

Solicitation 23185, STEM/STEAM and Science Laboratory Supplies and Equipment - Responses to Inquiries

Inquiry Number	Solicitation Document Name	Document Section (Number & Name)	Question	Procurement Services Response
1	Solicitation	Section 1.1 Overview	Would this be a mandatory contract that K-12 and colleges must utilize?	No. Schools and colleges may use the contract but are not required to.
2	Solicitation	Section 1.2 Scope	If a STEM product comes with software it goes in lot 2 correct? What if the product can be used without the software?	Yes. If the product comes with software it belongs in Lot 2 'Information Technology Based STEM/STEAM or Science Laboratory Products' whether or not the product can be used without the software.
3	Solicitation	Section 1.2 Scope	A. Are microscopes considered under this RFP? B. if microscopes are considered under this RFP, are the microscopes strictly educational, no research microscopes?	A. Yes. Microscopes are included in the scope but only for Educational purposes. B. Products offered through the resulting contracts are strictly educational for use in a K-12 or college level educational setting.
4	Solicitation	Section 1.2 Scope	How will Authorized Users be able to purchase via use of this contract?	Authorized Users will purchase in accordance with Section 4.4 <i>Procurement Instructions for Authorized Users</i> .
5	Solicitation	Section 1.2 Scope	If we have 3D printing equipment that contain software but do not collect data, can these items be included in Lot 1?	No. If the product comes with software it belongs in Lot 2 'Information Technology Based STEM/STEAM or Science Laboratory Products'.
6	Solicitation	Section 1.2 Scope	Is this bid intended for products and services that are aligned to Table 1: Lot 1 Examples?	See Section 1.2 'Scope' for the Lots, product categories and exclusions. The examples included are not an exhaustive list of STEM/STEAM or Science Laboratory Products that may be bid.
7	Solicitation	Section 1.2 Scope	Are offerors for Lot 1 required to be the manufacturer of items submitted? We noticed this specification was only listed under lot 2. For Lot 2 'Information Technology Based STEM/STEAM or Science Laboratory Products, the Bidder must be the Manufacturer of the Products being bid.	No. Offerors for Lot 1 are not required to be the manufacturer of the items being submitted. Resellers may bid on Lot 1. For Lot 2 'Information Technology Based STEM/STEAM or Science Laboratory Products, the Bidder must be the Manufacturer of the Products being bid.
8	Solicitation	Section 1.2 Scope	We have so many products that are related to STEM/STEAM related products and it would be helpful if we know the list of products being asked to bid. Can you assist?	Bidders may bid any STEM/STEAM and science laboratory educational supplies and equipment. Please see Section 1.2 <i>Scope</i> and the included categories and examples. However, the examples included are not an exhaustive list of STEM/STEAM or Science Laboratory Products that may be offered under the resulting contracts.
9	Solicitation	Section 1.2 Scope	Do you have list of products for the following bid or are you looking for bidder to provide list of products?	Bidders may bid any STEM/STEAM and science laboratory educational supplies and equipment. Please see Section 1.2 <i>Scope</i> and the included categories and examples. However, the examples included are not an exhaustive list of STEM/STEAM or Science Laboratory Products that may be offered under the resulting contracts.
10	Solicitation	Section 1.4 Key Events/dates	Can the bid opening due date be extended past March 10? To allow sufficient time to complete the bid.	The bid opening date has been changed to March 18, 2020.
11	Solicitation	Section 1.4 Key Events/Dates	When do you expect the bid to be awarded? Would this be for the new school year starting July 2020?	OGS plans to award the contracts in the summer/fall of 2020.
12	Solicitation	Section 2.0 Bidder Qualifications	Does the \$100,000 in sales revenue need to be from US-based governmental agencies and educational agencies in each of the last 3 years or can this be worldwide verifiable sales?	To meet the verifiable sales requirement the sales must be to Educational or governmental entities within the United States. We have revised definition of Educational Agency in Section 1.11 <i>Definitions</i> to make this clear.
13	Solicitation	Section 2.0 Bidder qualifications	Do you require any physical samples of materials?	No. Samples materials or products are not required.
