



Blue Sigma Logistics

Woman and Veteran Owned

Your Needs, Our Priority – Innovate, Deliver, Trust.

August 25, 2024

Blue Sigma Logistics is pleased to present our offer for *DPC-998991039-BJ*. We appreciate the opportunity to participate in this process and believe that our offer meets the government's requirements and aligns with the great state of North Carolina's needs. Pursuant to paragraph 2.8 of the IFB, Blue Sigma Logistics:

- i. Confirms we have read the IFB in its entirety, including all links, and all Addenda released in conjunction with the IFB;
- ii. We agree to perform in accordance with the scope of work, requirements, and specifications contained in the IFB; and
- iii. We agree to comply with all instructions, terms and conditions, and attachments.

Enclosed with this letter, you will find our completed documentation, which includes competitive pricing and complies with the terms of the IFB. We have taken into account your specific requirements and are confident that our offer provides the best value to the government.

For this requirement we are offering *Blue Air* brand products. Blue Air has been a trusted provider of high-quality commercial refrigeration products since 2003. This product line, which includes top-tier ice machines and ultra-competitive stainless steel food service equipment, ensures that government agencies receive reliable, durable, and efficient solutions tailored to their food service needs. With a reputation for quality and a broad array of options, Blue Air is well-equipped to fulfill the state's kitchen and food service equipment needs, providing both value and performance that exceed industry standards.

Blue Sigma Logistics is a NC HUB Certified Woman-owned, Veteran Owned, North Carolina based business. Our values of Adaptability, Commitment, and Trust are centered on continuous innovation, unwavering commitment to delivering high-quality products and services, and fostering trust through transparency, accountability, and mutual respect, ensuring long-term, reliable partnerships with our customers.

Thank you for considering Blue Sigma Logistics as a vendor for this requirement. We genuinely appreciate the opportunity to work with you and contribute to the well-being of the community. Should you require any further information or wish to discuss our quote in more detail, please do not hesitate to contact me at 910-225-0427 or contact@bluesigmalogistics.com.

Erika H. Weidman

CEO

Blue Sigma Logistics

IFB: DPC-998991039-BJ

Company Name	Blue Sigma Logistics
Address and Contact Info	4840 US HWY 1-S STE C54 Vass, NC 28394 910-225-4027 contact@bluesignalogistics.com SAM.gov CAGE code: 9KES4  www.bluesignalogistics.com
Authorized Rep	Daniel Weidman - VP Operations
Bid Number	<u>DPC-998991039-BJ</u>



STATE OF NORTH CAROLINA

DEPARTMENT OF ADMINISTRATION,

DIVISION OF PURCHASE & CONTRACT

Household Appliances and Kitchen Equipment

Invitation for Bids #: DPC-998991039-BJ

Date Issued: July 25, 2024

Bid Opening Date: August 26, 2024 @ 2:00 PM. ET.

Direct all inquiries concerning this IFB to:

8/25/2024

Bahaa Jizi

State Procurement Manager

Email: bahaa.jizi@doa.nc.gov

STATE OF NORTH CAROLINA
DEPARTMENT OF ADMINISTRATION – DIVISION OF PURCHASE AND CONTRACT
Statewide Term Contract

Refer <u>ALL</u> Inquiries regarding this IFB to: All correspondence with vendors shall be through the Ariba Sourcing Tool. Questions will be received in the Ariba Sourcing Tool (only) based on the schedule in Section 2.4	Invitation for Bid #: DPC-998991039-BJ
	Bids will be publicly opened: August 26, 2024 @ 2:00 PM. ET.
For Statewide Use of All State Entities STC #: 5214A	Commodity # and Description: 521418A - Household Appliances

EXECUTION

In compliance with this Invitation for Bid (IFB), and subject to all the conditions herein, the undersigned Vendor offers and agrees to furnish and deliver any or all items upon which prices are bid, at the prices set opposite each item within the time specified herein.

By executing this bid, the undersigned Vendor understands that false certification is a Class I felony and certifies that:

- this bid is submitted competitively and without collusion (G.S. 143-54),
- that none of its officers, directors, or owners of an unincorporated business entity has been convicted of any violations of Chapter 78A of the General Statutes, the Securities Act of 1933, or the Securities Exchange Act of 1934 (G.S. 143-59.2), and
- it is not an ineligible Vendor as set forth in G.S. 143-59.1.

Furthermore, by executing this bid, the undersigned certifies to the best of Vendor’s knowledge and belief, that:

- it and its principals are not presently debarred, suspended, proposed for debarment, declared ineligible or voluntarily excluded from covered transactions by any Federal or State department or agency.


