

JanSan Draft RFQ Questions and Answers

Question Number	Question	Response
1	<p>We would be very interested in providing a quote for the Indoor/Outdoor Waste Receptacles referenced on Page 4 – Pool Two.</p> <p>Is it appropriate to provide a quote for only a portion of the items included under SIN's 384 2 and 384 4 on our GSA MAS Schedule Contract?</p>	<p>Vendors must quote on 100% of the Market Basket Items in a Category or Pool. This is a Go/No-Go Evaluation Factor.</p>
2	<p>Will the slides shown today be posted on the website? Where is the JanSan link on GSA Interact?</p>	<p>The presentation from the Pre-Solicitation meeting has been posted on Interact. https://interact.gsa.gov/group/federal-strategic-sourcing-initiative-fssi-janitorial-sanitation</p>
3	<p>How many BPAs does GSA plan to award supporting the JanSan FSSI effort?</p>	<p>This is being evaluated by the Contracting Team.</p>
4	<p>Can contract holders only bid on items that they currently have on their own current contract? If so, and a company wins that does not have any major supplier of floor care equipment, what is their process to add new equipment to the BPA and their GSA contract?</p>	<p>Vendors must quote on 100% of the Market Basket Items in Category or Pool. This is a Go/No-Go Evaluation Factor. To add items to your current MAS Contract contact the Contracting Officer for your contract.</p>
5	<p>The AbilityOne technical proposal will exclude all floor cleaning equipment companies, as there is no floor cleaning equipment being offered through AbilityOne now. How do you propose this will be addressed in the RFP?</p>	<p>This is being evaluated by the Contracting Team.</p>
6	<p>The average pricing discount calculation does not seem reasonable to the contractor, as different products have different discounts off list price due to the type of labor and cost that goes into various categories of machines. It will likely not be feasible for the winner of the BPA to offer that across the board discount as their manufacturers won't have the ability to respond in kind.</p>	<p>We are requesting suggestions on that topic on the Interact site. See https://interact.gsa.gov/group/federal-strategic-sourcing-initiative-fssi-janitorial-sanitation</p>
7	<p>There are many low cost products on the market that will simply not hold up nor perform well over time. How are you differentiating between a higher priced product and lower priced product, knowing that the lower priced (and lower quality) product will not give the agency the return on investment that a higher priced product would. But, the higher priced product does not seem to have a chance to win the bid based on the process as outlined in the RFQ Draft document?</p>	<p>Technical evaluation team will look for "like" manufacturer numbers; if different manufacturers are used the team will have to look at salient characteristics.</p>
8	<p>On products that are simply designed to be lower in initial cost, there is no training, installation of machines, education to the customer, etc. How are you taking into account the value-adds of different pieces of equipment in a way that is measurable to our mutual customers: the Government Agency?</p>	<p>Technical evaluation team will look for "like" manufacturer numbers; if different manufacturers are used the team will have to look at salient characteristics.</p>
9	<p>A 3-4 day delivery time is not feasible for floor cleaning equipment. Most manufacturers are doing "lean manufacturing", and the industry standard is 10-14 days after receipt of order for average delivery time. Can you please review a change to this lead time in the final RFQ?</p>	<p>We will be requesting suggestions on that topic on the Interact site. See https://interact.gsa.gov/group/federal-strategic-sourcing-initiative-fssi-janitorial-sanitation</p>
10	<p>We are anticipating that the BPA holders (whether they are a large or small business) will not have access to all the favored lines of floor cleaning equipment and/or other products on the RFQ. What is the process to add those products to their BPA after the fact of that contractor winning the BPA? We feel this would need to be an easy and open process if GSA prefers the Government agencies to purchase through the BPA holder as opposed to going back to the GSA contract itself of the non-BPA holders.</p>	<p>In addition to the Market Basket items, BPA holders can offer their full-line catalog on the BPA if it is within the scope of JanSan.</p>

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11	At the meeting, the question in regarding the Technical Quotation GO/NO GO Factors for the MRO RFQ Draft, specifically with regard to Technical Factor 14 Past Performance. The issue is that for Technical Factor (14) Past Performance there is nothing that states that any clarification and/or rebuttal will be accepted or entertained if a contractor's past performance status is determined to be unsatisfactory. The only stipulation stated is on Page 31 of the Draft RFQ which states that "Quotes that receive a NO Go Review will move to the second technical review. It is imperative that the Government modify the RFQ Draft to include either a one (1) or three (3) page narrative to Technical Factor Past Performance that will allow the contractor to address and provide information on past performance ratings and problems encountered in the past and their corrective actions that were taken.	This is being evaluated by the Contracting Team. We anticipate keeping 5-7 as go/no-go evaluation factors and the remainder will be terms and conditions of the BPA.
12	Is the Jan San Market Basket that we should work with embedded in the Jan San file? The MRO Market Basket was sent as a separate attachment. Is there any way you can send the Jan San MB as a separate attachment?	The new Draft RFQ for JanSan has the Quote Sheet as a separate attachment. RFQ781841.
13	Is it your intent that we should begin working on the MBs at this time or should we wait until the official RFQ comes out?	You may, but the Market Basket may change from the Draft to the Final.