14	Solicitation	Section 2.0 Bidder Qualifications	A. How firm is the 3 year requirement of sales of \$100,000? B. Will two years be acceptable?	A. Very firm. B. No. See section 2. Bidder Qualifications Bidder must have verifiable sales of at least \$100,000 in each of the three years immediately preceding the bid opening date. Two years of sales would not meet the verifiable sales requirement.

15	Solicitation	Section 2.0 Bidder Qualifications	Because this is technology, the products on the invoices for 2 and 3 years ago are older versions of the current products. Is this acceptable?	Yes. Invoices for older versions of products may be used to meet the verifiable sales requirement.
16	Solicitation	Section 2.0 Bidder Qualifications	Is the \$100,000 sales requirement applicable to the company's overall sales or each specific product line?	The verifiable sales requirement is applicable to the company's overall sales of STEM/STEAM products described in Section 1.2 <i>Scope</i> .
17	Solicitation	Section 2.0 Bidder Qualifications	Do you all need digital samples of our STEM products?	No. Samples of materials or products are not required.
18	Solicitation	Section 2.0 Bidder Qualifications	Does the minimum of \$100,000 in sales history need to come from comparable districts?	The invoices used to meet the verifiable sales requirement in Section 2 <i>Bidder Qualifications</i> may be to any Governmental Entity or Educational Agency as those terms are defined in the Solicitation. Please see the revised definition of Educational Agency in Section 1.11 <i>Definitions</i> .
19	Solicitation	Section 2.0 Bidder Qualifications	Please confirm the \$100,000 annually is to be sales of the products outlined in the bid?	Yes. Verifiable sales must be for products described in Section 1.2 <i>Scope</i> .
20	Solicitation	Section 2.0 Bidder Qualifications	With a Manufacturer's agreement up front, could a reseller bid on Lot 2 if we are an Approved Official Partner of the Manufacturer?	No. See Section 2 <i>Bidder Qualifications</i> . For Lot 2 'Information Technology Based STEM/STEAM or Science Laboratory Products, the Bidder must be the Manufacturer of the Products being bid.
21	Solicitation	Section 2.0 Bidder Qualifications	If you have an existing/previous OGS contract and can show 3 years of sales, does that section need to be completed?	Yes. All bidders must meet the verifiable sales requirement included in Section 2 <i>Bidder Qualifications</i> including existing OGS Contractors.
22	Solicitation	Section 2.0 Bidder Qualifications	The products on the invoices from 2 and 3 years ago are older versions of the products, which now have different product names. Is this acceptable?	Yes. Invoices for older versions of products may be used to meet the verifiable sales requirement.
23	Solicitation	Section 2.0 Bidder Qualifications	If a bidder has greater than \$100K sales for each of the last 3 years, is it acceptable to bid with a brand new product or new version of the product?	Yes. Newer versions of products may be offered.
24	Solicitation	Section 2.0 Bidder Qualifications	What if an organization cannot supply sales verifications from other entities due to the nature of the products (numerous configurations and confidentiality issues)?	All Bidders must meet the minimum qualifications contained in Section 2 <i>Bidder Qualifications</i> in order to bid.
25	Solicitation	Section 2.0 Bidder Qualifications	Can a distributor/reseller that meets the requirements of Lot 2, bid on behalf on a manufacturer that does not meet the \$100,000 sales requirement?	No. For Lot 2 'Information Technology Based STEM/STEAM or Science Laboratory Products, the Bidder must be the Manufacturer of the Products being bid.
26	Solicitation	Section 2.0 Bidder Qualifications	If we have a contract with BOCES on a product, could we include the same product in this bid?	Yes. Products offered on other contracts may be included in your bid.
27	Solicitation	Section 2.0 Bidder Qualifications	Are we able to include professional development of said product on this contract?	No. Professional development services are not within the scope of this Solicitation.
28	Solicitation	Section 2.0 Bidder Qualifications	Are we able to include curriculum that corresponds to the product on this contract?	Yes. Curriculum may be included in the 'STEM/STEAM and Science Laboratory Educational Materials' product category.
