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QUESTIONS AND RESPONSES # 3
PROJECT NO. 050B640003
Department of Budget & Management
State Fleet and Travel Management Unit
Thursday March 03, 2016

Ladies/Gentlemen:

This List of Questions and Responses #3, questions #1 through #3, is being issued to clarify certain information contained in the above named RFP.

In most instances the submitted questions and the Department's responses merely serve to clarify the existing requirements of the RFP. Sometimes, however, in submitting questions potential Offerors may make statements or express interpretations of contract requirements that may be inconsistent with the Department's intent. To the extent that the Department recognizes such an incorrect interpretation, the provided answer will note that the interpretation is erroneous and either state that the question is moot once the correct interpretation is explained or provide the answer based upon the correct interpretation.

No provided answer to a question may in and of itself change any requirement of the RFP. If it is determined that any portion of the RFP should be changed based upon a submitted question, the actual change may only be implemented via a formal amendment to the RFP. In this situation the answer provided will reference the amendment containing the RFP change.

1. *Regarding Section 4.4.2.6 (Offeror Technical Response to RFP Requirements and Proposed Work Plan) on page 34, and as revised in Amendment #1. The section states that a copy of the agreement between the Offeror and national glass vendor is necessary. If an Offeror is willing to guarantee a certain percentage off of MSRP or list, is a copy of the agreement still necessary?*

RESPONSE: Yes, a copy of the agreement is still necessary. RFP Section 4.4.2.6 as amended reads "*The Offeror shall provide a copy of the agreement with a national glass replacement vendor detailing a pricing discount over the standard rates of the national glass replacement vendor and the duration of the agreement. The agreement should include at minimum pricing for Light Duty Vehicles.*" The State requires as a response to this RFP that an Offeror have an agreement in place with a national glass vendor. As proof of that agreement the State requires a copy of the agreement be submitted with the Offeror's Technical Proposal. The agreement should at minimum show the current discount the Offeror receives and the manufacturer's suggested retail price (MSRP) from the National Glass Vendor.

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2. *If the Offeror plans to guarantee the percentage discount, is pricing for the 4 example vehicles still required? If the sample pricing is still required, can the state provide more information on the typical windshield required, e.g. rain sensing technology, automatic light sensors, ambient temperature technology, etc.*

RESPONSE: Please refer to Question #1 above. If an agreement with a National Glass Vendor is submitted with the Offeror's Technical Proposal and it clearly shows the percentage discount off of the National Glass Vendors MSRP and also shows the windshield MSRP for Light Duty Vehicles, then there is no need to supply pricing for the 4 example vehicles listed in RFP Section 4.4.2.6 as amended.

3. *Is OEM glass replacement required, or is OEE (Original Equipment Equivalent) glass acceptable?*

RESPONSE: OEE (Original Equipment Equivalent) is acceptable for any glass replacement under the Contract resulting from this RFP.

Remember proposals are due on March 10, 2016, no later than 1:00 p.m. If there are questions concerning this solicitation, please contact me via e-mail at bill.bohlayer@maryland.gov or call me at (410) 260-6021 as soon as possible.

Issued and authorized by

<signed>
William Bohlayer
Procurement Officer