



Sumner County Board of Education

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Director of Schools

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20240924 HVAC Equipment, Installation, Service and Related Product

QUESTIONS & ANSWERS

The following questions were submitted in relation to RFP 20240924. Responses are provided for each question.

1. Was it decided what will be the determining factor for choosing the winning bid on this RFP?

As indicated in Section 12 – Evaluation of Proposals, the proposals will be evaluated based on Subjective and Qualitative Analysis and Objective and Quantitative Analysis. SCS weighted the Subjective and Qualitative portion higher because we are looking more strongly at the capability of the vendor to provide the services we will require. SCS weighted pricing lower because it is not the most important factor in making our decision.

2. Is it acceptable to submit cost-plus pricing as part of our proposal, or is the discount from list price format required?

As discussed in the pre-bid meeting, SCS requested a discount from list price format based on past bids. During the discussion, it became apparent that pricing format was not in the best interest of SCS due to variables concerning pricing that the vendors will be able to secure from the manufacturers. SCS intends to issue an addendum requesting a pricing structure based on a cost-plus markup percentage for the equipment, parts, etc. The addendum will be issued on Tuesday, September 17, 2024.

3. After bid opening, will the respondents have the opportunity to interview?

As indicated in Section 12 – Contract Award, SCS reserves the right to enter discussions with Proposers that have submitted proposals that are most likely being considered for selection. It is SCS's sole discretion to conduct discussions, or interviews, with a Proposer. SCS is not required to conduct discussions or interview with any Proposers.

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