14	Can the DRAFT RFQ process be extended for two weeks? We just need more time to understand the details and discuss with our partners the magnitude and scope of the FSSI BPA and develop action steps to comply with each requirement. We have questions about how to actually respond via eBuy formats and what should go on CD's etc.? A follow up question might be... can examples be provided like in the slides we saw at the Pre-Solicitation Meeting. REF: Page 5	The closing date for comments was extended to May 24, 2013.
15	Will the OFFICIAL RFQ allow businesses to give a range or a cap in year 4 and 5... for example, can we state that "prices will either stay the same or increase no more than 2%" or must we give a specific price? COMMENT: Manufacturers will not guarantee a price due to fluctuation in raw material but the do understand the aim of FSSI to reduce/control cost. Establishing a cap on price increases and stating that it will reduce price if warranted is a fair response to managing these unknown pricing factors. REF: Page 4.	BPA's awarded on JanSan will be set up for 1 year with 4 one-year options. The Economic Price Adjustment clause incorporated into the base contract will remain in effect however requests for price increases will be carefully analyzed to ensure the best possible price is made available on the BPA.
16	Does the government want businesses to cost out dispensers in the OFFICIAL QUOTE? Or... can we continue to offer them at no charge using the GSA Schedule/BPA to memorialize the government's commitment to use the appropriate products in the appropriate dispensers for maximum efficiencies that lend themselves to direct savings in usage and purchase dollars? REF: DRAFT RFQ	You will need to quote them as they are stated on your MAS contract.
17	Of all the programs listed on page 11 and 12 of the DRAFT RFQ, which ones require participation and how do we verify participation? What specifics are expected here to demonstrate compliance? For example, BioPreferred Program, if we point out we meet green certified requirements with EcoLogo or some other green certification does this provide what is requested? REF: Page 11 & 12	The list will be shortened to only include the Comprehensive Procurement Guidelines; BioPreferred Program, Energy Star, Ability One and this element is no longer being considered as a technical evaluation go/no-go factor. Basically, if sustainable items are available we want to be able to offer them on the resulting BPA.
18	Can we get an idea of the SPECIFIC AGENCY COMMITMENTS FSSI has currently during the DRAFT RFQ process? If DO and Department of Veteran Affairs and DHS make their commitments known... it will tell us a lot about the commitment dollars. REF P. 51	This information will be available when the final RFQ is issued.

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19	What will be the governments communication plan to OSDBU, Small Business Liaison's, and local contracting authorities/buyers regarding the FSSI BPA when awarded? How are national BPA's coming out of the NAC impacted by the FSSI BPA – can the same products be quoted on the FSSI BPA? REF DRAFT RFQ	Individual agencies will be responsible for coordinating their agency communication based upon their individual agency usage policy decisions.
20	How will AbilityOne support the pricing objectives in the Base and 4 year options? What is their contribution to the 11% target and volume discounts? Or are these products exempt from these price reduction goals? Without changes in the cost, the program is simply compressing margin by forcing distributors to be AbilityOne Certified and compete and reverse auction... with a fixed fee put on top of our AbilityOne cost. Interesting! Is this the intent of the AbilityOne strategy? A solution since AbilityOne is mandatory by the government, offer the program at a fix margin that meets FSSI goals. REF DRAFT RFQ	We hosted an interactive question and answer session with AbilityOne on June 5. The presentation from this event can be found on interact.
21	"Current BPA's to beat"... just want to make sure we are not price fixing here by us all publicly posting prices that have been inked in an agreement doing a "post auction" – the opposite of FEDBID "reverse auction" – we all have to be careful here with all pricing be exposed and compressed via GSA Schedule, BPA's, etc. And then the ethical piece, that the government will keep its commitment unless there is wrong doing. ATTACHMENT 8 REF P. 52	Information in this attachment, if available, would be current pricing on BPA's in place with other agencies. Contract holder's names would not be identified. We do not have any information from agencies so this Attachment would be removed prior to issuing the final RFQ.
22	Can we just explain our logistics model... because a company owns a warehouse does not mean they use in 2013... we think it is important to know who the partners are in a business model, how long they have teamed together or had an agreement, are their commitment levels in place, and what is the coverage? Feet on the street? Or some other logistical benefit? More so, can they have access to more distribution assets to support FSSI? This might be more telling. In other words, what is the business capacity? Maybe in Past Performance there can be a way to provide and overview of our logistics which can drive 1-2 days and be more effective for FSSI and still meet price reduction goals. REF P.42	The contracting team will review Attachment 4 - Cover Page to see if it is necessary.
23	Is there a limitation on the about of content that can be submitted where there is a requested comment to "demonstrate?" REF: DRAFT RFQ	Many of the items requested in the RFQ also indicate a maximum number of pages that may be submitted as a response. See Section 7.1 General Instructions for Quotation Submission and the Technical Quotation Go/No-Go Factors.
24	Does trade compliance eliminate ALL products that mainly come from CHINA... directly or indirectly... assembled or unassembled ? Much quality and saving is there on microfiber products? REF P. 41, P11 re: Trade Agreement Act 1979	The same principle applied to Multiple Award Schedule Contracts under Clause 52.225-5, Trade Agreements, will apply to this BPA.
