

Question Number	Solicitation Document Name	Document Section (Number & Name)	Page Number	Question/Bid Deviation	Explanation	OGS Response
1	Attachment 1	Pricing	1	After testing my bidding details for pricing item 1a, my information does not meet specifications. I indicated the fixture is 'not Energy Star' but is 'DLC'. Reading the MYS EO4, indicated either compliance. What are the criteria?		The specifications for each lot are found in section 3 of the IFB. For Lot 1, the product must be either Energy Star certified or DLC Listed in addition to meeting the other specifications outlined for Lot 1 in Section 3. If Attachment 1 is indicating that the product does not meet the specifications, please make sure that all questions have been answered and that the product meets the requirements of Section 3.
2	IFB 23083	2.1 Mandatory Requirements	14	Would it be possible to receive a Waiver for the Mandatory Requirements?	I currently have 2017 and 2016 with Purchase Orders Exceeding \$50,000. For 2015 I have Purchase Orders less than \$50,000 and for 2014 I did not have any activity.	OGS respectfully declines this request.
3	IFB 23083	2.1 (2)	15	If i am an authorized re-seller for a manufacturer would that qualify me to put in my own bids for this contract?		Yes, resellers may bid provided they meet all minimum requirements in Section 2 including Section 2.2 Verifiable Sales.
4	IFB 23083	2.1 (2)	15	My Supplier has done more than 50K annually with government agencies over the past 3 years through their other re-sellers. Can I use my supplier's invoices to meet the mininum qualifications?		No, the invoices must be in the name of the Bidder unless the Bidder is a Manufacturer that has no verifiable sales to any Government Entity, but sells its products only through Resellers to Government Entities. See revised Section 2.2.
5	IFB 23083	2.1	15	Is it possible for a manufacturer to bid this pricing directly to OGS on behalf of our Authorized distributors in local markets across NY State and provide a list of those authorized distributors by geographic location ?	Is possible for manufacturers to bid this directly to OGS Providing pricing on our products and providing the state with a list of our Authorized Distributors throughout New York State by geographic location to service under the quoted pricing to service local markets? we can also tell you which ones are WBE/ MBE.? We have had the lamp contracts set up this way in the past with the state of NY and it worked very well for providing the best localized service and local inventory for immediate delivery at the lowest possible price with no freight charges or minimum order requirements. It also allows for the best service if there is any problems with the product. (ex. If a distributor from Long Island has a quality issue with a state facility up in Plattsburg it would be a long putt for them to service that customer) as you know transportation adds a huge cost to procurement of any product. By allowing the local authorized distributors in each market to service their local state entities, it provides us the ability to provide a much better price level due to freight savings logistics and better local service.	Yes, a manufacturer may bid provided that they meet the minimum qualifications. OGS has revised the solicitation to clarify the requirements for the use of resellers. Please see Section 2.1, revised Section 2.2, new Section 6.33 and new Attachment 12 - Contractor and Reseller Information in IFB 23083 (Revised December 11, 2017).
6	IFB 23084	2.2	15	In order to demonstrate verifiable sales may we submit the Contractor purchasing the LED/lighting materials for Government Entity?	Example: In construction type project the purchase orders will come from either the General Contractor and/or Electrical Contractor to the Electrical Distributor. As the Electrical Distributor on these types of projects, they provide the materials to the jobsite, but their PO/invoice will go to the Electrical or General Contractor.	No, the sales must be directly to a government entity. See Section 2.1 (3).
7	IFB 23085	3.7 Lot 4: LED Wall Packs	17	Should LED Wall Packs include photocells or provide an separate option adder for photocell?	Many wall packs may not be on a centralized lighting control system. The photocell will shut off the fixture to save energy during daylight hours.	No. The specifications for wallpacks are listed in section 3 and do not require a photocell.
8	IFB 23086		20	Does a WBE, MBE, and/or SDVOB bidder required to have a Utilization Plan for WBE, MBE, and/or SDVOB?	Explanation: Is a WBE required to have a MBE and SDVOB Utilization Plan? Is a MBE required to have a WBE and SDVOB Utilization Plan? Is a SDVOB required to have a WBE and MBE Utilization Plan?	Yes, all bidders must submit utilization plans for the MWBE and SDVOB goals regardless of the bidder's designation. Please see sections 6.21 MWBE Requirements and Procedures, and 6.22 SDVOB Participation Opportunities.
