



**COBB COUNTY
Purchasing Department**

122 Waddell Street NE
Marietta, Georgia 30060
(770) 528-8400 • fax: (770) 528-8428
purchasing@cobbcounty.org

Roger Ball
Purchasing Director

ADDENDUM No. 2

**Sealed Bid # 23-6692
Request for Proposals
Technology Product Solutions and Related Services
Cobb County Purchasing Department**

Date: September 30, 2022

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The following addendum hereby amends and/or modifies the Proposal Documents and specifications as originally issued for this project. All proposers are subject to the provisions of this Addendum.

This Addendum consists of:

- **Questions Submitted in Writing**

Receipt of addendum **MUST** be acknowledged in the submitted proposal. It is the Proposer's ultimate responsibility to ensure that they have all applicable addenda prior to bid submittal.

This acknowledgment form must be signed, dated, and included with your submitted proposal

Company Name

Date

Signature

Please Print Name

All bids must be received before 12:00 (noon) by the Bid Opening date. Bids shall be delivered to Cobb County Purchasing Department, 122 Waddell Street NE, Marietta, GA 30060.

ADDENDUM No. 2

**Sealed Bid #23-6692
Request for Proposals
Technology Product Solutions and Related Services
Cobb County Purchasing Department**

Date: September 30, 2022

A. Questions Submitted in Writing

Question: Because this RFP requires a great deal of data collection and preparation from OEMs, we respectfully request an additional week in which to submit our proposals (i.e., October 20, 2022).

Answer: No extension will be granted.

Question: Is the County requesting certificates of insurance, endorsements to the policies, and declarations for each policy post award? Or is it the County's intent to receive these documents as part of the proposal package?

Answer: Insurance documentation is not required as part of the proposal response. Insurance documentation must be submitted prior to contract execution.

Question: Sections 5.1 and 5.2 list the Cover Letter and Executive Summary as separate sections with no page limit. However, Section XXXV appears to combine the Cover Letter/Executive Summary together and specifies a 2-page limit.

Please clarify whether it is the County's intent for only the Cover Letter to be limited to 2 pages and with no page limit for the Executive Summary.

Answer: The cover letter is the only document with a specified page limit.

Question: In response to the request for pricing at the part number level, it's important to point out that this could equate to tens of millions of lines, since many of the major manufacturers have hundreds of thousands, if not millions, of part numbers. In order to reduce the burden on both evaluators and proposers, could Cobb County please clarify whether it would still like to receive each OEM's entire priced catalog, or if this could be revised and/or clarified? Would it be acceptable to see minimum discounts off of MSRP by product family for each manufacturer instead?

Answer: Yes, that would be acceptable. In addition, a link to the catalog, or a website, may be provided with the proposal response but proposers must also include directions on where to look on the website, so the County does not have to search the entire website for the information.

Question: Is it possible for awarded vendors to add manufacturers post award? We often add new manufacturers over the course of the year and don't see an option to do so in the RFP.

Answer: The County is not looking for a specific list of manufacturers that you offer. The County is interested in contracting with a vendor for its entire offering, not specific manufacturers.

Question: Can a manufacturer list its resellers on the contract? If yes, do we submit a list of our resellers with your submission or after the award?

Answer: Manufacturers may list resellers on their contract and may include a list of resellers with their submission if they so choose. However, manufacturers shall understand that the County will only contract with the vendor who submits a proposal response and that contracted vendor will be responsible for all aspects of the contract with both the County and OMNIA Partners. Both the County and other participating public agencies will only be able to contract with the awarded vendor (i.e. a purchase order must be cut to the contracted vendor not to a reseller).

Question: We, OneScreen, are a manufacturer of interactive flat panels. We are bidding on only our hardware and are offering no services. In this case, do we submit "CONTRACTOR AFFIDAVIT & AGREEMENT (EXHIBIT A)" with our submission?

Answer: If any work could possibly be done under this contract, including repair or warranty work, the affidavit must be submitted. If that is not the case, then, no, it does not need to be submitted.

Question: If equipment and installation are bundled for a specific line item, do we submit "CONTRACTOR AFFIDAVIT & AGREEMENT (EXHIBIT A)" with submission?

Answer: Yes.

Question: If the bidder does not have any subcontractors but may have to choose a subcontractor for the execution of the contract after award, do we submit EXHIBIT A-1 and A-2 with its submission?

Answer: Only Exhibit A is required to be submitted with the proposal response. Exhibits A-1 and A-2 are only required prior to contract execution and if necessary.

Question: If the bidder does not have any subcontractors but may have to choose a subcontractor for the execution of the contract after award, do we submit EXHIBIT A-1 and A-2 with its submission?

Answer: Only Exhibit A is required to be submitted with the proposal response. Exhibits A-1 and A-2 are only required prior to contract execution and if necessary.