25	Where is the reference for the estimated spend dollars? Does the 11% goal to reduce dollars come off these numbers? With troops returning and the VA having the largest about of active Veterans passing through their doors, have this been factored? Is FSSI seeking a specific dollar amount or a %? REF: P. 40	Estimated spend is based off of FY 11 agency spend information with unaddressable spend removed for a total estimate of \$599M for the JanSan FSSI. Adjustments were not made for potential variables in the spend for any given agency. The savings of a FSSI is typically stated in a percentage.
26	Will P-Card holders be required to use GSA Advantage to place their orders....or will calling in by phone and fax still be in play? REF: DRAFT RFQ	Customers will not be limited to GSA Advantage to place orders against a JanSan BPA.
27	Do you want our financials on cash or accrual basis? REF: P. 43	In the same manner in which you currently operate your business.
28	Doesn't our SAM/CCR registration cover 552.203-72... what is our requirement here? REF P. 44	It is a re-representation. This attachment will have to be completed and returned with your quote on the final RFQ.

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29	The large businesses must have subcontracting goals to meet their Small Business Dollar goals. Can they use a FSSI BPA Small Business/SDVOSB awardee or is the awardee excluded from subcontracting? REF P. 55? NOTE: Please define expectations for Small Business more... is this under SBA? Other small businesses have to be GSA holders or AbilityOne ??? REF P. 56	The Government does not dictate what businesses contractors use as subcontractors.
30	IAW NDAA 2013 Mentor Protégé ... is there consideration for this in the FSSI BPA? REF: DRAFT RFQ	There will be set-asides for Small Business under this RFQ. The Federal Acquisition Regulation (FAR) addresses guidelines for set-asides so we would not be able to set aside an award for a NDAA 2013 Mentor Protege.
31	The example on P. ??? of how the Pool Discounts work is just an example... the presentation indicated that we take the difference between the GSA Schedule price and the proposed OFFICIAL RFQ Price to get the discount. Question is this... our we taking the GSA price minus the IFF FEE which is discounted of MSRP where GSA has added the 1% IFF FEE to establish the published GSA Price??? Point I am trying to make is the 1% IFF FEE is already in the GSA price, we just need to consider another 1% in our cost to cover the FSSI BPA FEE... get a new GSA price and then figure the discount for a category and then establish the aggregate BPA % by adding all discounts and dividing by 5 or the number of categories??? We need an example for sure and clarity as to what the aggregate discount is applied to as it pertains to the GSA Schedule and the FSSI BPA??? REF: "Additional Pricing" and "Pool Discounts"	The current schedule price should include the 0.75% Industrial Funding Fee. The new price should also take into consideration the additional 1.25% administrative fee.
32	Can there be more specific instruction on how to submit a response via eBuy? Does FSSI want brochures, MSDS sheets etc. for products submitted for the FSSI BPA or OFFICIAL RFQ? REF: DRAFT RFQ	The RFQ is specific on the documents that are to be supplied with the quote. Brochures, MSDS should be part of the MAS contract. eBuy training is available at www.gsaadvantage.gov .
33	Please clarify that REPORTING INSTRUCTIONS found on P. 73 – 75 do not apply to Small Business / SDVOSB?	Reporting Instructions found on pages 73-75 are for Subcontracting Plans which would not apply to small businesses.
34	Is there a timeline to enhance GSA Schedule info on GSA Advantage? Will the Contracting Officer over our schedule have to approve the FSSI BPA INFO before it can be uploaded... in other words, is this task deemed to be an approved MOD that has to go through the Contract Officer? Because there is a performance objective here... we need to know the approval process and any changes over what we do now? REF: P. 53	An upload to GSA Advantage for the BPA would follow the same process as it does for your MAS contract. It does have to be approved by your Contracting Officer.
35	Looking at Table 3... ATTACHMENT 6... will GSA expedite adding AbilityOne to our 73 Schedule to add AbilityOne products that meet the criteria found in Table 3? Can we use either 73 or 75 to respond to the OFFICIAL RFQ? Under EPP Standard, will GSA accept other Green labels other than Green Seal like EcoLogo? REF: P. 45 – 50	We are hosting an interactive question and answer session regarding Ability One - be sure to register by June 3. While Schedules 51V, 73 and 75 are being targeted for these BPAs, restroom products are specifically listed on Schedule 75 under SIN 75-85. To see a list of environmental programs that can be shown in GSA Advantage, please visit www.gsaadvantage.gov .

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36	Price Increases should be allowed 3x per year and guidelines published... is this possible? We need to be aware of notification requirements. Historically we needed to change MSRP first with justification... 30 days, then we change GSA and the BPA price giving 30 days' notice to the Contracting Officer of the buyer. REF P.15 – 5.3.2 Clarity on how current BPA are affected should be stated clearly to avoid miscommunications. It was said today that current BPA's will be honored. I think we can adjust the pricing to reflect the FSSI BPA with directions given to a current BPA's Contracting Officer.	Time period allowed for Economic Price Adjustments are being evaluated by the contracting team.