As required by G.S. 143-48.5, the undersigned Vendor certifies that it, and each of its sub-contractors for any Contract awarded as a result of this IFB, complies with the requirements of Article 2 of Chapter 64 of the NC General Statutes, including the requirement for each employer with more than 25 employees in North Carolina to verify the work authorization of its employees through the federal E-Verify system.

As required by Executive Order 24 (2017), the undersigned Vendor certifies will comply with all Federal and State requirements concerning fair employment and that it does not and will not discriminate, harass, or retaliate against any employee in connection with performance of any Contract arising from this solicitation.

G.S. 133-32 and Executive Order 24 (2009) prohibit the offer to, or acceptance by, any State Employee associated with the preparing plans, specifications, estimates for public Contract; or awarding or administering public Contracts; or inspecting or supervising delivery of the public Contract of any gift from anyone with a Contract with the State, or from any person seeking to do business with the State. By execution of this bid response to the IFB, the undersigned certifies, for Vendor’s entire organization and its employees or agents, that Vendor are not aware that any such gift has been offered, accepted, or promised by any employees or agents of Vendor’s organization.

By executing this bid, Vendor certifies that it has read and agreed to the **INSTRUCTION TO VENDORS** and the **NORTH CAROLINA GENERAL TERMS AND CONDITIONS incorporated below**. These documents can be accessed from the Ariba Sourcing Tool.

Failure to execute/sign bid prior to submittal may render bid invalid and it MAY BE REJECTED. Late bids cannot be accepted.

COMPLETE/FORMAL NAME OF VENDOR: Blue Sigma Logistics, LLC		
STREET ADDRESS: 4840 US HWY 1 – STE C54	P.O. BOX:	ZIP: 28394
CITY & STATE & ZIP: Vass, NC 28394	TELEPHONE NUMBER: 910-225-4027	TOLL FREE TEL. NO:
PRINCIPAL PLACE OF BUSINESS ADDRESS IF DIFFERENT FROM ABOVE (SEE INSTRUCTIONS TO VENDORS ITEM #21):		
PRINT NAME & TITLE OF PERSON SIGNING ON BEHALF OF VENDOR: Daniel Weidman – VP Operations	FAX NUMBER:	
VENDOR’S AUTHORIZED SIGNATURE: 	DATE: 8/25/2024	E-MAIL: dan@bluesigmalogistics.com

Bid Number: DPC-998991039-BJ

Vendor: Blue Sigma Logistics, LLC

VALIDITY PERIOD

Offer shall be valid for at least one hundred and twenty (120) days from date of bid opening, unless otherwise stated here: _____ days, or if extended by mutual agreement in writing of the parties. Any withdrawal of this offer shall be made in writing, effective upon receipt by the agency issuing this IFB.

BID ACCEPTANCE

If your bid is accepted, all provisions of this IFB, along with the written results of any negotiations, shall constitute the written agreement between the parties ("Contract"). The NORTH CAROLINA GENERAL TERMS AND CONDITIONS are incorporated herein and shall apply. Depending upon the Goods or Services being offered, other terms and conditions may apply, as mutually agreed.

<p>FOR STATE USE ONLY: Offer accepted and Contract awarded on date of <u>September 5, 2024</u> as indicated,</p> <p>by <u>PandC - Bahaa Jizi</u></p> <p>(Authorized Representative of Department of Administration, Division of Purchase & Contract)</p>

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1.0 PURPOSE AND BACKGROUND

The Department of Administration (DOA) serves as the business manager for North Carolina State government and provides leadership to State government for the effective, efficient, economical, and equitable delivery of services to the public. The department also aids and services several advocacy programs that serve diverse segments of the State's population that have traditionally been underserved. The Division of Purchase & Contract (P&C) is the strategic force to provide the State's entities with a catalog of Statewide Term Contracts (STC) that provide for an encompassing organized and efficient manner to pool resources to provide goods and services.

