

Questions and Answers for RFP 26-21

1. We cannot agree to a contract term of 5 years. Are you willing to award a one-year contract with the option to extend for four one-year extensions? – We can agree to one-year contract terms. It is the department's responsibility to renew annually.
2. We cannot agree to a firm/fixed contract. We are required to adjust our prices whenever the manufacturer increases its prices. Because of this, we typically do not hold prices firm for more than 90 days at a time. When there is a manufacturer price increase, we will provide a notification, along with documentation as evidence of the increase. Can you agree to these terms, or do prices need to remain firm for a certain amount of time? – Prices do not have to remain firm. This is part of the boilerplate language.
3. We cannot agree that the fees will increase only at renewal time (July 1). We will need to be able to increase prices more frequently (no more than 90 days at a time). Is this a term you can agree to? – That information will have to be included in your proposal and for the committee to agree to.
4. We cannot guarantee that the price increase % will not exceed the prior year. Can this term be removed? – We cannot remove this term, but you can make a note on the proposal regarding your stance.