37	Regarding 5.3.3. Aggregated BPA discounts based on the average discount... as stated today, the margins are not the same for all products? So, to get at volume discounts over time and to avoid from making this complicated... have the FSSI BPA Holders forecast sales based on volume using all this reporting and in the 4Q fiscal, offer a discount on all purchases that exceed the forecast based on the first two quarters. So if a business did \$20K for the first two quarters meeting forecast, the 4Q... the discount is offered on all invoices. REF P. 15	We have asked for recommendations on our GSA Interact blog. Please provide your feedback and description for non market basket pricing here. We appreciate your perspective and will take it under consideration.
38	We need to look at 5.3.4. reporting to make sure privacy requirements are maintained... when we get to 1099 info and taxpayer ID's... we might have a challenge from the Credit Card processing folks who have tight guidelines... this is one more reason for some more time. REF P. 16	thank you for your comment
39	Realistically... we need 30 days for properly handling reports (Management, QA, usage, etc.)... first 7 you are closing, next 7 for changes, next 7 for review and submission... you get it 4 weeks out depending upon the day. We request more time? 21-30 days! REF 5.5 P. 18-20. What are the provisions for reconciling reports... this is always needed? Same for electronic format... 15 business days is requested? REF P. 21	Reporting is a very important part of the strategic pricing. Companies quoting on these BPAs must be able to meet the stated requirements.
40	I think the key words for Small Business are flexibility and predictability. The government can reserve the right to cancel a BPA "with cause" – sounds better like we are partners... "predictable! "anytime is unpredictable and concerning with all the risk and impact the Small Business incurs. REF: P. 21 5.6.8	Thank you for your comment. Stating "with cause" would be subjective and does not give readers an idea of reasons why a BPA could be cancelled.
41	There needs to be adjustments to 5.6.10 if what was said today holds... where we heard that Schedules will have to be adjusted... for example... minimum order limits, shipping requirements, lead times, etc. The FSSI BPA will set precedent is this the case? P.22	Submit a modification request to your Contracting Officer if adjustments to your Multiple Award Schedule need to be made.
42	Confirmations of shipments can help the process, can the government require prompt acknowledgement of orders? P.22 5.7	We do not understand this question
43	Back to this predictability, can the government stay the course in using the FSSI BPA unless it has cause to challenge a price. It is very costly to engage GSA for price, agencies on eBuy and FEDBID, etc. Can the government do its part to give a "rest period" after all this we are going thru? P. 22 5.6.11	Each agency determines its own agency usage policy. The Office of Federal Procurement Policy does encourage agency usage of FSSI solutions and measures the usage by each agency.
44	Past Performance, if any of the sources for performance has bad info can the business be notified to make sure it is justified? P. 34 (14)	This is being evaluated by the Contracting Team.
45	Can we ask for definitions of the following to make sure the industry and FSSI terms are similar: a. "real time order status" – is this defined as an online solution? b. "Expedited delivery and/or secure delivery" – what will be used to validate compliance?	Regardless of how the order comes in it will be necessary to provide immediate feedback to the ordering agency. Customer feedback

	c. "Product On-Time Delivery"	Delivery to the customer within the stated time of the BPA
	d. "minimum content standards" – does this refer to "Standard Environmental Attribute Thresholds" found on pages 45-50	From paragraph 5.2.3 Sustainable Products - Vendors should note that Comprehensive Procurement Guidelines (CPGs) are minimum content standards and higher environmentally preferable content is desired to foster markets for environmentally preferable products and sustainable technologies.
	e. "Related Dispensers" – Is this manual or hands free or both? Battery – non battery?	
	f. "Current customers" – this this buyers who buy daily? P Card Holders? Agencies? Private/Public? REF P. 42 #14	The contracting team will review Attachment 4 - Cover Page to see if it is necessary. If left in, this will be clarified.
		The contracting team will review Attachment 4 - Cover Page to see if it is necessary. If left in, it is asking what percentage of revenue the OEM is for the reseller.
	g. "% of 2012 Revenue" – Is that the OEM's revenue or the Small Business?	
	h. "Level III transaction data at line item level" – provide summary for my software team	See 5.5.2 Usage Reports
	i. "clearly annotate core-items"	Core items are those identified on Attachment 1
46	Based upon the line item description, supplied for trash liners, it is impossible to determine a true specification. In order to be competitive and quote accurately, mil or micron along with color of bag will be required.	Contracting team will review to see if description of items can be expanded
47	Our products have 3 different UPC's as they ship from 3 different locations. This allows the cost and the shipping time to remain low as they are manufactured in an area closer to the location needed. In the draft RFP it mentioned only using the manufacturer's UPC, can we submit all 3 UPC's for the product comparison?	Yes, as long as it represents the same item
	If we provide a free service to companies that evaluates the products the government is using to make sure they are getting the best value out of their products, can we put this in our response as a value added incentive?	No
48	We have a shipping time of 1-5 days max will you consider increasing the ship time up to 5 days instead of 4?	We will be requesting suggestions on that topic on the Interact site. See https://interact.gsa.gov/group/federal-strategic-sourcing-initiative-fssi-janitorial-sanitation
49	Will you consider pricing delivery as FOB origin instead of FOB destination?	The solicitation calls for FOB Destination. You may modify your current GSA contract to add FOB Destination.

