal”.</p> <p>The Bidder is able to provide a link or per <i>Exhibit C – Bid Price</i> utilize the Price List provided in <i>Exhibit C – Bid Price</i> or create one that at a minimum includes the following:</p> <ul style="list-style-type: none"> • effective date of pricing, • bidder's name, • relevant item number or part number as a reference, • description of the item, • listed any applicable green specifications (Mercury-Free or EPEAT registration), bidder to have an identifiable marker or attached description to list that may be reviewed • MSRP list price, • the MSRP percent bid discount • any support services being offered. <p>Per <i>Competitive Solicitation</i>, Section 3.3 Performance Requirements Evaluation (Step 2A), “Enterprise Services will evaluate each bid to ensure that each bidder’s good and/or services meet the specifications and/or performance requirements set forth in <i>Exhibit B – Technical & Performance Requirements</i>”.</p>	No.
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36.	What is the definition of Green product for the evaluation? Will similar International environmental standards (Rohs, REACH, WEEE) be accepted as “Green Product” certification? What sort of documentation will be needed to demonstrate environmentally friendly products?	<p>Intent of request is to offer incentive to business that have made an effort to offer products that are environmentally preferred. Equivalent certifications are acceptable.</p> <p>The written response allows for bidders to provide “Other” in <i>Exhibit B – Technical & Performance Requirement.</i></p>	No
37.	What is the definition of Green Product for the quarterly POS report. How detailed of a breakout is needed?	<p>These products are the products the bidder included in their <i>Exhibit B – Technical & Performance Requirement</i> answer to REQ ID 3.</p> <p>Expectation of the detail will be dependent on the information the bidder submitted in their bid submittal package.</p>	No
38.	Warranty coverage is product dependent and is provided by the manufacturer and not the bidder/distributor. Some warranties are 90 days, some are more than the 12–18 month window listed in the ITB. How do you suggest handling the variance?	<p>Any products that have a fixed warranty set by the Manufacturer is accepted, however these warranty amounts that are less than the requirement described in <i>Exhibit D - WA -OR Cooperative PA</i> must be provided as a written response in <i>Exhibit B – Technical & Performance Requirements</i> REQ ID #4 in order to be reflected in any subsequent award as well as documentation describing the length of the warranty.</p> <p><i>Exhibit B - Technical & Performance Requirements</i> will be revised to include this section for bidder to make any noted variations to warranties.</p>	Yes

39.	Invoice payment > What is expected related to P-Card/Credit card payments? There is language requiring ACH electronic payments which most bidders prefer. Currently P-Card/Credit card merchant services fee are 3-4% of the total invoice. If a contract user demands to make payment via P-Card instead of ACH, can the bidder add a line item to cover the credit card fee?	No. Bidders can elect to not accept this form of payment or consider this part of the cost when proposing the bid discount.	No.																
40.	<p>In reviewing the bid documents, Exhibit D - Cooperative Purchase Agreement is not part of the listed attachments.</p> <p>Or is 290923 WA-OR Cooperative PA.docx considered as Exhibit D?</p> <div><div>Attachments:</div><table><thead><tr><th>Solicitation Documents</th><th>Solicitation Amendments</th></tr></thead><tbody><tr><td>29023_CompethiveSolicitationCooperative.docx</td><td></td></tr><tr><td>29023_ExhibitA-1-Bidder'sCertification.docx</td><td></td></tr><tr><td>29023_ExhibitA-2-Bidder'sProfile.docx</td><td></td></tr><tr><td>29023_ExhibitB-Specifications.docx</td><td></td></tr><tr><td>29023_ExhibitC_BidPrice.xlsx</td><td></td></tr><tr><td>29023_Exhibit E-DiverseBusinessInclusionPlan.docx</td><td></td></tr><tr><td>29023_WA-ORCooperativePA.docx</td><td></td></tr></tbody></table><div> BIDder</div></div>	Solicitation Documents	Solicitation Amendments	29023_CompethiveSolicitationCooperative.docx		29023_ExhibitA-1-Bidder'sCertification.docx		29023_ExhibitA-2-Bidder'sProfile.docx		29023_ExhibitB-Specifications.docx		29023_ExhibitC_BidPrice.xlsx		29023_Exhibit E-DiverseBusinessInclusionPlan.docx		29023_WA-ORCooperativePA.docx		You are correct, 29023 WA-OR Cooperative PA.docx is considered as Exhibit D.	No.
Solicitation Documents	Solicitation Amendments																		
29023_CompethiveSolicitationCooperative.docx																			
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29023_Exhibit E-DiverseBusinessInclusionPlan.docx																			
29023_WA-ORCooperativePA.docx																			

41.	<p>At the end of section 3.5, it states “Pricing is not to include costs for the delivery of goods. Bidders will be allowed to include delivery as a separate line item on the invoice as a pass through. But then, section 4.3 states “Bid prices must include all cost components needed for the delivery of the goods...”.</p> <p>Please confirm if shipping should or should not be included on the bid submission.</p>	<p>No, bid prices are not inclusive of the shipping costs in bid price.</p> <p>Section 4.3. Pricing of the Competitive Solicitation clarifies that “Bid prices must include all cost components needed for the delivery of the goods and/or services as described in this Competitive Solicitation. See Exhibit C – Bid Price”.</p> <p>Per Exhibit C – Bid Price, further describes in the instructions tab:</p> <p>Cell C23: “Delivery costs: Bidders will be allowed to include delivery as a separate line item on the invoice as a pass through as well as negotiate best shipping options with the purchaser such as expedited shipping”.</p>	No
42.	<p>We are requesting to add SafePath as a manufacturer.</p> <p>We are requesting to add Fortran as a manufacturer.</p> <p>We are requesting to add LaneLight as a manufacturer.</p> <p>We are requesting to add Seyond as a manufacturer.</p> <p>We are requesting to add Parsons as a manufacturer.</p> <p>We are requesting to add AM Signal as a manufacturer.</p>	<p>Bidders may include additional manufacturers and corresponding percentage discounts appropriate to the scope of this Competitive Solicitation in Exhibit C – Bid Price.</p> <p>Updating Exhibit C – Bid Price to include expansion of instructions and option to include any recommended manufacturers.</p> <p>Enterprise Services will evaluate each bid to ensure that each bidder’s good and/or services meet the specifications and/or performance requirements set forth in Exhibit B – Technical & Performance Requirements.</p>	Yes (duplicate change)