29	Solicitation	Section 2.0 Bidder Qualifications	Can resellers be the lead on this contract? We would like to bid our catalogue which involves multiple manufacturers.	Resellers may bid on Lot 1. However, for Lot 2 'Information Technology Based STEM/STEAM or Science Laboratory Products, the Bidder must be the Manufacturer of the Products being bid.
30	Solicitation	Section 2.0 Bidder Qualifications	If a reseller can not take the lead, will there be another similar NY state STEAM products and materials contract coming out? If so, when?	There are currently no plans for an additional contract.
31	Solicitation	Section 2.0 Bidder Qualifications	As a focused STEAM Supplier - We have an extensive catalog of STEAM Educational Technology solutions across all of your categories of both standalone (Lot 1) and items that have a data option (Lot 2) with a multitude of manufacturers. With a Manufacturer's agreement up front, could we bid on Lot 2 if we are an Approved Official Partner of the Manufacturer?	No. See Section 2 <i>Bidder Qualifications</i> . For Lot 2 'Information Technology Based STEM/STEAM or Science Laboratory Products, the Bidder must be the Manufacturer of the Products being bid.
32	Solicitation	Section 2.0 Bidder Qualifications	We are not seeing specifications for a comprehensive narrative. Is a written narrative required with this RFP?	No. This Solicitation does not include a requirement for a written narrative.
33	Solicitation	Section 2.0 Bidder Qualifications	Is there a minimum amount of invoices required for each of the three years requested?	No. Pursuant to Section 2 <i>Bidder Qualifications</i> , there is no minimum or maximum number of invoices required.
34	Solicitation	Section 2.0 Bidder Qualifications	Would a structured STEM curriculum that includes prints and kits fit the criteria for this bid?	Yes. Curriculum may be included in the 'STEM/STEAM and Science Laboratory Educational Materials' product category.
35	Solicitation	Section 2.0 Bidder Qualifications	Is there a minimum amount of invoices required for each of the three years requested?	No. Pursuant Section 2 <i>Bidder Qualifications</i> , there is no minimum. However, the minimum or maximum number of invoices required.

36	Solicitation	Section 2.0 Bidder Qualifications	\$100,000 sales history...is that individual sales per item we are listing or is it sales as a whole company. Does the sales history encompass only the items we are submitting?	The verifiable sales requirement is for the company's overall sales of STEM/STEAM products.
37	Solicitation	Section 2.0 Bidder Qualifications	Verifiable Sales: I just need to provide copies of invoices equaling at least \$100,000 correct?	Yes. Please see Section 2 <i>Bidder Qualifications</i> . Bidder must have verifiable sales of at least \$100,000 in each of the three years immediately preceding the bid opening date.
38	Solicitation	Section 2.0 Bidder Qualifications	Do I need to do it for 3 years or just 1 year?	Please see Section 2 <i>Bidder Qualifications</i> . Bidder must have verifiable sales of at least \$100,000 in each of the three years immediately preceding the bid opening date. One year of sales would not meet the verifiable sales requirement.
39	Solicitation	Section 2.0 Bidder Qualifications	Verifiable Sales don't have to be a contract price but can just be a invoice from a school?	Yes. Please see Section 2.1 <i>Verifiable Sales</i> .
40	Solicitation	Section 2.1 Verifiable Sales	Are you looking for single invoices of over \$100K, or invoices from each year that add up to \$100K per year?	Multiple invoices may be used to meet the verifiable sales requirement for each year.
41	Solicitation	Section 2.1 Verifiable Sales	Will you accept invoices provided to government agencies by a reseller for sales verification for Lot 2 bids? Historically, we have sold predominantly via resellers	See Section 2.1 <i>Verifiable Sales</i> . If a Manufacturer has no verifiable sales to any Government Entity or Educational Agency, but sells its products only through Resellers to Government Entities or Educational Agencies, then that Manufacturer may use those Reseller invoices to demonstrate verifiable sales. In Attachment 9 – <i>Verifiable Sales</i> the Manufacturer will attest they have no direct government sales and sell through Resellers to Government Entities. Invoices from a Manufacturer's authorized Resellers will be accepted only if the Manufacturer is identified on the invoice. The Manufacturer's name must be printed on the invoice.