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50	<p>To establish a DoDEmail contract, the supplier is required to send in a letter signed by their GSA Contracting Officer for their schedule. This is Attachment C of the DoDEmail submission packet. GSA's Kansas City office has informed us that GSA and the DoD do not have an inter-agency agreement in place for Schedule 51 V and therefore the required letter cannot be signed by GSA at this time.</p> <p>This would mean as it stands, Schedule 51 V contract holders may very well have insufficient time to establish a DoDEmail contract meeting the time-frames stated in the draft solicitations and therefore all Schedule 51 V contract holders would be ineligible for contract award. Could the MRO and JanSan FSSI teams provide an update on the status of the inter-agency agreement between GSA and the DoD for Schedule 51 V items for DoDEmail and how the FSSI teams intend to address this issue to allow Schedule 51 V contract holders a reasonable chance to provide a compliant offer?</p>	<p>BPA awardees would need to work with their individual GSA Contracting Officer to work thru the Dod eMail approval process.</p>
51	<p>DoDEmail contract submissions also require GSA to post the contractor's contract information on the DoD Electronic Document Access (EDA) system before a submission to establish a DoDEmail contract can even be sent by the GSA contractor to DoD. Can the FSSI teams confirm if GSA is up to date in posting contract information to EDA for all SINs that are open to bid on the FSSIs and are there plans in place to get new awards and mods posted to EDA in a timely fashion to allow contractors to establish their DoDEmail contracts and post them on DoDEmail within the required time-frame?</p>	<p>BPA awardees would need to work with their individual GSA Contracting Officer to work thru the Dod eMail approval process.</p>
52	<p>The solicitation requires all contract products to have a UPC-A code. Has the AbilityOne Committee confirmed that they can provide UPC-A codes for all AbilityOne items or are AbilityOne items exempt from this clause?</p>	<p>We recognize that there may be some products that do not have UPC-A codes. For those items, vendors would not be required to provide UPC-A codes.</p>
53	<p>The solicitation requires contractors to hold pricing for all items for one year. While this makes sense for commercially off the shelf contract items, this seems inappropriate for AbilityOne items where the supplier's cost is established by the Government itself (i.e. the AbilityOne Committee). Are AbilityOne items exempt from this requirement or has the AbilityOne Committee indicated that it will hold the AbilityOne distributor costs firm for one year regardless of whether the AbilityOne distributor is buying from a program reseller or whether the distributor is authorized to buy direct from the AbilityOne manufacturer?</p>	<p>The requirement to hold pricing for one year applies to all items.</p>
54	<p>The solicitation allows contractors to offer aggregate discounts based on contract volumes which will be weighted into the contractor's price offering to determine an award. While this makes sense for commercially off the shelf contract items where the offeror can negotiate tiered discounts with their suppliers, this seems inappropriate for AbilityOne items where the supplier's cost is established by the Government itself (i.e. the AbilityOne Committee). Are AbilityOne items exempt from this requirement – both from the calculation on when the contractor hits a new aggregate discount tier and from the discount the AbilityOne products themselves? Or has the AbilityOne Committee indicated in turn that it will provide aggregate discounts to AbilityOne program distributors?</p>	<p>The aggregate discount applies to all items covered by the FSSI commodity.</p>
55	<p>If the AbilityOne distributor is buying from an AbilityOne wholesaler and the AbilityOne wholesaler misses the 3-4 day delivery requirement, will that order be counted against the 98% delivery performance conformance requirement?</p>	<p>The BPA holder is responsible for delivery performance.</p>

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56	Contractors are required to provide a percentage upcharge for next day delivery for all items. Has the AbilityOne Committee confirmed that all AbilityOne wholesalers will be able to meet this requirement and what the percentage charge would be? Or would AbilityOne items be exempt from this requirement?	The next day delivery upcharge would apply to all items covered by the resulting FSSI Blanket Purchase Agreement unless a vendor took exception to next day delivery option for specific items.
57	To aid in product standardization, will you include the suggested/common manufacturer's part number of the Market Basket items on the final RFQ spreadsheet?	A manufacturer's part number will not be supplied by GSA.
58	Will you include the historic usage of the Market Basket items on the final RFQ spreadsheet?	This information is not currently available.
59	Will you confirm that items are considered out of scope or specifically excluded from the FSSI JanSan BPA if they do not fall within one of the SINs listed? (75-85, 105-001, 105-002, 375-200, 375-103, 375-107, 375-117, 375-125, 375-12-, 375-135, 375-139, 375-200, 375-321, 375-323, 375-341, 375-351, 375-352, 375-353, 375-355, 375-356, 375-361, 375-362, 375-363, 375-364, 375-368, 375-371, 375-372, 375-99, 384-2, 384-4, 384-9, 384-99, 476-12, 476-13, 507-2, 507-4, 507-8, 507-99, 658-1, 681-1, 851-1, 852-2 and 852-99.	This listed Special Item Numbers(SINs) will be the targeted SINs for JanSan.
60	On page 10 of the Draft RFQ, it states "To aid Contractors in meeting this objective, Attachment 8, Current BPA Prices to Beat, lists examples of items that meet the descriptions on the core-items lists..." but Attachment 8 states "<ay be provided at a later date." Will you confirm that the "Current BPA Price to Beat" will/will not be included?	If we do not have information from agencies with BPAs for these items this Attachment would be removed prior to issuing the final RFQ.