43.	In the past, there has been an additional category for “Misc Parts” for anything in addition that is not covered under the current categories. could Misc Parts be added as a category to capture any other traffic related items?	Additional research is required. Answer will be provided in a subsequent Q&A document before Q&A period closes.	Unknown
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44.	<p>I am reaching out on behalf of electronic security manufacturers, specifically Speco Technologies and LifeSafetyPower (a division of AssaAbloy), concerning their absence from the approved manufacturers list in the 'Exhibit C' spreadsheet, under the 'product list' tab. Speco Technologies is UL listed and specializes in high-quality CCTV cameras, while LifeSafetyPower provides custom power supplies for esteemed clients such as Microsoft, SpaceX, Disney, and numerous major universities along the western seaboard. Could you please provide information on the process for including Speco Technologies and LifeSafetyPower on your approved manufacturers list? Your guidance would be greatly appreciated.</p>	<p>Bidders may include additional manufacturers and corresponding percentage discounts appropriate to the scope of this Competitive Solicitation in Exhibit C – Bid Price.</p> <p>Updating Exhibit C – Bid Price to include expansion of instructions and option to include any recommended manufacturers. Enterprise Services will evaluate each bid to ensure that each bidder's good and/or services meet the specifications and/or performance requirements set forth in Exhibit B – Technical & Performance Requirements.</p>	Yes (duplicated change)
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45.	<p>In short, in a previous email sent (and acknowledged) and in the chat in the event, we asked regarding the relevance of Traffic Management and Control Software in this bid. We are a manufacturer of Traffic Management and Control Software which is agnostic for traffic controller and other street hardware. We would like to provide a bid for this procurement with our software. We would be grateful if you kindly let us know if this is possible and would we be able to provide a bid with our software considering that we are currently not on the manufacturer list.</p>	<p>No. The solicitation is for hardware only, except for software specific to that hardware. Software without associated hardware must be addressed through separate means and does not meet the scope of this Solicitation.</p>	No
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State of Washington

Contracts and Procurement Division
Department of Enterprise Services
P.O. Box 41411
Olympia, WA 98504-1411

Solicitation Amendment

Solicitation No.: 29023
Amendment No.: 1
Effective Date: 11/1/2024

AMENDMENT NO. 1

TO

SOLICITATION NO. 29023

ILLUMINATION TRAFFIC SIGNAL, INTELLIGENT TRANSPORTATION SYSTEM, EQUIPMENT & PARTS

This Amendment ("Amendment") to Solicitation No. 29023 is effective immediately. Amended 29023_CompetitiveSolicitationCoopV2, 29023_ExhibitC_BidPriceV2, and 29023_ExhibitB-SpecificationsV2 are required to be submitted with proposals. Amended 29023_WA-ORCooperativePAV2 (Exhibit D) is updated and for informational review. 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:

- Exhibit C – Bid Price (29023_ExhibitC_BidPriceV2)
 - Change 1 - Included expansion of instructions and option to include additional manufacturers.
 - Change 2 - Updated Campbell company as Dick Campbell DBA Pedsafety
 - Change 3 - Updated McCain to SWARCO McCain Inc
 - Change 4 – Information on minimum orders
 - Change 5 - Clarified Category 17 to include only generator parts
- Exhibit B – Technical and Performance Requirements (29023_ExhibitB-SpecificationsV2)
 - Change 6 – Revised to include REQ ID #4
- Competitive Solicitation (29023_CompetitiveSolicitationCoopV2)
 - Change 7 - Section 3.5, Removed optional items will not be scored, as we are allowing bidders to include additional manufactures, these are not optional items and will be scored
 - Change 8 – Clarified Category 17 to include only generator parts
- Exhibit D - Cooperative Purchasing Agreement (29023_WA-ORCooperativePAV2)
 - Change 9 – Added Section 8.5 Minimum Order Requirements

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

Jaime Bacon

DESContractsTeamCedar@des.wa.gov

Question & Answer # 2

Illumination Traffic Signal, Intelligent Transportation Systems, Equipment & Parts - 29023

This document is posted to capture the questions received during the question & answer period for 29023 – Illumination Traffic Signal, Intelligent Transportation Systems, Equipment & Parts. This document is the official response to the questions received as of 11/8/2024.

Document includes three responses to questions asked in Q&A-1 that required additional research.

Questions or responses included in this document require changes to the solicitation documents. The solicitation has been updated as defined in Amendment #2.

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

Jaime Bacon
DESContractsTeamCedar@des.wa.gov

Below questions are from questions received prior to 10/30/2024 that required additional research. Listed question number represents question noted in Q&A-1 requiring additional research. Below are the responses to those pending a response in Q&A-1.

Question #	Question	Response	Did this change the solicitation ?
4. Deferred from Q&A-1	3) How do you handle it when there are two distributors for one product - one handles Signalized Intersections and the other handles Highway Applications?	3) No further considerations are being made in the evaluation process. Enterprise Services intends to make up to two (2) Main Awards and one (1) Reserved Award for each manufacturer in each specified category.	No

26. Deferred from Q&A-1	There are modifications (new, consolidation, removal) of the product categories originally listed on 04616. I noticed that Category#80 (Misc Parts not listed in above groupings) was eliminated. Being a distributor of a wide range of industrial electronic components that have DOT/ITS applications, this was a useful category for Contract users to procure product via the contract. Will this catch-all category be added in an amendment?	Adding Category 81 Miscellaneous to Exhibit C – Bid Price . This Category is not evaluated, however will only be awarded to bidder that has been awarded in a scored category.	Yes
43. Deferred from Q&A-1	In the past, there has been an additional category for “Misc Parts” for anything in addition that is not covered under the current categories. could Misc Parts be added as a category to capture any other traffic related items?	Adding Category 81 Miscellaneous to Exhibit C – Bid Price . This Category is not evaluated, however will only be awarded to bidder that has been awarded in a scored category.	Yes

Below responses are to questions received between 10/31/2024 and 11/8/2024.

