

Questions and Answers
RFP F41999-22-R-0010

1. **Question:** Please provide us the total previous contract award amount for this requirement, or the site visit instructions.

Answer: The total previous contracts awarded are below. There will be no site visit requirement.

<u>Name</u>	<u>Amount</u>	<u>Dates</u>
Vendor 1	\$5,313,059.68	01 Nov 2018 - 03 Nov 2021
Vendor 2	\$2,637,017.37	01 Apr 2019 – 31 Mar 2021

GRAND TOTAL = \$7,950,077.05

2. **Question:** Are you wanting only pricing without frames and you will add fabric pricing as negotiated or are we to quote per mill pricing we are given by fabric mills? Historically we worked with a negotiated per yard price for each fabric which was provided by your office. Is that list available?

Answer: The pricelist provided requests the final price for the upholstery frame to include the COM fabric provided. The direct contact information was provided so each solicitor can contact the Air Force Lodging fabric rep directly to obtain the Air Force pricing.

3. **Question:** Will each item have a choice of 3 finishes to use?

Answer: Each item will need to have the option to have the identified (3) finishes provided on the frames as it will be denoted in the purchase order.

4. **Question:** Are we needing to provide fabric inclusive pricing for all fabric chooses provided? It looks like we may provide COM pricing and the Customer is filling in the pricing for the fabric, but please confirm.

Answer: The pricelist provided requests the final price for the upholstery frame to include the COM fabric provided. The direct contact information was provided so each solicitor can contact the Air Force Lodging fabric rep directly to obtain the Air Force pricing.

5. **Question:** What is the estimated volume of this program?

Answer: The contracts will be Indefinite Delivery Indefinite Quantity over a 10 year period; estimated dollar value based on previous 10 year contracts was \$43,156,264.00

6. **Question:** Where are the majority of the properties located? We have East and West coast factories to consider.

Answer: 89 properties worldwide. The majority are stateside and scattered throughout the US.

7. **Question:** Are you needing replacement parts pricing?

Answer: Including replacement part costs would be nice but not required. Historically, we have not had a high demand for replacement items. Occasionally, feet are damaged in shipping and need replaced.

8. **Question:** Over what timeline will these orders be placed?

Answer: Per Section H, Para. 5, the total duration of this contract, including the exercise on any options under the clause, shall not exceed ten (10) years. Any price changes for the option period(s) will be negotiated before the option is exercised.

9. **Question:** How long does costing need to be held?

Answer: The Contractor is to maintain two year firm fixed price per Section L, Para. 8.2.4. Per Section H, Para. 5, there will be 8 option years and any price changes for the option period(s) will be negotiated before the option is exercised.

10. **Question:** Do we have to bid on all items to be considered?

Answer: Yes, per Section B, Pricing; Line 2; NOTE TO OFFERORS: Please fillout ALL "YELLOW" highlighted areas.

11. **Question:** What kind of lead-time is expected once a PO is received? 17 weeks or 120 days?

Answer: Per Section F, Para. 1, the required delivery is 120 days; fill out Offeror's proposed delivery if less than 120 days.

12. **Question:** What kind of terms are you looking for? We just wanted to know what your expectations are on payment term. (Net 30, 50% Deposit Net 30....)

Answer: Per Section G, Para. 2, Method of Payment, the payment term is the Government Credit Card. The standard for the Government is Net 30.

13. **Question:** I see you are wanting the furniture crated, this will be an extra charge. Are we to put this cost in the unit cost or do you want to see separately?

Answer: Section B, Pricing states carton, nothing mentioned about crating. Reference Section D, Packaging and Marking. Yes, if there is a separate charge for carton you can list as a separate line item if quoting FOB Origin.

14. **Question:** We have been notified of several discontinued fabrics, how do you wish for us to address these or the soon to be discontinued fabric selections?

Answer: We are in the process of working through the identified discontinued fabrics and will have a revised list as soon as we have completed the selections.

15. **Question:** Please confirm that for File I and File II that the pricing sheet is to be embedded in the pdf document as an excel file.

Answer: Per Section L, Para. 4, Solicitation shall be in pdf format with the exception of Section B pricing which should be submitted in Excel format.

16. **Question:** Please confirm COM, that Air Force will be procuring the fabric and shipping to manufacturer.

Answer: Air Force will NOT be procuring the fabric nor shipping it to the manufacturer. The pricelist provided requests the final price for the upholstery frame to include the COM fabric provided. The direct contact information was provided so each solicitor can contact the Air Force Lodging fabric rep directly to obtain the Air Force pricing.

17. **Question:** Please confirm speciation for cushion back as scope of work notes back cushion to be 2.0 lbs. with density of 33 while back cushion note 1.8 lbs. with 30 density 2. In section D of scope of work, please clarify foam wrapper as standard for book wrapped cushion has a blown fiber wrap.

Answer: The back poly is minimum 1.8 lb Density 33; back foam cushion is minimum 2.0 lb min Density 30. Second part of this question need clarified. The expectation is to have the foam cushion wrapped with fiber batting.

18. **Question:** Is fabric warranty separate from upholstery?

Answer: Warranty is outlined on page 7 of 7. Scope of work outlines "All merchandise to be warranted to be free from defects of material and workmanship/manufacturing for a period of five years starting at the time of delivery of the product to the AF installation." Material is assumed to be all materials, including fabric. If your warranty is different, please provide this information for our review.

19. **Question:** Are we providing COM or Fabric inclusive pricing?

Answer: The vendor will be responsible for procuring the fabric. The pricelist provided requests the final price for the upholstery frame to include the COM fabric provided. The direct contact information was provided so each solicitor can contact the Air Force Lodging fabric rep directly to obtain the Air Force pricing.

20. **Question:** If Fabric inclusive, will we be provided a list of pre-negotiated fabric mill pricing?

Answer: The direct contact information was provided so each solicitor can contact the Air Force Lodging fabric rep directly to obtain the Air Force pricing.

21. **Question:** What is the mattress spec for the 6" mattress upgrade?

Answer: (As listed on page 5 of 7) Minimum upgraded 5-6" thick mattress, 1" thick quilted foam cover, resilient 13.5" gauge tempered steel innerspring coils or fiber cover over viscoelastic foam. Quilted damask cover.

22. **Question:** Since this is a 10 year contract, how are price increases handled throughout the 10 years?

Answer: The Contractor is to maintain two year firm fixed price per Section L, Para. 8.2.4. Per Section H, Para. 5, there will be 8 option years and any price changes for the option period(s) will be negotiated before the option is exercised.

23. **Question:** Can terms be 50% Deposit/ Balance before delivery?

Answer: AFNAFPO does not except 50% deposit/balance before delivery.