61	Will GSA elaborate on the effect on small business vendors should the FSSI JanSan team not receive a waiver of non manufacturer rule from the SBA and also the expected date of the SBA's decision?	If an item is set-aside for small business, and there is no waiver to the Non-Manufacturer Rule, the product offered by a small business reseller must come from a small business manufacturer. SBA has not provided GSA with a timeline for approval.
62	Will GSA confirm that under 5.9.2 Freight on Board (FOB) Destination, "The Contractor must ensure delivery to locations specified by the purchasing agency, including to specific offices or rooms inside large Government building or facilities, FOB destination" essentially means inside, desktop and/or secure delivery.	That is correct.
63	Will GSA consider allowing for charges for inside, desktop and or/secure delivery? Items that are required to ship via common carrier would incur significant delivery charges to vendors for non-dock deliveries requiring lift-gates, etc. Vendors would have to estimate the unknown cost of delivery and add it to each other their selling prices which could result in paying more for items that aren't required to ship via common carrier. This solution is part of the FSSI OS2 BPA.	The contracting team will take this into consideration.
64	Will GSA consider the actual (no mark-up) freight charges to be paid by the customer? Some JanSan items (such as bulk cleaning chemicals) are significantly more expensive to ship due to the nature of the product. HazMat items cannot be sent via UPS and require delivery via common carriers. Vendors would have to estimate the unknown cost of delivery and add it to each of their selling prices which could result in paying more for items that aren't required to ship via common carrier.	FOB Destination pricing must include shipping.

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65	Will GSA reconsider the restriction of price increase by permitting quarterly price increases on items with a price increase letter from the vendor's wholesaler or manufacturer of the product? Not allowing price increases for 12 months could force vendors to estimate inflation and add it to each of their selling prices which could result in paying more for items that won't have price increases.	Our experience in the second generation office supplies FSSI has shown that vendors involved in the OS2 solution have been able to leverage their volume with their wholesalers to hold or even reduce prices over the term of their FSSI blanket purchase agreements. We would expect the same scenerio with this commodity.
66	Would the FSSI team consider a different delivery standard for items too heavy or too large to ship through a package carrier such us USPS, UPS or FedEx or could freight items be excluded from the 98% conformance 3-4 day delivery requirement? Freight delivery time frames have a much larger range than package deliveries do. Also the Government tends to have much stricter requirements for freight delivery such as appointment scheduling and security clearance which further increases average delivery time for freight items. This may be especially relevant to FSSI product groups such as Motorized Laundry Equipment, Motorized Floor Cleaning Equipment, Large Waste Receptacles which would be over-sized by UPS standards, large Tool Cabinets, some larger portable Heating and Cooling units, some Electrical and Power Equipment, etc.	This will be an upcoming blog topic on Interact. Please watch for the post and respond with your suggestions.
67	What happens to a schedule when a current schedule 73 expires?	If a current Multiple Award Schedule contract is expiring and is in good standing, either the option will be exercised or if no options are left on the contract, the vendor must submit a new offer.
68	The FAR hierarchy currently requires procurement list items be purchased before going to a GSA schedule,	That is correct. FAR 8.002 Priorities for use of Government supply sources.
69	Two questions regarding the RFQ781841 Draft RFQ for JanSan. One concerns section 5.3.3 the Aggregated BPA Discounts, when discussing the breakdown on how the discounts would be applied, I am not quite sure which way it goes, does the customer start with the 35% and then graduate to the 30% and so on and so on, to basically keep adding the discounts on or does it top out at 35%. Could you please clarify this section for me.	Discounts keep adding up.
70	When the solicitation is released will the list include the SIN numbers with each product?	No, since items may come from one of three schedules.
71	Page 10 Please Note: All items quoted must be part of or be made part of the Contractor's Federal Supply Schedule 51 V, 73 and 75 contracts prior to the closing date and time of this RFQ. Does this mean that the awarded BPA contract holder must be on all three schedules with all items awarded? Or just Schedule 73 if quoting Schedule 73 SINS?	It is not our intent for vendors to have contracts under all three Schedules. It should read "...made part of the Contractor's Federal Supply Schedule 51 V, 73 or 75 contracts prior to the closing date...."
72	How does a Supplier/Bidder, who would be bidding this RFQ locate specific Manufacturers and/or supplied to bid products? There are so many on the schedules that make up this FSSI RFQ.	Since the BPA is being written against Multiple Award Schedule (MAS) contracts you should already have the manufacturers and suppliers on your MAS contract.
73	Under schedule 73 would total sales only be for the corresponding SINS? We also sell commercial cafeteria equipment (302-3)which comprises much of the sales.	Yes, cafeteria equipment is not part of JanSan.
74	In the Notes to Contractors (section 1: 5th paragraph); there is reference made to a Market Basket GGS. We assume that means Global Supply is a separate market basket listing of items. Where is that listing found? We didn't notice anything on the current product listing that references Global Supply outside of the 5 pools of Purchase Card items.	The Requisition Channel RFQ will be a separate document.