Question #	Question	Response	Did this change the solicitation?
46.	<p>We are currently working on drafting our submission for the new DES contract 29023.</p> <p>Under Exhibit C – Insurance Requirements we had a question we were hoping to get answered.</p> <p>Is it required for the bidder the carry all the listed insurance coverages?</p> <p>If the products we offer do not relate to one of the requested insurance policies, would we need to obtain it to satisfy the requirements of this contract?</p> <p>In our case it would be item E. Technology Professional Liability Error and Omissions Insurance.</p>	<p>No, Exhibit C – Insurance Requirements of the draft Contract (WA-ORCooperativePA) does indicate that some areas of the coverage are required only if applicable. Your firm will need to consult with your insurance broker to determine if it is required based on how your firm will be providing services.</p>	No

47.	<p>We currently have the attached file for pricing on the state contract. We have a few items that state call for pricing. Will this work on the new contract? We are the manufactures rep for the state and don't have control on their pricing for a few items. The rest of the items we are the manufacture.</p> <p><i>DES add – Bidder included the Price List Template with the listed required items noted in Exhibit C – Bid Price instructions.</i></p>	<p>Yes, providing all listed required information is included per Exhibit C – Bid Price instructions.</p> <p>Per Exhibit C – Bid Price instructions:</p> <p><i>Price List Template:</i> Optional template for use if Bidder does not have an existing MSRP List that is formatted to include information as follows:</p> <ul style="list-style-type: none"> • effective date of pricing, • bidder's name, • relevant item number or part number as a reference, • description of the item, • listed any applicable green specifications (Mercury-Free or EPEAT registration), bidder to have an identifiable marker or attached description to list that may be reviewed • MSRP list price, • the MSRP percent bid discount • any support services being offered. 	No
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48.	<p>a) What is the date of solicitation of 29023?</p> <p>b) Is automobile insurance required if the product is a lamp to be delivered to WSDOT? Not installation or roadwork required.</p> <p>c) On the cover page, highlighted in yellow, under categories, do we list what we produce, and what is to be included in the line following Washington & Oregon/Washington ? Category(ies)___List of product categories that we produce?_____</p> <p>Washington & Oregon/Washington _____? _____?</p> <p>d) Term of Agreement? The document defines an end-date in 2029. Forty-eight months from January 31 2025 is January 31, 2029. Does the term begin at award or at delivery of product or service?</p> <p>TERM. The term of this Cooperative Purchasing Agreement is forty-eight (48) months, commencing _____ 2025 and ending _____ 2029</p>	<p>a) The date of the Solicitation is the date it was posted to WEBS.</p> <p>b) Exhibit C – Insurance Requirements of the “Contract” (WA-ORCooperativePA) does indicate that some areas of the coverage are required only if applicable. Your firm will need to consult with your insurance broker to determine if it is required based on how your firm will be providing services.</p> <p>c) No, this is a placeholder for information to be completed at time of an award. Bidders are not required to complete any section of the ‘contract’ but are expected to review all terms and conditions.</p> <p>d) The Term start date will be the effective date the contract begins.</p>	No
49.	<p>Global Traffic Technologies (GTT) was purchased by Miovision and the product sold is called Opticom. Please update GTT to be called Opticom or Opticom by Miovision.</p>	<p>Updated in Exhibit C – Bid Price to reflect this correction.</p>	Yes

50.	<p>I have a question on eligibility of vendors not listed in the documents. In prior questions, you have sufficiently addressed the issue of submitting on additional manufacturers so that is not an issue however</p> <p>Is there a deadline, to submit manufacturers for consideration, or do we just submit them with all the rest of our bid documentation?</p>	Bidders are to include any manufacturers not listed per the revised Exhibit C – Bid Price that includes an expanded section to manually add. The deadline will be the bid submittal due date noted in the Competitive Solicitation.	No
51.	We have noticed that there are some vendors that are not listed. Can we submit pricing for products from vendors that are not currently on the vendor list provided in the solicitation?	Previously Updated Exhibit C – Bid Price includes expansion of instructions and option to include any recommended manufacturers.	No
52.	For product and pricing, is it permissible to submit only a discount of MSRP without a full MSRP list or alternatively, can we submit an abbreviated list with 5-10 of our most common products as a sample of how we would apply the discount?	No, Per Exhibit C – Bid Price , “ <i>Column I</i> : Bidder is required to provide a <u>MSRP list with the proposal to be responsive</u> . MSRP list may be provided either as an attachment or link. If able to provide as a link include in Column H or indicate "attached", this selection will inform evaluators that the MSRP list was submitted with bid proposal”.	No
53.	If a full catalog is required, will the pricing be published for the public or will it only be available upon request?	Per “Contract” (WA-ORCooperative PA), Section 3.3 MSRP Discount, “Contractor shall provide an MSRP list and description of products to Purchasers upon Purchaser’s request”.	No

54.	If a full catalog is required, can accessory components or add-ons be included even if they are not in the full catalog, provided the discount is applied?	<p>Yes.</p> <p>Supportive Services are encouraged – See Exhibit C – Bid Price, Supportive Services tab, includes items such as, “manufacturer recommended warranties, subscriptions, software, licenses and supplies (not already listed under the equipment & parts) necessary for operations as well as maintenance and repair for any such equipment purchased on contract as part of warranties. This is not scored but for informational planning for customers as they require to be able to calculate costs for budgetary planning”.</p>	No
55.	Are pricing updates allowed throughout the contract term?	MSRP percent discounts remain fixed, MSRP lists can be updated provided they are included on the current MSRP list.	No.
56.	Can equipment listed in the catalog be customized which may impact pricing from fixed pricing provided in the catalog so long as it does not impact the overall discount?	No, the percent discount remains fixed for the contract term. For project configuration quotes will be requested by the Customer from the resulting awarded contractor.	No