Question: We are already on the GSA schedule. If we make a proposal on this RFP, and it gets accepted, will any entity be able to purchase from us, who can't already purchase from us via our GSA listing? In other words, does this ADD in any way to the existing list of clients who can already order from us via our existing GSA listing?

Answer: The County is unable to answer this question without additional details but, if certain public entities cannot use your GSA schedule due to certain GSA restrictions, they should be able to use this contract.

Question: I assume that getting accepted onto the OMNIA "Master Agreement" won't impact our GSA listing in any way. Is that correct?

Answer: The County is unable to answer this question. GSA contract holders would need to contact the GSA for this information.

Question: When you state in "Objectives": "Establish the Master Agreement as a Supplier's primary offering to Participating Public Agencies."...is the intent to add a contractual requirement that would limit our activity in any specific way, or is this intended just as a generalized objective?

Answer: This is a generalized objective.

Question: When you state: “Describe how Supplier will transition any existing Public Agency customers’ accounts to the Master Agreement available nationally through OMNIA Partners. Include a list of current cooperative contracts (regional and national) Supplier holds and describe how the Master Agreement will be positioned among the other cooperative agreements.” ...I assume that this relates only to our SLED clients, and not to out FEDERAL clients. Is that correct?

Answer: This applies to any and all clients you would transition to this contract.

Question: Page 7 of the RFP indicates that prices must remain fixed for the first 12 months of the contract. However, the pricing offered for this bid is represented as a discount from the then-current MSRP, which will change month-to-month for OEMs. A price lock is not in place for any other Omnia contract; will Cobb County please remove this provision from the solicitation?

Answer: No. The County understands that manufacturer pricing can change and does change on a regular basis (whether that be annually, bi-annually, etc.) but the discount shall remain the same.

Question: Our company intends to submit a completed CONTRACTOR AFFIDAVIT & AGREEMENT (EXHIBIT A) document with the initial bid response. However, at this time we do not know if DLT will perform physical services for Cobb County, or which subcontractors we may use for those services if they do occur. Is it permissible to review and sign Exhibits A-1 and A-2 at the order level as applicable?

Answer: Only Exhibit A is required to be submitted with the proposal response. Exhibits A-1 and A-2 are only required prior to contract execution and if necessary.

Question: Are offerors required to submit a signed version of Exhibit B, Attachment A as part of the initial bid response, or will this document be signed upon successful negotiation of an awarded contract? The initial Addendum 1 states both ways.

Answer: No, it is not required.

Question: Are prime contractors permitted to use resellers (known as dealers or agents) to sell on their behalf under the terms of the awarded Omnia/Cobb County contract?

Answer: Manufacturers may use resellers to sell on their behalf but manufacturers shall understand that the County will only contract with the vendor who submits a proposal response and that contracted vendor will be responsible for all aspects of the contract with both the County and OMNIA Partners. Both the County and other participating public agencies will only be able to contract with the awarded vendor (i.e. a purchase order must be cut to the contracted vendor not to a reseller).

Question: Will Cobb County extend the due date of this bid by 1 week, to October 20, 2022? Many offerors are finishing up federal fiscal year end on 9/30 and the extra week will be helpful in putting together the most effective offer for this response.

Answer: No extension will be granted.

Question: Are offerors required to include a letter of authorization from each OEM in their bid response?

Answer: No.

Question: Is there a standard template Cobb County wants to see from each offeror for bid/term exceptions?

Answer: No. Proposers may submit this information in any format they choose as long as it is clearly labeled and identified.

Question: Please confirm that the Supplier's pricing may be in the format of a minimum discount percentage off public catalog pricing which is publicly available 24/7, verifiable, auditable and used for numerous public contracts including existing OMNIA contracts which CDWG is named to.

Answer: Yes.

Question: In order to stay consistent with other OMNIA contracts, will the County allow for discount off a verifiable price list rather than solely discount off MSRP?

Answer: Yes.

Question: As this is a full catalog of products, and in the effort to provide the most comprehensive and complete solution, it would be very difficult to provide an electronic price list for every manufacturer we wish to offer. Would providing electronic price catalog prior to purchase of a product or upon request be allowed in lieu of the requirement mentioned in Section 5.6 to provide with our proposal response?

Answer: A link to a catalog, or a website, may be provided with the proposal response but proposers must also include directions on where to look on the website, so the County does not have to search the entire website for the information.

Question: Section 5.6: Would respondents be allowed to provide a link to an online catalog in lieu of an electronic price list?

Answer: A link to a catalog, or a website, may be provided with the proposal response but proposers must also include directions on where to look on the website, so the County does not have to search the entire website for the information.

Question: Will the Cobb County Procurement Department provide a copy of the "Cobb County Sample Contract" referenced in the Technology Product Solutions and Related Services Proposal# 23-6692 to all responders, or will a copy be provided upon request? Please advise.

Answer: This is a part of our standard terms and conditions and, as it states, only applies if a standard contract is included. There is no sample contract for this RFP other than the included OMNIA documents.