42	Solicitation	Section 2.1 Verifiable Sales	We have 3 years sales but most are outside of the US. Are they accepted?	No. To meet the verifiable sales requirement the sales must be to educational or government entities within the United States. We have revised definition for Educational Agency in Section 1.11 <i>Definitions</i> to make this clear.
43	Solicitation	Section 2.1 Verifiable Sales	Verifiable sales - Can we just submit invoice totals without including each individual invoice?	No. Section 2.1 <i>Verifiable Sales</i> requires that bidders provide copies of the invoices listed in Attachment 9 – <i>Verifiable Sales</i> for verification purposes.
44	Solicitation	Section 2.1 Verifiable Sales	We are a newer company and we do not have 3+ years of \$100k in sales given we launched in 2016 and did not start selling a product until 2018. That said, we had over \$100k in sales in 2018 and over \$1 million in 2019. We are on track for a strong 2020, too with upwards of \$100K in sales so far this quarter alone. Does the above disqualify Farmshelf from bidding this round, or is there an exception that can be made?	There is no exception that can be made. Please see Section 2 <i>Bidder Qualifications</i> . Bidder must have verifiable sales of at least \$100,000 in each of the three years immediately preceding the bid opening date. Bidders who do not meet the minimum qualifications for this Solicitation may be eligible to participate in future periodic recruitments offered at the discretion of the State (See Section 4.3 <i>Periodic Recruitment</i>).
45	Solicitation	Section 2.1 Verifiable Sales	Can educational agencies be located outside US?	No. To meet the verifiable sales requirement the sales must be to US Educational or government entities. See revised definition for Educational Agency in Section 1.11 <i>Definitions</i> of the Solicitation.
46	Solicitation	Section 2.1 Verifiable Sales	Can government entity be located outside US?	No. To meet the verifiable sales requirement the sales must be to US Educational or government entities. See revised definition for Educational Agency in Section 1.11 <i>Definitions</i> of the Solicitation.
47	Solicitation	Section 2.1 Verifiable Sales	If yes above, is it a problem if part numbers are different? What do I do?	Sales to entities located outside of the United States do not qualify toward the verifiable sales requirement of Section 2.1 <i>Verifiable Sales</i> . To meet the verifiable sales requirement the sales must be to US Educational or government entities. See revised definition for Educational Agency in Section 1.11 <i>Definitions</i> of the Solicitation.
48	Solicitation	Section 2.1 Verifiable Sales	If you accept sales outside US, Do we need to do anything different?	Sales to entities located outside of the United States do not qualify toward the verifiable sales requirement of Section 2.1 <i>Verifiable Sales</i> . To meet the verifiable sales requirement the sales must be to US Educational or government entities. See revised definition for Educational Agency in Section 1.11 <i>Definitions</i> of the Solicitation.

49	Solicitation	Section 2.1 Verifiable Sales	We do have verifiable sales within one year in NYS but have only been operating in the US for less than 1-year but outside US since 2016 with verifiable sales to both government and educational agencies. Will this be an issue?	Sales to entities located outside of the United States do not qualify toward the verifiable sales requirement of Section 2.1 <i>Verifiable Sales</i> . To meet the verifiable sales requirement the sales must be to US Educational or government entities. See revised definition for Educational Agency. See revised definition in Section 1.11 of the Solicitation. One year of sales would not meet the verifiable sales requirement.
50	Solicitation	Section 2.1 Verifiable Sales	Does it matter if the educational agency is public or privately funded?	No. The Educational Agency may be public or privately funded.
51	Solicitation	Section 2.1 Verifiable Sales	If you accept international sales, does it matter if the educational agency is public or privately funded?	Sales to entities located outside of the United States do not qualify toward the verifiable sales requirement of Section 2.1 <i>Verifiable Sales</i> . To meet the verifiable sales requirement the sales must be to US Educational or government entities. See revised definition for Educational Agency. See revised definition in Section 1.11 of the Solicitation.