57.	Can equipment that was not included in the catalog at the time of bid be added during the term of the contract?	These considerations may be reviewed per "Contract" (WA-OR Cooperative PA) Section 3.2 ABILITY TO MODIFY SCOPE OF COOPERATIVE PURCHASING AGREEMENT. Subject to mutual agreement between the parties, Enterprise Services reserves the right to modify the Goods and/or Services included in this Cooperative Purchasing Agreement; <i>Provided</i> , however, that any such modification shall be effective only upon thirty (30) calendar days advance written notice; and <i>Provided further</i> , that any such modification must be within the scope of the Competitive Solicitation for this Cooperative Purchasing Agreement.	No
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58.	Can the bid deviate from the warranty listed in the contract if it is clearly detailed in the pricing catalog and on any resulting customer documents?	<p>Yes, see amended Exhibit B (version: 29023_ExhibitB_Specifications V2), REQ ID #4:</p> <p>“Bidder is required to indicate any variation in warranty coverage that is less than the required warranty time frame as described in Exhibit D – WA-OR Cooperative PA, per Section 5.1 Goods Warranty, “Contractor warrants that, for a period of twelve (12) months from the date when the Goods are put into use, or eighteen (18) months after delivery of the Goods, or based on manufacturer’s recommendation, whichever is later (“Goods Warranty Period”), the Goods: (a) are free from defects in design, material, and workmanship; (b) are fit and safe for the intended purposes and appropriate for the specified application(s) (if any); (c) are consistent with recognized industry quality standards; (d) comply with the requirements, specifications, drawings, standards, and descriptions included in this Contract; and (e) are produced and delivered in full compliance with applicable law (“Goods Warranty”). Contractor further warrants that it has good and marketable title to the Goods and shall keep Purchaser’s property free of liens. If Purchaser receives notice of a lien caused by Contractor, Purchaser may withhold any payment otherwise due Contractor until Contractor submits proof, in a form satisfactory to Purchaser, that all lienable claims have been fully paid or waived”.</p>	No
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59.	Which party determines whether or not the work bid is subject to the Technology Professional Liability insurance?	Coverage is required if your firm provides training – see the last sentence of the requirement per WA-ORCooperative PA (Contract) Exhibit C – Insurance Requirement, section e., “(Note – required only if training is offered as part of the delivery of the system)”.	No
60.	If we were awarded product lines on contract 29023 and then were to take on a new product after the award has been established, would we be able to add new products on the contract down the line at a later date?	These considerations may be reviewed per “Contract” (WA-OR Cooperative PA) Section 3.2 ABILITY TO MODIFY SCOPE OF COOPERATIVE PURCHASING AGREEMENT. Subject to mutual agreement between the parties, Enterprise Services reserves the right to modify the Goods and/or Services included in this Cooperative Purchasing Agreement; <i>Provided</i> , however, that any such modification shall be effective only upon thirty (30) calendar days advance written notice; and <i>Provided further</i> , that any such modification must be within the scope of the Competitive Solicitation for this Cooperative Purchasing Agreement.	No

61.	<p>Additional clarifications:</p> <p><u>Question #23, #35 ></u> <u>Comment that emails can</u> <u>not be larger than 25Mb and</u> <u>can't be sent in zipped file</u> <u>format:</u></p> <ul style="list-style-type: none"> - Given the number of manufacturers that we are planning to bid on..... - AND > they do not provide a MSRP list for their products that are available to the public via an internet link..... - Will then require URS to include the MSRP list an attached file. <p>Given these parameters, I strongly suspect the final email submittal with the required completed bid docs along with potentially 50+ manufacturer's MSRP lists will probably exceed the 25mb size limitation.....Can we submit multiple emails to stay within the 25Mb size limitation.</p>	<p>Should additionally e-mail submittals be required to meet this requirement, multiple submittals are accepted. Bidder is encouraged to monitor they receive a confirmation receipt for each e-mail submittal sent as Contract Administrator will provide a confirmation e-mail for bidder's record.</p>	No
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62.	<p>Regards to Exhibit E:</p> <p>Is the term "subcontractors" here used differently than a "dealer" so to speak? In other words, if we have dealers/resellers that will be bidding this contract - are we supposed to list them? Or is in this case the term "subcontractor" simply referring to if work needs to be performed to implement the solution (Example: They prepare the cement/ground work for the RRFB solutions).</p> <ul style="list-style-type: none"> • Maybe a better question to the above is - From a manufacturers perspective, is it possible to receive further interpretation as to what DES refers to as a "subcontractor"? 	<p>Response to Exhibit E questions:</p> <p>If any dealer /reseller is bidding, their bid will be reviewed. If Bidder elects to have dealers/resellers provide any service the Bidder may be awarded, the bidder is required to follow the Exhibit E instructions.</p> <p>Additionally, if a Bidder elects to utilize subcontractors (resellers/dealers) per "Contract" (WA-ORCooperative PA), Section 7.1. CONTRACTOR RESPONSIBILITY. Notwithstanding any provision to the contrary, in the event Contractor elects to utilize subcontractors to perform this Cooperative Purchasing Agreement, Contractor shall: (a) incorporate Contractor's responsibilities under this Cooperative Purchasing Agreement into its subcontracts; (b) be fully responsible for the performance of any such subcontractors (regardless of tier) and ensure that subcontractors comply with each and every Contractor obligation set forth in this Cooperative Purchasing Agreement; (c) be the sole point of contact for Enterprise Services and any Purchasers regarding all contractual matters; (d) ensure that such subcontractors are registered in WEBS; and (e) defend, indemnify, and hold Enterprise Services and Purchasers harmless in case of negligence, other tortious fault, or intentional misconduct by any such subcontractors (regardless of tier). Prior to utilizing any subcontractor to perform this</p>	No
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		<p>Cooperative Purchasing Agreement, Contractor shall provide written notice to Enterprise Services' contract administrator. Such notice shall confirm that the subcontractor is registered in WEBS and provide the necessary information for Enterprise Services' contract administrator to include such subcontractor(s) in Washington's Purchasing Contract Management System (PCMS).</p> <p>Section 7.4 SUBCONTRACTOR INCLUSION PLANS. Subject to the terms and conditions set forth in this Contract, Contractor, in performing this Contract may utilize any of the Subcontractors listed on Contractor's Subcontractor Inclusion Plan attached as Exhibit D-Contractor's Subcontractor Inclusion Plan.</p>	
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63.	<p>Regards to Exhibit C:</p> <ul style="list-style-type: none"> • Support Services Tab - This area has a drop down field with manufacturers. What is to be done if a manufacturer isn't listed in that area but this category applies to their services and said manufacturer was referenced on the Equipment page, line 51+? • Category question 1: If a manufacturer is planning on releasing a product Q1/Q2, 2025 that meets a category that they do <u>not</u> currently have additional products in presently, can it still be referenced/bid in anticipation that they will have those products available by listed time period? • Category question 2: If a manufacturer is in a particular category and grows their product offering within said category, is that a problem or can a new MSRP list be provided to reflect the newly added parts? • Category question 3: Is there an area that better describes the categories in terms of DES expectations for listed categories? Example: We have products that by 	<p>Response to Exhibit C questions:</p> <ul style="list-style-type: none"> • Support Services Tab <p>Bidders can edit this tab manually as well as include additional lines to support their bid response.</p> <ul style="list-style-type: none"> • Category question 1 <p>These considerations may be reviewed per WA-ORCooperative PA (Contract), section 3.2 Ability to Modify Scope of Cooperative Purchasing Agreement, "Subject to mutual agreement between the parties, Enterprise Services reserves the right to modify the Goods and/or Services included in this Cooperative Purchasing Agreement; <i>Provided</i>, however, that any such modification shall be effective only upon thirty (30) calendar days advance written notice; and <i>Provided further</i>, that any such modification must be within the scope of the Competitive Solicitation for this Cooperative Purchasing Agreement".</p> <ul style="list-style-type: none"> • Category question 2 <p>Again, per WA-ORCooperative PA (Contract), section 3.2 Ability to Modify Scope of Cooperative Purchasing Agreement, "Subject to mutual agreement between the parties, Enterprise Services reserves the right to modify the Goods and/or Services included in this Cooperative Purchasing Agreement; <i>Provided</i>, however, that any such modification shall</p>	No
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	<p>description may fit one of two categories depending on the interpretation of said category. The reason for confusion is we service other states that may term those categories differently. We want to ensure we submit to the proper category.</p> <ul style="list-style-type: none"> • Manufacturer question: It is understood that manufacturers not listed on the product list page must be referenced on the Equipments and Parts page via line 51+. Is there certain paperwork that must be submitted by the manufacturer in the event it is a manufacturer that WA/DES has not worked with in the past? (excluding payee desk / Secretary of state + revenue / insurance requirements of course - - Referring to proving supporting evidence that said manufacturer is truly a manufacturer in this space) • Equipments and parts page: It is not shown in the example but if a manufacturer offers multiple categories, does each category have to be submitted on a separate line or can you list the 	<p>be effective only upon thirty (30) calendar days advance written notice; and <i>Provided further</i>, that any such modification must be within the scope of the Competitive Solicitation for this Cooperative Purchasing Agreement”.</p> <ul style="list-style-type: none"> • Category question 3 <p>Should a manufacturer possibly fit in multiple categories, please indicate bids accordingly.</p> <ul style="list-style-type: none"> • Manufacturer question <p>Bidder to include any additional manufacturers not already listed per the instructions in exhibit C – Bid Price version 2 and any later versions. Regarding bidder providing any supportive evidence that said manufacturer is truly a manufacturer, bidders to review Exhibit A-1 Bidder’s Certification for information as to the requirements to be a responsible bidder for this solicitation as well as the WA-ORCooperative PA (Contract) that incorporates these requirements for continued compliance.</p> <ul style="list-style-type: none"> • Equipment’s and parts page <p>Yes, if a bidder can offer the same manufacturer in multiple categories, bidder is to submit a bid for each category for consideration.</p>	
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	"Select Category for the specified MFR" with a comma separation and list all the categories on a single line?		
64.	<p><u>Letter of Reseller Authorization > Per the Cooperative Purchase Agreement/Section 4.21 – Authorized Dealer:</u></p> <ul style="list-style-type: none"> - Do I understand the paragraph correctly that we only need to provide a letter of authorization if requested by DES. <p>Given that, am I correct to assume that we do NOT need to provide a letter of authorization as part of the bid package</p>	No, the bid submittal to be responsive does not require the bidder to submit physical documentation, however the bidder is required to certify in <i>Exhibit A-1 Bidder's Certification</i> to be responsive as well as upon request must be able to provide this documentation.	No



