

## RFP #10-2015-PRINT: ADDENDUM 5 ADDITIONAL INFO FOLLOWING COST PROPOSAL

For those present at the Cost Proposal opening, there was some concern over one vendor that was very different than the others – not in the same ballpark. After closer review of the total cost proposal the correct totals page was found and confirmed with the company in question. All Cost Proposals were checked and clarified and those scores will be added to the technical scores for final scoring.

Once all scores are totaled and highest score is ascertained, any SBE or DVBE incentives will be added to those eligible for that additional scoring.

**SOW II is still under consideration and final analysis is not complete.**

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Some clarifications were requested in a few areas by responding organizations.

1. Since you only posted one score, we assume that you combined SOW 1 and 2. Can you please confirm this? **Only SOW I was posted as the Court is still analyzing the technical responses to SOW II to ascertain how they might be scored.**
2. We were told that SOW 1 and SOW 2 are two different bids, and not bidding on one would not affect the outcome of the other, however with only one scoring sheet it appears that some scores are lower by not responding to SOW2. **SOW I and SOW II are being treated separately, as detailed in the walk-thru and RFP. Technical scores for the Lease SOW were posted and the costs shared publically. Those responses are being analyzed and clarified.**

**SOW II is being treated separately and is still in review.**

3. If a responder accepted all terms and conditions without exception, how is it possible to get a score lower than others? What can be scored higher than accepting all? **Raters based their scoring on the completeness and explanation of each response with the detail that was provided to substantiate the ability to perform, etc.**
4. What timing requirements are you scoring us so low on? We agreed to all timing in the bid, 100 percent compliant to all timing asked. **All information provided was taken into consideration, which included financial, technical experience of the service provider and other considerations included in the technical response.**
5. We can surmise that our lowest score for Acceptance of Terms and Conditions is reflected on the number of redlines from our legal team's review. The intent of our redlines is not to disagree with Fresno Term's, but we outlined certain items for clarity and to make sure we are understanding the intent of certain terms. **When a proposer proposes exceptions they are to be red-lined and submitted. Requests for clarifications should be made separately if one is not excepting, but merely asking for clarification, thus cutting down on comments in the red-lined document. If definitions or clarifications were requested during the question and answer phase, they would have been given at that time, thus reducing the number of questions/comments/"exceptions".**
6. When will a DVBE incentive be applied and how many points will be added?

**If a DVBE incentive applies to a response, 10% of the total highest scoring proposal will be added once total scores are known. After final analysis and consideration of all the variables, a final score will be determined and 10% of the total highest scoring bid will be added to any eligible firm that submitted acceptable DVBE declaration forms.**