52	Solicitation	Section 3.3 Bid Deviations	Can we take exceptions to T&Cs or does that disqualify the contractor?	Section 3.3 <i>Bid Deviations</i> . Material deviations (including additional, inconsistent, conflicting, or alternative terms) submitted with the Bid may render the Bid non-responsive and may result in rejection of the Bid.
53	Solicitation	Section 3.5 -1 c.	A. Line C is referring to a searchable PDF. Should price lists and or invoices be on the verifiable sales report? B. Is there a separate PDF that we need to search for?	A. Section 3.5, #1, Line C references the format of pricelists or invoices from all Government Entities or Educational Agencies used to establish reasonableness of price for Attachment 1 - <i>Pricing</i> . These pricelists or invoices should be submitted with your Bid as a searchable pdf. B. No
54	Solicitation	Section 3.5 Proposal Content	Attachments 11 & 12 – are these necessary to submit? They are not listed on the checklist, but we want to make sure to not have any missing documents.	No. Attachment 11 <i>How to use</i> and Attachment 12 <i>Request for Product Review (RFPR)</i> Template are not required to be submitted with your bid.
55	Solicitation	Section 3.5 Proposal Content	For the original paper version of the bid submission, is there a specific way the invoices for Verifiable Sales should be submitted? Would it simply be included along with Attachment 9? The USB submission was clear about the invoices and the paper submission left out this piece.	Copies of the invoices used to meet the verifiable sales requirement are only submitted with the USB flash drive submission. They do not need to be submitted with the paper version.
56	Solicitation	Section 3.7 Bid Delivery	Should bid envelopes be mailed to the address in 3.7?	Yes. Bids shall be delivered to the address listed in Section 3.7 <i>'Bid Delivery'</i> . Please label packages per Section 3.6 - <i>Bid Envelopes and Packages</i> for proper and timely delivery.
57	Solicitation	Section 3.7 Bid Delivery	Is it mandatory that a representative from the bidding company hand deliver the sealed bid? If so, should this occur on March 10, 2020?	No. Bidders may, but are not required to hand deliver their bid. Please see Sections 3.6 <i>Bid Envelopes</i> and 3.7 <i>Bid Delivery</i> for bid submittal instructions.
58	Solicitation	Section 3.8 Important Building Access Pro	Is a representative from bidding company required to be present at the bid opening on March 10, 2020?	No. There is no requirement for bidders to be present at the bid opening.
59	Solicitation	Section 4.2 Reasonableness of Price	Do the invoices submitted need to be the same as the entities used on the reasonableness of price?	No. A bidder may, but it not required to, use the same invoices for both reasonableness of price and for verified sales. See Section 4.2 <i>Reasonableness of Price</i> .
60	Solicitation	Section 4.4 Procurement Instructions for Authorized Users	For awardees of this bid, how will authorized user be able to purchase awarded vendor products?	Authorized Users will purchase in accordance with Section 4.4 <i>'Procurement Instructions for Authorized Users'</i> .
61	Solicitation	Section 4.5 Notification of Award	Will we be given a tabulation of the awarded vendors?	OGS will post the awarded contracts to the OGS Procurement Services website.
62	Solicitation	Section 5.22 EEO requirements	Our company is based in Denmark. We have fewer than 50 employees and we do not have a government contract over \$50,000. Is it necessary to complete the EEO 100 plan?	Yes. This form is required to be completed by all Bidders.
63	Solicitation	Section 5.26 Vendor Responsibility	Would a vendor be terminated from the contract if the vendor receives no sales from the contract or is there another outcome from this?	No. The Solicitation does not include a provision to terminate a contract for failure to make sales.
64	Solicitation	Section 5.27 NYS Tax law 5-a	With respect to NY forms ST-200CA and ST-200TD contractor certifications, would this be a form our local reseller (a NY company) files since they sell directly to endusers?	The ST-220CA form is required to be completed by the bidding company.