State of Washington

Contracts and Procurement Division
Department of Enterprise Services
P.O. Box 41411
Olympia, WA 98504-1411

Solicitation Amendment

Solicitation No.: 29023
Amendment No.: 2
Effective Date: 11/13/2024

AMENDMENT No. 2

TO

SOLICITATION No. 29023

Illumination Traffic Signal, Intelligent Transportation System, Equipment & Parts

This Amendment ("Amendment") to Solicitation No. 29023 is effective immediately. Amended Exhibit(s) 29023_ExhibitC_BidPriceV3 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:

- Exhibit C – Bid Price (29023_ExhibitC_BidPriceV3)
 - Change 10 - Revised Global Traffic Technologies (GTT) to be Opticom by Miovision as one of the listed manufacturers
 - Change 11 - Adding Category 81 Miscellaneous to **Exhibit C – Bid Price**. This Category is not evaluated, however will only be awarded to bidder that has been awarded in a scored category.

PRIOR AMENDMENTS

- Exhibit C – Bid Price (29023_ExhibitC_BidPriceV2)
 - Change 1 - Included expansion of instructions and option to include additional manufacturers.
 - Change 2 - Updated Campbell company as Dick Campbell DBA Pedsafety
 - Change 3 - Updated McCain to SWARCO McCain Inc
 - Change 4 – Information on minimum orders
 - Change 5 - Clarified Category 17 to include only generator parts
- Exhibit B – Technical and Performance Requirements (29023_ExhibitB-SpecificationsV2)
 - Change 6 – Revised to include REQ ID #4
- Competitive Solicitation (29023_CompetitiveSolicitationCoopV2)
 - Change 7 - Section 3.5, Removed optional items will not be scored, as we are allowing bidders to include additional manufactures, these are not optional items and will be scored
 - Change 8 – Clarified Category 17 to include only generator parts
- Exhibit D - Cooperative Purchasing Agreement (29023_WA-ORCooperativePAV2)
 - Change 9 – Added Section 8.5 Minimum Order Requirements

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

Jaime Bacon
Jaime.bacon@des.wa.gov

Question & Answer # 3

Illumination Traffic Signal, Intelligent Transportation Systems, Equipment & Parts - 29023

This document is posted to capture the questions received during the question & answer period for 29023 – Illumination Traffic Signal, Intelligent Transportation Systems, Equipment & Parts. This document is the official response to the questions received as of 11/14/2024.

Questions or responses included in this document require changes to the solicitation documents. The solicitation has been updated as defined in Amendment #3.

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

Jaime Bacon
DESContractsTeamCedar@des.wa.gov

Below responses are to questions received between 11/9/2024 and 11/14/2024.

