

Group 38650 – Safety Equipment & Products for Transportation & Public Works—Comprehensive Crash Mitigation  
(including Attenuators, Barricades, Bridge Rails, Crash Cushions and Guide Rails) (Statewide)

**IFB 23130 - Bidder Inquiries and Responses**

#	Solicitation Document Name	Document Section (Name or No.)	Comment / Question / Bid Deviation	Response
1	IFB Main Document- General Inquiry	1.3 Estimated Quantities	Do you have any rough estimates for the quantity of goods expected, specifically for truck and trailer mounted attenuators?	No, pursuant to Section 1.3, Estimated Quantities, there are no estimated quantities for this solicitation. However, as noted in Section 1.3, “[t]he anticipated dollar value of the award for this Solicitation, based on historical purchases under previous awards, is approximately \$8.4 million annually.”
2	IFB Main Document- General Inquiry	Section 2, Bidder Qualifications	Can previous OGS Contract Sales reports be utilized as proof of past sales?	Per Section 2, Bidder Qualifications “Bidder must have achieved minimum verifiable sales of the Products described in Section 1.2, Scope...to any National Public Entities. National Public Entities are defined as state governments...”. This would include NYS OGS centralized contracts.  Proof of Past Sales should be submitted in the form of <u>a summary of the total sales reported</u> and provided in Excel format.
3	IFB Main Document- General Inquiry	6.4 Pricelists/Discounts	Can we offer a discount for installation of attenuators through our company?	No, pursuant to Section 1.2, Scope – Exclusions, this Solicitation does not include installation, and pursuant to Section 6.4 Pricelists/Discounts, submissions “should not contain the products listed in Section 1.2, Scope-Exclusions.”
4	IFB Main Document- General Inquiry	6.20 Contractor Requirements and Procedures for Business Participation Opportunities for NYS Certified Minority- and Women-Owned Business Enterprises and Equal Employment Opportunities for Minority Group Members and Women	Our manufacturer is located outside of NY. We are the authorized NYS Distributor – no NYS MWBE's are utilized. How do we obtain a waiver of the 5% MWBE requirement since this contract is a supply contract and no purchase amounts are guaranteed? Materials are ordered on an as needed basis.	To obtain a waiver of the MWBE participation requirement, Bidder should follow the steps indicated in Section 6.20, Contractor Requirements and Procedures for Business Participation Opportunities for NYS Certified Minority- and Women-Owned Business Enterprises and Equal Employment Opportunities for Minority Group Members and Women, especially Part VI – Request for Waiver and Part VII – Required Good Faith Efforts.

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5	IFB Main Document- General Inquiry	6.33 Resellers	Is there a difference between resellers and distributors?	<p>The Solicitation has been revised to clarify all references to the term Resellers and has included the phrase “authorized Reseller” consistently throughout the document.</p> <p>A Reseller that is bidding must meet the requirements of Section 2- Bidder Qualifications.</p>
6	Attachment 10 – Technical Specifications	(729-12) Truck-Mounted & Trailer Mounted Impact Attenuators	Will you accept makes/models not listed for truck mounted attenuators, specifically the Verdegro Blade, which is the only other MASH approved TMA besides the Scorpion by Traffix?	<p>Per Attachment 10 – Technical Specifications, (729-12) Truck Mounted &amp; Trailer Mounted Impact Attenuators (p23), these products bid shall be compliant with MASH.</p> <p>This includes both permanent and temporary impact attenuators.</p>