65	Solicitation	Section 5.27 NYS Tax Law Section 5-a	Will you provide clarity or provide context for what defines a subcontractor?	See Section 5.27 <i>NYS Tax Law 5-A</i> . For questions on filling out the ST-220 forms, bidders may call the Department of Tax and Finance at (518) 485-2889. or visit the Department of Tax and Finance website at https://www.tax.ny.gov/ for additional information.

66	Solicitation	Section 5.27 NYS Tax Law Section 5-a	Does a copy of the ST-220-TD form need to be included in the bid submission?	No. The ST-220-CA is submitted with the bid. The ST-220-TD is not submitted with the Bid.
67	Solicitation	Section 5.30 Resellers	A. We have sister companies, are we able to submit on their items? B. What if we share the same manufactures?	A. Yes. But only for Lot 1, which allows Resellers to be a bidder. For Lot 2 'Information Technology Based STEM/STEAM or Science Laboratory Products, the Bidder must be the Manufacturer of the Products being bid- pursuant to Section 2 <i>Bidder Qualifications</i> . A Bidder on Lot 1 may bid any Product(s) that it is authorized to sell, and will be responsible for the Product(s) it sells under any awarded contract. B. Both companies may qualify as resellers. See the definition of Manufacturer in Section 1.11 <i>Definitions</i> and the definition of Reseller in Section 5.30 <i>Resellers</i> .
68	Solicitation	Section 5.30 Resellers and Attachment 10	A. What is the process for a manufacturer to have reseller (channel partner) of their choice represent them on the contract? B. Should the manufacture name the partner in their response or does the reseller need to submit a response to the bid including the manufacturer's product?	A. Resellers will be identified using Attachment 10. B. Please see Section 5.30 <i>Resellers</i> and Attachment 10 <i>Contractor/Reseller Information Form</i> for more information.
69	Solicitation	Section 5.4 Pricelist Updates	This appears to be a percentage discount contract and it appears that we can update list prices each year. A. Will vendors be locked into the price submitted? B. Is there a percentage cap on the price increase annually?	A. Please see Section 5.4 <i>Pricelist updates</i> . Vendors may update prices annually. B. There is no percentage cap on the price increase annually, but OGS reserves the right to request copies of existing contracts, price lists or invoices to ensure that the prices offered to the State are reasonable and commensurate with similar purchasers.
70	Solicitation	Section 5.4 Pricelist Updates	A. Are vendors able to add any new products annually to this contract? B. We are aware that we can change the pricing on our anniversary, however, what about new additions to our product lines?	A. Yes, vendors may add new products annually to an awarded contract. Please see Sections 5.4 - <i>Pricelist Updates</i> and 5.5 <i>Pricelist Format</i> . B. Requests for price adjustments and new items shall be submitted 30 days prior to the anniversary date of the Bid Opening and annually thereafter.
71	Solicitation	Section 5.4 Pricelist Updates and Appendix B	What will the process to handle replacement products and or brand new innovative STEAM Educational Technology solutions?	Please see Section 5.4 <i>Pricelist updates</i> and Section 5.5 <i>Pricelist Format</i> . Requests for new items shall be submitted 30 days prior to the anniversary date of the Bid Opening and annually thereafter.
72	Solicitation	Form ST-220-CA and ST-220-TD	ST-220-TD – If we would not be doing any contract work does this need to be done? We would be just supplying products? We do not meet the threshold laws to collect sales tax. I am just unfamiliar with this.	The ST-220-CA and ST-220-TD forms are required to be completed by the bidding company.
73	Solicitation	General	We have a handful of customers in New York that are currently active and have purchased from this contract in the past. So do these schools have to buy from this contract or is it up to them?	No. Schools and colleges may use the contract but are not required to.
74	Solicitation	General	How is this pricing communicated to the schools?	Pricelists will be posted to the contract landing page on the OGS website.
75	Appendix B	#25	Are only K-12 and college entities authorized to utilize this contract or will there be other participating users as mentioned in item 25, PARTICIPATION IN CENTRALIZED CONTRACTS, in Appendix B?	Any contract resulting from this Solicitation may be used by any Authorized User as that term is defined in Section 2.a of Appendix B.