Question #	Question	Response	Did this change the solicitation?
65.	My only question is do we have to bid the installation or will you guys be doing the install yourself and we just need to provide equipment and support?	<p>No. Per the Competitive Solicitation introduction, "Enterprise Services intends to conduct a competitive procurement to establish and award Cooperative Purchasing Agreements ("Cooperative Purchasing Agreements" or "Contract(s)"), by specified contract category, for Washington state agencies, Oregon Cooperative Purchasing Program (ORCPP) Members, and other eligible purchasers to purchase equipment, systems and parts for Illumination Traffic Signals and Intelligent Transportation Equipment and Systems to aid in traffic safety and management".</p> <p>This solicitation is intended for equipment and parts only, not installation.</p>	No

66.	<p>I wanted to quickly bring this to your attention, and I apologize for not spotting this sooner. On Exhibit C Bid Price document, your “MSRP % Discount” isn’t calculated correctly into the contract price.</p> <p>For example, if I put in an MSRP List Price of \$100 and a 5% MSRP % Discount, it should equal \$95.00 in the Contract price, but instead the formula in that column simply subtracts \$0.05 from the MSRP resulting in \$99.95.</p> <p>We will obviously make the required changes for the sheet to function as it should for our submittal but I wanted to bring this to your attention just in case others don’t spot it.</p>	<p>The error in reference has been corrected. This error was in the formula calculating the price after MSRP discount if bidders elect using the Product List Template, this is a tool and not required to be used to be responsive but in the event bidder does not have an existing MSRP List that is formatted too may be used.</p> <p>Updated <i>Exhibit C – Bid Price</i></p>	Yes
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	<p>I'm reaching out for clarification on some points from the Q&A documents that were released. I apologize for missing the Q&A period deadline, but I'm hoping you might still be able to help.</p> <p>As a distributor, we represent several manufacturers that we'd like to include in our response to this contract. My understanding is that I can submit all our manufacturers/products under a single response—is that correct? For example, for Q-free, Iteris, Derq, and LYT, would I simply list them in the "Equipment & Parts" tab of the Bid Price sheet?</p> <p>This raises a couple of further questions:</p> <ul style="list-style-type: none">Many of our manufacturers produce items that fit into multiple categories.<ul style="list-style-type: none">In the Q&A, it is stated: "Should a manufacturer possibly fit in multiple categories, please indicate bids accordingly." Could you clarify what "indicate bids accordingly" means? Should we list the same manufacturer	<p>Clarification to responses noted in bidder's question:</p> <p>Bidders who have several manufacturers they are eligible to sell are to list them on the "Equipment & Parts" worksheet. Should a bidder's list of manufacturers be available in several categories, bidder is to follow the instructions described in Exhibit C – Bid Price under "Instructions" tab of the worksheet, column C rows 29-35.</p> <p>Bidder to select or indicate manufacture and select corresponding category for manufacture. Bidder will need to repeat this for each category should a manufacture be available in multiple categories. Bidder may expand worksheet as needed, there is no need to submit additional worksheets for individual manufactures.</p> <p>Example:</p> <table><tr><th>Approved Manufacturer</th><th>Category</th><th colspan="2">Bid Percentage Discount offered off Manufacturer's Suggested Retail Price (MSRP)</th><th>MSRP List</th></tr><tr><th rowspan="2">Bidder to select from the drop down and list of specified manufactured products.</th><th rowspan="2">Select Category for the specified MSRP</th><th colspan="2">Service Area</th><th rowspan="2">Link or Attach Manufacturer's Most Recent MSRP List (If attaching with bid proposal, indicate "attached" but must include all equipment and parts included in this bid)</th></tr><tr><th>Washington (correct)</th><th>Available to the State of Oregon (Optional)</th></tr><tr><td>Iteris</td><td>2</td><td>20%</td><td>Yes</td><td>attached</td></tr><tr><td>Altera</td><td>2</td><td>15%</td><td>No</td><td>attached</td></tr><tr><td>Q-Free</td><td>2</td><td>15%</td><td>Yes</td><td>attached</td></tr><tr><td>Derq</td><td>2</td><td>15%</td><td>Yes</td><td>attached</td></tr></table> <p>Exhibit C – Bid Price (29023_ExhibitC_BidpriceV4) was updated to include the above example and instructions for added clarification.</p> <p>For submitting multiple manufacturers in a single bid response, bidders may use the "Price List Template", this is an optional template for use if Bidder does not have an existing MSRP List. This template is not required if Bidder has their own list for each manufacturer or a link, provided that their existing lists</p>	Approved Manufacturer	Category	Bid Percentage Discount offered off Manufacturer's Suggested Retail Price (MSRP)		MSRP List	Bidder to select from the drop down and list of specified manufactured products.	Select Category for the specified MSRP	Service Area		Link or Attach Manufacturer's Most Recent MSRP List (If attaching with bid proposal, indicate "attached" but must include all equipment and parts included in this bid)	Washington (correct)	Available to the State of Oregon (Optional)	Iteris	2	20%	Yes	attached	Altera	2	15%	No	attached	Q-Free	2	15%	Yes	attached	Derq	2	15%	Yes	attached	Yes
Approved Manufacturer	Category	Bid Percentage Discount offered off Manufacturer's Suggested Retail Price (MSRP)		MSRP List																															
Bidder to select from the drop down and list of specified manufactured products.	Select Category for the specified MSRP	Service Area		Link or Attach Manufacturer's Most Recent MSRP List (If attaching with bid proposal, indicate "attached" but must include all equipment and parts included in this bid)																															
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Q-Free	2	15%	Yes	attached																															
Derq	2	15%	Yes	attached																															
67.																																			