9	IFB 23087	4.16 NYS Reserved Rights	24	How are ideas and/or innovation submitted and received for products/solutions outside of the requested bid items?	If we see opportunity for complementary products to be used in addition to the requested bid items, will they be accepted and added to the contract?	No. Complementary products outside the scope of the Solicitation will not be accepted. The Solicitation includes only the specific items listed under revised Section 1.1.
10	IFB 23088			There are many different types and variations of exits signs, Single-Faced/Double Faced, RED/Green, AC Only/Self-Powered with Battery, however there are only (3) bid line items for these exits signs. How do we bid this and provide the right options for the end-user?	SEE Link: http://www.nema.org/Policy/Energy/Efficiency/Documents/exit-sign-program-list.pdf	Exit signs bid must meet the specifications contained within revised section 3.8 of IFB 23083 (Revised December 11, 2017).
11	Attachment 1	Lot 6		There is a question in column I: "Can the product be installed without modifying the electrical wiring?" does not seem to be specific enough. If the existing lamps are T12 and running on a magnetic ballast, the ballast may need to be changed to an electronic ballast. So this question cannot be easily answered with out knowing the existing lamp as T12 or T8. Is the intent of the question to ask if the LED T8 lamp will work on either an magnetic ballast for T12 lamp and/or an electronic ballast for a T8 lamp?	This may require additional detail to. If the user has an existing T12 fluorescent lamp (1 1/2" diameter lamp), it will run off a magnetic ballast. If the user has an existing T8 lamp fluorescent lamp (1" diameter lamp), it will use an electronic ballast. This to answer the question about any rewiring of the fixture, the user needs to identify the existing lamp and ballast.	No. The intent of the question 'Can the product be installed without modifying the electrical wiring' is to ensure products bid under Lot 6 do not require any electrical modifications or rewiring of Electronic Ballast fixtures. See the definition of LED Plug and Play Tubes and revised Section 3.9.

12	Attachment 2			If there are options for T8 LED Tubes AVAILABLE IN 2FT, 3FT, 4FT & UBEND SIZES does OGS want to include those sizes also to provide more size options to allow the end-user to standardize all the various sizes to T8LED?		No. The Solicitation includes only the specific items listed under revised Section 1.1. OGS declines to make the requested change.
13	Appendix B	7. PREVAILING WAGE RATES - PUBLIC WORKS AND BUILDING SERVICES CONTRACTS		The is no labor for installation that applies to this contract, so it does not appear that Prevailing Wage Rates apply to this contract, will you please advise?		Correct, this IFB does not include services such as installation or design. Installation must be addressed with the Authorized User as a separate procurement.
14	Attachment 1	Lot 1		On Product Basket LOT 1, will you please expand the items to allow options for 2'x2' and 2'x4' LED retrofit troffers? These will allow the user to keep the existing housing of the fixture and replace the electronics (LED/driver) which is built into the cosmetic door frame/reflector kit.		No. The Solicitation includes only the specific items listed under revised Section 1.1. OGS declines to make the requested change.
15	IFB 23089	Section 1.1	7	Can the bidder submit a bid for a product that uses an alternative type of lighting such as Magnetic Induction Lighting on any of the Lots? Section 1.1 seems to imply that the Solicitation includes the products listed in that section but is not limited to them.		No, the bidder cannot submit a bid for a product that uses an alternative type of lighting such as Magnetic Induction Lighting. The Solicitation includes only the specific items listed under revised Section 1.1
16	IFB 23089	Section 6.11	29	Bidder requests that Section 6.11 Best Pricing Offer be modified to read: Contractor prices will not exceed the price for the same or similar items sold to other customers similar to OGS for the same or similar quantity of product in a similar product mix, under the same or similar terms and conditions. Due to the vast numbers of items sold by Contractor and Contractor's extensive government customer base, Contractor cannot commit that each and every sale of an individual item to another government customer will be at or above the price paid by OGS.	Contractors product pricing a tailored to satisfy our government customer operational needs. Pricing specific to certain product sold to our government customers may be discounted based on volume of product purchased, commitment to purchase other or related product, overall dollar amount of the product purchased, etc. Our requested modification acknowledges OGS' Best Pricing Offer mandate while also recognizing contractor tailored pricing practices specific to providing our government customer's competitive market based product pricing aligned with their operational requirements thus preventing Contractor from committing that each and every sale of an individual item to another government customer will be at or above the price paid by OGS.	No. OGS declines to make the requested change.