76	Appendix B	#57 and #58	We have a valid patent over the technology on which our products are based. As a result of the broad coverage of our patent claims, we have prevailed in legal proceedings against numerous copycat infringing items, some of which are offered on the US market from time to time. We have also prevailed in an Amazon managed evaluation adjudicated by impartial lawyers. How do we ensure items which infringe our patents are not considered under this bid?	Contractor pricelists will be published to the OGS website upon award. You, as the intellectual property rights-holder, are responsible for civil enforcement of your rights.

77	Appendix B	#57 and 58	If we have a valid patent in the US which covers our products, how do we notify you so that infringing items are not offered up in the bid?	Contractor pricelists will be published to the OGS website upon award. You, as the intellectual property rights-holder, are responsible for civil enforcement of your rights.
78	Appendix C	Appendix C: General question	Should bidders prepare Appendix C noting any modifications to Appendix B they would request?"	Appendix C is used to process Updates and Amendments as those terms are defined in Appendix C during the contract term. Bid deviations must be submitted during the question period in accordance with Section 3.3 <i>Bid Deviations</i> .
79	Appendix D	Appendix D	What do we need to submit for this? We are certified through iKeepSafe.	Appendix D is not submitted with your bid.
80	Appendix D	New York section 2D privacy law	Where do we note caveats to, or clarifications of, New York Section 2D privacy law as it applies to a bidder's services? Should these be noted in the Appendix C?	Bid deviations must be submitted during the question period in accordance with Section 3.3 <i>Bid Deviations</i> . Appendix C is used to process Updates and Amendments as those terms are defined in Appendix C during the contract term.
81	Attachment 1	Lot 2, Column F ' <i>Product Category</i> '	In Lot 2, Column F is locked and cannot be accessed. Can this column be unlocked?	Yes, Attachment 1 has been revised to unlock Column F ' <i>Product Category</i> '.
82	Attachment 1	Column O	Will you clarify what is needed in attachment 1, column O "Comparable govt entity/educational agency, contract or invoice number and link?"	On Attachment 1, Column O, Bidder shall enter the name of either the Governmental Entity or Educational Agency, the associated contract or invoice number and a link to the contract (if applicable) that is being used to show reasonableness of pricing- as required by Section 4.2 <i>Reasonableness of Price</i> . Please also see Section 3.5 <i>Proposal Content</i> , #1.c.
83	Attachment 1	General	<p>Price List: I plan to ONLY enter a catalog discount for "Science Laboratory and Teaching Supplies".</p> <p>A. This is a general discount for anything in that category?</p> <p>B. Then in the Lot 1 tab I list out individual products that I want to offer a deeper discount on?</p> <p>C. Would the deeper discount column be double discounted? For example, if my catalog discount is 10% but I have a list of items that I want to discount deeper what is the best way to do it on the tabs?</p> <p>D. I don't have to fill out both Lot 1 and Lot 2 do I?</p>	<p>A. Yes, the Product Category Discount applies to all products in that category.</p> <p>B. No. You need to include all products that are being bid, not just the ones that you want to offer a deeper discount on.</p> <p>C. Yes, the discounts would be cumulative. Bidders may provide a Deeper Discount for individual products in order to customize pricing. The Deeper Discount is added to the Product Category Discount to calculate the Total Discount for the product.</p> <p>D. No. Bidders may bid Lot 1 and/or Lot 2 provided that the minimum qualifications are met.</p>
84	Attachment 1	Instructions - Column O	Lot 1 - can you expand on what is needed when submitting information in column O? Do we just need to offer a ref# and name? And, if we fill column O, do we leave columns N and P blank? Because in our submission they are the same or equal to column N, NY net price.	On Attachment 1, Column O, Bidder shall enter the name of either the Governmental Entity or Educational Agency, the associated contract or invoice number and a link to the contract (if applicable) that is being used to show reasonableness of pricing- as required by Section 4.2 <i>Reasonableness of Price</i> . Please also see Section 3.5 <i>Proposal Content</i> , #1.c. Column N should also be completed with the price of the product as it appears on the contract or invoice referenced in Column O. Column P is automatically populated for the Bidder.