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75	In the Notes to Contractors (section 4: Note at the end): GSA states all items must be on the contractors schedule prior to closing date of the RFQ. Does that mean MOD to add any necessary items must be approved and posted on Advantage or is it sufficient to have a MOD submitted and pending? If MOD's must be approved what is the deadline to have them submitted to allow Contracting Officer's adequate time for review and approval?	The Mod must be approved by the Contracting Officer. Vendors will need to work with their individual Contracting Officers to get mod requests approved.
76	In section 5.3.1.e: GSA references that other Federal agencies may require the BPA catalog be uploaded to other portals. Does GSA have any specific examples or information on what formats are typically required?	No additional information is available at this time.
77	In section 5.3.4: GSA references the Customer Agency as one of the reporting capabilities. What criteria is the GSA using to define the "AGENCY"? Branch of Government, Head department, Specific location etc???	Currently this is Agency level but may be revised at a later date to Bureau level.
78	In section 5.5.1, 2nd bullet point: Value and percentage of purchases by CUSTOMER. How is GSA defining a customer? Agency, branch, location, individual requestor???	Currently this is Agency level but may be revised at a later date to Bureau level.
79	In section 5.5.2 Usage Reports: GSA is requesting the Schedule pricing and BPA pricing both be listed. If both market basket AND non-market basket items on our schedule will be adjusted to the BPA discounted price on Advantage/Emall wouldn't that make those to prices the same? What instances would they be different?	You are correct. The "Schedule price" referred to in the usage report refers to the initial awarded GSA Schedule price prior to application of any FSSI BPA discounts.
80	In section 5.5.3 Performance Metrics: GSA references an annual customer survey. Is this performed by GSA or the contractor? If performed by the contractor what criteria is required for response and what percentage of participation by surveyed customers is required?	GSA will perform the customer survey.
81	In Section 5.6.3: GSA references methods of payment and also mentions DoD Email. Currently requestors on Email are charged by DLA directly and the contractor bills DLA via 810 transmission against a delivery order. Will this change?	No
82	In Section 5.6.8: GSA reserves the right to cancel a BPA at any time. If such cancellation is made; will Contract holders be afforded the opportunity to re-adjust our current pricing on Advantage (assuming BPA discounts will have already been applied)?	Would depend on the reason for cancellation.
83	In Section 5.7.4: Contractor must replace items within 3 days of receipt of notification of damage. How long after receipt of the product does the customer have to notify the contractor of damage? Most claims for damaged material are only accepted by carries on a very tight notification schedule.	The MAS contract shipping damage notification will apply.
84	In Section 5.9.3 Packing Slip: It is not an industry standard to include pricing on a packing slip for various reasons. Given the acknowledgement, invoicing and level III reporting for card transactions, is GSA willing to remove the pricing from shipping paperwork?	The contractor is required to provide a packing slip showing all items delivered as well as items backordered or otherwise not included in the shipment.
85	In Section 7.2.1- NON-MARKET BASKET items: Do we understand this means that anything currently on our schedule will have the BPA discounts applied and automatically be applied to the BPA item list?	You may offer your entire catalog that is on your contract, within the scope of JanSan. The draft RFQ proposed applying the average Market Basket discount to the non-Market Basket items. A separate post on Interact is asking for your suggestions in pricing the non-Market Basket items.
86	Regarding the Small business set asides in the 5 pools: How will the BPA be divided among the 3 awardees?	Ordering activities choose which BPA to place their order.

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87	If GSA decides to add "competitive advantages" as an evaluation; please consider a response limited to three pages for the following areas: 1) local store presence; 2) inventory control expertise; 3) logistics network; 4) quality operations; 5) product offering; 6) supply sourcing.	We do not foresee adding "competitive advantage" as an evaluation criteria.
88	Will usage be provided?	Usage data is not available at this time.
89	Will a percentage breakdown of OCONUS versus CONUS orders be provided?	Data is not available at this time.
90	Will you allow for additional charges on non-commercial requirements?	Only commercial-off-the-shelf items covered on your MAS contract will be awarded on the BPA.
91	Will additional freight charges be allowed for OCONUS shipments?	Yes
92	I would like to request a copy of the item list by category and can GSA provide an industry part number for evaluation purposes only?	The Market Basket is Attachment 1 in the RFQ. The government will not be supplying an industry part number.
93	After the JanSan awards are made, this FSSI BPA will be a lot more successful if the Office Supply FSSI BPA holders remove all Jan San items from their schedules. Otherwise, they will continue to sell JanSan, even though it was not supposed to be sold by them. Is this in your plans?	JanSan products are not included within the scope of the FSSI Office Supplies BPAs.
94	Can SIN 75-200 be added to the FSSI bid in order to capture the full breadth of schedule 75? SIN 75-85 is not required in order to carry bathroom products because SIN 75-200 allows for full catalog inclusion.	It has been determined by subject matter experts on Schedule 75 that SIN 75-200 would not be appropriate for inclusion in JanSan.
95	Will there be another item list with more specific product specifications both of MRO and JanSan	Contracting team will review to see if description of items can be expanded
96	Any update on the non-Purchase Pool BPAs – Global Supply and 4PL?	No additional information is available regarding these channels.