	<p>multiple times in the “Equipment & Parts” tab, once for each category they cover? (For instance, Iteris has products in Video Detection, Microwave Detection, Wireless Networking Equipment, Signs, IoT, and other categories.)</p> <ul style="list-style-type: none"> ○ Additionally, the document states: “Yes, if a bidder can offer the same manufacturer in multiple categories, bidder is to submit a bid for each category for consideration.” This seems to suggest that we need to submit a separate bid for each category that a manufacturer represents. For a manufacturer like Iteris, does this mean we need to 	<p>meets the listed information as described in Exhibit C – Bid Price “Instructions” tab, column C, rows 8-17.</p> <p>It is recommended for purpose of size that a Price List per manufacture should be provided. Per the Exhibit C – Bid Price “Instructions”, Bidder is to indicate in Column H in “Equipment & Parts” worksheet if the list is attached or provide the link for manufacture being include din the bid.</p> <p>However, should additionally e-mail submittals be required to meet this requirement, multiple submittals are accepted. Bidder is encouraged to monitor they receive a confirmation receipt for each e-mail submittal sent as Contract Administrator will provide a confirmation e-mail for bidder’s record.</p>	
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	<p>submit seven separate bids?</p> <ul style="list-style-type: none"> • For submitting multiple manufacturers in a single bid response, should we duplicate the "Price List Template" to create a separate sheet for each manufacturer, or should we combine all items from all manufacturers into a single list? A single list could end up being hundreds of items long. 		
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State of Washington

Contracts and Procurement Division
Department of Enterprise Services
P.O. Box 41411
Olympia, WA 98504-1411

Solicitation Amendment

Solicitation No.: 29023
Amendment No.: 3
Effective Date: 11/15/2024

AMENDMENT No. 3

TO

SOLICITATION No. 29023

Illumination Traffic Signal, Intelligent Transportation System, Equipment & Parts

This Amendment (“Amendment”) to Solicitation No. 29023 is effective immediately. Amended Exhibits Exhibit C – Bid Price (**29023_ExhibitC_BidPriceV4**) and Competitive Solicitation Cooperative document (**29023_CompetitiveSolicitationCoopV3**). Revised version of Exhibit C – Bid Price is not required to be submitted with proposals but may be used in place of **29023_ExhibitC_BidPriceV3** as there is a noted calculation error when using the Product List Template. **29023_CompetitiveSolicitationCoopV3** is for informational purposes as this informs bidders that the bid submittal date has been extended. 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:

- Exhibit C – Bid Price (29023_ExhibitC_BidPriceV4)
 - Change 12 – Product List Template has been corrected to display the correct formula for calculation. Bidders who use 29023_ExhibitC_BidPriceV3 and elect to use the optional Product price List, this calculation will be fixed during evaluation. Bidders need not use the revised version 29023_ExhibitC_BidPriceV3 to be responsive, 29023_ExhibitC_BidPriceV2 will be accepted.
 - Change 13 – Clarification to Instructions describing how bidders are to include a manufacturer in multiple categories using the existing “Equipment & Parts” worksheet.
- Competitive Solicitation (29023_CompetitiveSolicitationCoopV3)
 - Change 14 – Bid Submittal date has been extended to December 3, 2024, 11:59 pm (PST)

PRIOR AMENDMENTS

- Exhibit C – Bid Price (29023_ExhibitC_BidPriceV2)
 - Change 1 - Included expansion of instructions and option to include additional manufacturers.
 - Change 2 - Updated Campbell company as Dick Campbell DBA Pedsafety
 - Change 3 - Updated McCain to SWARCO McCain Inc
 - Change 4 – Information on minimum orders
 - Change 5 - Clarified Category 17 to include only generator parts
- Exhibit B – Technical and Performance Requirements (29023_ExhibitB-SpecificationsV2)
 - Change 6 – Revised to include REQ ID #4

- Competitive Solicitation (29023_CompetitiveSolicitationCoopV2)
 - Change 7 - Section 3.5, Removed optional items will not be scored, as we are allowing bidders to include additional manufactures, these are not optional items and will be scored
 - Change 8 – Clarified Category 17 to include only generator parts
- Exhibit D - Cooperative Purchasing Agreement (29023_WA-ORCooperativePAV2)
 - Change 9 – Added Section 8.5 Minimum Order Requirements
- Exhibit C – Bid Price (29023_ExhibitC_BidPriceV3)
 - Change 10 - Revised Global Traffic Technologies (GTT) to be Opticom by Miovision as one of the listed manufacturers
 - Change 11 - Adding Category 81 Miscellaneous to **Exhibit C – Bid Price**. This Category is not evaluated, however will only be awarded to bidder that has been awarded in a scored category.

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

Jaime Bacon

Jaime.bacon@des.wa.gov



Question & Answer # 4

Illumination Traffic Signal, Intelligent Transportation Systems, Equipment & Parts - 29023

This document is posted to capture the questions received during the question & answer period for 29023 – Illumination Traffic Signal, Intelligent Transportation Systems, Equipment & Parts. This document is the official response to the questions received as of 11/22/2024.

Questions or responses included in this document require changes to the solicitation documents. The solicitation has been updated as defined in Amendment #4.

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

Jaime Bacon
DESContractsTeamCedar@des.wa.gov

Below responses are to questions received between 11/15/2024 and 11/22/2024.			
Question #	Question	Response	Did this change the solicitation?
68.	Clarification for Bidders: The Department of Enterprise Services (DES) is providing guidance to bidders on how to offer access instructions for their Manufacturer's Suggested Retail Price (MSRP) lists when submitting via a link.	Bidders can provide access instructions to their Manufacturer's Suggested Retail Price (MSRP) lists by including these instructions in their email submission along with their bids. Revised Exhibit C – Bid Price , expand instructions for the above. Revised Competitive Solicitation to extend bid submittal date to December 6, 2024, 11:59 pm (PST)	Yes



State of Washington

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Solicitation Amendment

Solicitation No.: 29023
Amendment No.: 4
Effective Date: 11/25/2024

AMENDMENT No. 4

TO

SOLICITATION No. 29023

Illumination Traffic Signal, Intelligent Transportation System, Equipment & Parts

This Amendment (“Amendment”) to Solicitation No. 29023 is effective immediately. Amended Exhibits Exhibit C – Bid Price (**29023_ExhibitC_BidPriceV5**) and Competitive Solicitation Cooperative document (**29023_CompetitiveSolicitationCoopV4**). Revised version of Exhibit C – Bid Price is not required to be submitted with proposals but for clarification for Bidders’ wishing to include instructions to access their MSRP Price List link. **29023_CompetitiveSolicitationCoopV4** is for informational purposes as this informs bidders that the bid submittal date has been extended. 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:

- Exhibit C – Bid Price (29023_ExhibitC_BidPriceV5)
 - Change 15 –Providing clarification in instructions for bidders on how to include instructions to access links to MSRP Price Lists. Bidders need not use the revised version 29023_ExhibitC_BidPriceV4 to be responsive, 29023_ExhibitC_BidPriceV2 or 29023_ExhibitC_BidPriceV3 will be accepted.
- Competitive Solicitation (29023_CompetitiveSolicitationCoopV4)
 - Change 16 – Bid Submittal date has been extended to December 6, 2024, 11:59 pm (PST)

PRIOR AMENDMENTS

- Exhibit C – Bid Price (29023_ExhibitC_BidPriceV2)
 - Change 1 - Included expansion of instructions and option to include additional manufacturers.
 - Change 2 - Updated Campbell company as Dick Campbell DBA Pedsafety
 - Change 3 - Updated McCain to SWARCO McCain Inc
 - Change 4 – Information on minimum orders
 - Change 5 - Clarified Category 17 to include only generator parts
- Exhibit B – Technical and Performance Requirements (29023_ExhibitB-SpecificationsV2)
 - Change 6 – Revised to include REQ ID #4
- Competitive Solicitation (29023_CompetitiveSolicitationCoopV2)
 - Change 7 - Section 3.5, Removed optional items will not be scored, as we are allowing bidders to include additional manufactures, these are not optional items and will be scored

- Change 8 – Clarified Category 17 to include only generator parts
- Exhibit D - Cooperative Purchasing Agreement (29023_WA-ORCooperativePAV2)
 - Change 9 – Added Section 8.5 Minimum Order Requirements
- Exhibit C – Bid Price (29023_ExhibitC_BidPriceV3)
 - Change 10 - Revised Global Traffic Technologies (GTT) to be Opticom by Miovision as one of the listed manufacturers
 - Change 11 - Adding Category 81 Miscellaneous to **Exhibit C – Bid Price**. This Category is not evaluated, however will only be awarded to bidder that has been awarded in a scored category.
- Exhibit C – Bid Price (29023_ExhibitC_BidPriceV4)
 - Change 12 – Product List Template has been corrected to display the correct formula for calculation. Bidders who use 29023_ExhibitC_BidPriceV3 and elect to use the optional Product price List, this calculation will be fixed during evaluation. Bidders need not use the revised version 29023_ExhibitC_BidPriceV3 to be responsive, 29023_ExhibitC_BidPriceV2 will be accepted.
 - Change 13 – Clarification to Instructions describing how bidders are to include a manufacturer in multiple categories using the existing “Equipment & Parts” worksheet.
- Competitive Solicitation (29023_CompetitiveSolicitationCoopV3)
 - Change 14 – Bid Submittal date has been extended to December 3, 2024, 11:59 pm (PST)

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

Jaime Bacon

Jaime.bacon@des.wa.gov



State of Washington

Contracts and Procurement Division
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Solicitation Amendment

Solicitation No.: 29023
Amendment No.: 5
Effective Date: 12/5/2024

AMENDMENT No. 5

TO

SOLICITATION No. 29023

Illumination Traffic Signal, Intelligent Transportation System, Equipment & Parts

This Amendment ("Amendment") to Solicitation No. 29023 is effective immediately. Amended Competitive Solicitation Cooperative document **(29023_CompetitiveSolicitationCoopV5)**. Revised version is not required to be submitted with proposals but provides a correction to the listed bid submission e-mail. Bidders who have already submitted a bid and received confirmation that bid was received, are not required to resubmit a bid. Bid submittal date of 12/6/2024 remains unchanged. 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:

- Competitive Solicitation (29023_CompetitiveSolicitationCoopV5)
 - Change 17 – Bid Submission e-mail noted in section 4.6 is incorrect and was updated to the correct e-mail DESContractsTeamCedar@des.wa.gov

PRIOR AMENDMENTS

- Exhibit C – Bid Price (29023_ExhibitC_BidPriceV2)
 - Change 1 - Included expansion of instructions and option to include additional manufacturers.
 - Change 2 - Updated Campbell company as Dick Campbell DBA Pedsafety
 - Change 3 - Updated McCain to SWARCO McCain Inc
 - Change 4 – Information on minimum orders
 - Change 5 - Clarified Category 17 to include only generator parts
- Exhibit B – Technical and Performance Requirements (29023_ExhibitB-SpecificationsV2)
 - Change 6 – Revised to include REQ ID #4
- Competitive Solicitation (29023_CompetitiveSolicitationCoopV2)
 - Change 7 - Section 3.5, Removed optional items will not be scored, as we are allowing bidders to include additional manufactures, these are not optional items and will be scored
 - Change 8 – Clarified Category 17 to include only generator parts
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 - Change 10 - Revised Global Traffic Technologies (GTT) to be Opticom by Miovision as one of the listed manufacturers

- Change 11 - Adding Category 81 Miscellaneous to **Exhibit C – Bid Price**. This Category is not evaluated, however will only be awarded to bidder that has been awarded in a scored category.
- Exhibit C – Bid Price (29023_ExhibitC_BidPriceV4)
 - Change 12 – Product List Template has been corrected to display the correct formula for calculation. Bidders who use 29023_ExhibitC_BidPriceV3 and elect to use the optional Product price List, this calculation will be fixed during evaluation. Bidders need not use the revised version 29023_ExhibitC_BidPriceV3 to be responsive, 29023_ExhibitC_BidPriceV2 will be accepted.
 - Change 13 – Clarification to Instructions describing how bidders are to include a manufacturer in multiple categories using the existing “Equipment & Parts” worksheet.
- Competitive Solicitation (29023_CompetitiveSolicitationCoopV3)
 - Change 14 – Bid Submittal date has been extended to December 3, 2024, 11:59 pm (PST)
- Exhibit C – Bid Price (29023_ExhibitC_BidPriceV5)
 - Change 15 –Providing clarification in instructions for bidders on how to include instructions to access links to MSRP Price Lists. Bidders need not use the revised version 29023_ExhibitC_BidPriceV4 to be responsive, 29023_ExhibitC_BidPriceV2 or 29023_ExhibitC_BidPriceV3 will be accepted.
- Competitive Solicitation (29023_CompetitiveSolicitationCoopV4)
 - Change 16 – Bid Submittal date has been extended to December 6, 2024, 11:59 pm (PST)

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

Jaime Bacon

DESContractsTeamCedar@des.wa.gov