85	Attachment 1	Lot 2 Column F	Attachment 1 Pricing Lot 2 column F is locked and entries cannot be made. Can this be fixed?	Attachment 1 has been corrected.
86	Attachment 1	Tab: Lot 2 IT Products, Column C	Is this the only location in the bid submission where a description of the products (hardware/software) should be listed? If not, where is the additional location where it references this in the solicitation?	Yes. This is the only location. A description of the product is provided in Attachment 1, column C.
87	Attachment 10	Reseller/Distributor	Are the reseller/distributor sections only for entities applying for Lot 1? We are a manufacturer. We do not have resellers.	No. Pursuant to Section 2 <i>Bidder Qualification</i> , both resellers and manufacturers may bid on Lot 1, but only manufacturers may bid on Lot 2. Manufacturers may use resellers for Lot 1 and Lot 2. If your company does not use resellers, then the sections pertaining to resellers are left blank in Attachment 10.

88	Attachment 10	Reseller/Distributor	Attachment 10 – Contractor, Reseller & Distribution information page: Do I need to list multiple companies that I am a distributor for? Wasn't much details about this	No. The Bidder only needs to list resellers that they intend to use for the contract.
89	Attachment 11	General	Is this contract going to be advertised to local schools/ district or is it the responsibility of the vendor to reach out?	OGS may market the contract through our website, social media or at outreach events. Vendors may also reach out directly to Authorized Users or otherwise market the contract, provided that it is done in compliance with the terms of Appendix B Section 21 <i>Contract Publicity</i>
90	Attachment 11	General	What does OGS mean by "Authorized Users?" Who would be considered an Authorized User?	Please see the definition for Authorized Users in Section 2.a of Appendix B and Section 5.28 - ' <i>Non-State Agencies Participation in Centralized Contracts</i> '
91	Attachment 11	General	Can the vendor reach out to schools and districts about being awarded this bid.	Yes. Vendors may reach out directly to Authorized Users or otherwise market the contract, provided that it is done in compliance with Appendix B, Section 21 <i>Contract Publicity</i>
92	Attachment 12	Pages 3 and 5	I am not sure of the information that should go in the following sections: Requested Information, Additional Authorized User Terms and Conditions, Contractor's Response - Product information	Attachment 12 is not submitted with your bid, it is a Request for Product Review template used by the Authorized User during purchasing.
93	Attachment 6	General	Attachment 12 is not on the bidder submission checklist. Should it be submitted?	Attachment 12 is not submitted with your bid.
94	Attachment 8	Sales reporting	What is Attachment 8 Report of Contract Usage for?	See section 5.21 <i>Report of Contract Usage</i> . This Attachment is completed by awarded vendors for reporting purposes during the contract term and is not submitted with your bid.
95	Attachment 9	Verifiable Sales	The spreadsheet asks for copies of invoices from government/educational entities that we have sold to in order to verify our sales volume exceeds \$100,000. The problem is that it is not realistic for us to send you thousands of copies of invoices from the over 10,000 education customers we have that total well over \$40 million dollars.	All bidders must meet the verifiable sales requirement included in Section 2 Bidder Qualifications and must provide adequate invoices to prove they meet the verifiable sales requirement. Bidders are not required to provide every relevant invoice for the applicable time period.
96	Attachment 9	Verifiable Sales	We are a private company and thus we don't share private financial data at that detailed level and since this is public bid, that covenant would be broken. If you would like we can include a list of districts in New York state which have purchased from us, which well exceeds \$2m as proof.	All bidders must meet the verifiable sales requirement included in Section 2 Bidder Qualifications. Submitting a list of districts that have purchased from your company would not be acceptable.
97	Attachment 9	Verifiable Sales	Attachment 9 has only 75 lines Can the document be unlocked to make additional entries?	Yes, Attachment 9 has been revised to provide additional rows. If the revised document still does not provide enough space, Bidders may submit multiple Attachment 9's.