97	Can a 4PL winner be a complete virtual presence or is brick and mortar presence on site necessary?	4PL are physically set up on Federal property. A virtual presence would not be allowed for 4PL. 4PL is not being considered for JanSan at this time.
98	If a contractor is multiple BPA award holder, will the sales of multiple BPAs be counted together towards the aggregate tiers for pricing discount? Or will the discount tiers be separate for each BPA?	If a contractor wins multiple categories only one BPA will be awarded, therefore the sales will be counted together.
99	Will there be any changes to the 1-yr price hold requirement – due to the nature of the products (resin and petroleum based products)- some of the products experience more cost fluctuations. Is there any possibility of exempting some items from the long price hold?	Any changes to the economic price reduction clause will be reflected in the final Request for Quotations.
100	The Ability One items product specs being so vague and the ETS clause in place, what do you expect the non-Ability One sales volume to be?	Sales volume not available at this time.
101	Is there a possibility of decreasing the number of Ability One items in the contract?	by regulation the products listed must be purchased from AbilityOne
102	What is the expected core / non-core sales expectation?	The estimated value of Market Basket is \$599. Estimated value of non-Market Basket is not available.
103	Can you elaborate of the Standard Wholesaler part number – how will GSA determine what is the standard wholesaler part number?	We are looking to Industry to provide either the manufacturer's part number or the Wholesaler part number.
104	Given the sophisticated ecommerce requirements and the fast speed at which the contract is going to be implemented, will there be a longer "ramp up phase" for small businesses to implement the contract?	No

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105	Would it be a correct statement to say that you need to have both a Schedule 75 (and be listed under SIN 75-85) to bid on Pool 3 (Paper Products) and the other 4 Pools require a Schedule 73?	Products in the JanSan market basket can be found on several schedules but are predominately located on Schedules 51 V, 73 and 75.
106	Would it be a correct statement to say that you need to have both a Schedule 75 (and be listed under SIN 75-85) to bid on Pool 3 (Paper Products) and the other 4 Pools require a Schedule 73?	duplicate from above
107	Based on the large number of MAS Contract Holders currently supporting agencies procurement of products on Schedule 75 SIN 75 85 & multiple SIN's on Schedules 73, 51V and 56 would GSA consider increasing the number of Small Business Set Aside Awards for each pool? If for example, there were 4 small business set asides for each pool this may positively increase competition, driving down cost of goods and increasing each contractor's attention to performance levels and enhancing the end user ease of doing business.	The contracting team has taken this into consideration.
108	Will GSA be providing the approved OEM or wholesaler part numbers in the final RFQ ? (referenced in # 5 Requirements) Also will consideration be given to: a. Providing the SIN(s) relative to each item, Standardizing on a specific wholesaler item number for all to bid along with an alternative item (i. This could enable a true price comparison to take place. A challenge with providing only descriptions can be finding a way of factoring the quality and item performance differences between bidders. Example: Is a product cost of 10 % more really the best value if the life and performance is 50 % better than the lower cost alternative, maybe?)	The only part numbers to be provided in the market basket will be the National Stock Numbers applicable to Ability One items.
109	At what level will spend and management reporting be required? (under section 5.2) It would be helpful to understand the requirements beyond level 3 data so that system compliance can be confirmed.	We do not understand the question
110	Regarding paper catalogs mentioned in 5.3.1 (d) This seems to imply that a paper catalog will not be required. Can GSA please confirm that there will be no paper catalog required ?	No paper catalog will be required.
111	Will GSA consider quarterly price adjustments?	Any changes to the economic price reduction clause will be reflected in the final Request for Quotations
112	In order to best align with the reduction in cost per unit goal of strategic sourcing will GSA consider separating the relationship of market basket % discounts from the non market basket items? a. Often times a mfg. and wholesaler can reduce their cost to produce and cost to serve on the high volume items. These cost savings can be passed on to a reseller at an item level on those commodities. The reseller can in turn reduce their selling price; however prices are at an item level only. Price reductions or discounts are aligned within a category or even a mfg's product line. One item from a mfg may be priced at 65 % below mfg suggested list price while another may be 5 % below. We could provide item level examples if helpful. b. Consideration should be given to item level pricing submission for the market basket with a % off scheduled price by SIN # for the non market basket (allowing the % off schedule to in many cases be richer on the market basket than what can be extended on the non market basket) Therefore driving the absolute lowest price possible on the highest spend items	We have posted a blog question on Interact asking about sub-segments for non-market basket discounting.
113	When resellers ship FOB Destination it is critical to the cost to serve that a minimum order for free freight be allowed. The higher the minimum order the lower the cost to serve which drives lower cost of delivered goods.	JanSan is proposing a \$100 minimum order. Vendors will also be able to quote an additional fee for orders from \$25 to \$99.

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114	Given that the lines are blurring between these categories – in order to incent the end-user from going to a retail outlet can you require a 1-2 day delivery timeframe.? This would support a standard industry competitive solution across FSSI awards -	Based on comments from Industry and Customers the teams are still evaluating delivery times. A seperate blog on Interact will be coming soon asking for the cost impact of a 1 day delivery versus 3-4 days versus 7 days.
115	Will JANSAN FSSI awardees be able to fulfill orders using authorized participating dealers as they can do on their schedule contract?	yes