The State of North Carolina (State) through the Department of Administration (DOA) Division of Purchase and Contract (P&C) is seeking qualified Vendors to establish a Statewide Term Contract (STC) to furnish and deliver the State's requirements for a comprehensive, multiple manufacturer product line of new Household Appliances and Kitchen Equipment on an "As Needed" basis, if and when ordered by State Departments, Agencies, and Higher Education Institutions during the contract period in the following lots:

LOT A – HOUSEHOLD APPLIANCES – ALL TYPES

- CATEGORY A REFRIGERATORS, FREEZERS including Compact/Dorm)
- CATEGORY B RANGES, CONVECTION OVENS, STOVE TOPS, OVENS, HOODS (Gas/Electric)
- CATEGORY C MICROWAVES (Counter Tops, & Over the Range)
- CATEGORY D DISHWASHERS
- CATEGORY E HOUSEHOLD WASHERS - (Including two-in-one Single Unit Washer & Dryer)
- CATEGORY F HOUSEHOLD DRYERS - Gas/Electric (Including two-in-one Single Unit Washer & Dryer)
- CATEGORY G VENDED COMMERCIAL WASHERS
- CATEGORY H VENDED COMMERCIAL DRYER - Gas/Electric
- CATEGORY I VENDED STACK WASHER/DRYER

LOT B – KITCHEN EQUIPMENT

- CATEGORY A BRAISING PANS/TITLTING SKILLET (GAS/ELECTRIC)
- CATEGORY B BROILERS (GAS/ELECTRIC)
- CATEGORY C BLAST CHILLERS
- CATEGORY D CONVECTION OVENS (GAS/ELECTRIC)
- CATEGORY E COUNTERTOP COOKING (GAS/ELECTRIC)
- CATEGORY F COUNTER GRIDDLE, HOT PLATES & GRATES (GAS/ELECTRIC)
- CATEGORY G DEEP FRYERS (GAS/ELECTRIC)
- CATEGORY H DISHWASHERS
- CATEGORY I FOOD SLICER/CUTTER
- CATEGORY J ICE MACHINES & BINS
- CATEGORY K ICE/WATER DISPENSERS
- CATEGORY L MICROWAVE OVENS
- CATEGORY M MIXERS-ALL SIZES
- CATEGORY N RESTAURANT RANGES (GAS/ELECTRIC)
- CATEGORY O REACH-IN REFRIGERATOR/FREEZERS
- CATEGORY P REACH-IN HEATED CABINETS
- CATEGORY Q REFRIGERATED PREP TABLES
- CATEGORY R ROTATING RACK OVENS (GAS/ELECTRIC)
- CATEGORY S STAINLESS STEEL SINKS (1, 2, 3 COMP.), TABLES & SHELVING
- CATEGORY T STEAMERS/STEAM KETTLES STEAMERS/STEAM KETTLES COMBINATION/PRESSURELESS CONVECTION STEAMER (GAS/ELECTRIC)
- CATEGORY U FOOD CARTS, TRAY TRANSPORT, SERVE CABINETS & HEATING CABINETS
- CATEGORY V UNDERCOUNTER REFRIGERATORS/FREEZERS

To comply with Governor Cooper’s Executive Order 80 (October 2018), North Carolina’s Commitment to Address Climate Change and Transition to a Clean Energy Economy, the contract resulting from this solicitation intends to provide sustainability features per industry standards, ENERGY STAR certified or equivalent rated appliances. Vendors shall include information about green certification of their products in the bid response. Such information, if applicable, will be made available to state agencies and may be used to aid them in their selection of Household Appliances and Kitchen Equipment items purchased.

The intent of this Invitation for Bid (hereinafter, “IFB”) is to receive pricing from Vendors which will offer savings to the State and confirm, through Vendors’ submission of bids, its ability to meet the State’s needs.

The new contract will replace current STC #045A – Household Appliances and STC #165A – Kitchen Equipment.

The contract resulting from this IFB is mandatory for State departments and most State Agencies, and by State higher education institutions (except under the conditions specified in G.S. 115D-58.14(a) and G.S. 116-13). The Contract may also be utilized, without further competition, by non-mandatory State Agencies and Other Eligible Entities.

Bids shall be submitted in accordance with the terms and conditions of this IFB and any addenda issued hereto.

The intent of this solicitation is to award a Statewide Term Contract.

1.1 CONTRACT TERM

The Contract shall have a term of five (5) years beginning on the date of final Contract execution (the “Effective Date”). In addition, the State reserves the right to extend a contract term after the last active term.

Bids shall be submitted in accordance with the terms and conditions of this IFB and any addenda issued hereto.

1.2 ESTIMATED SPEND

Based on historical data, the State has purchased approximately \$11.7M worth of Household Appliances and Kitchen Equipment during FY 2018-2023 under the previous contract.

This amount is not guaranteed and could be more or less than the historical expenditure during the contract period. No maximum or minimum quantities are guaranteed.

2.0 GENERAL INFORMATION

2.1 INVITATION FOR BID DOCUMENT

The IFB is comprised of the base IFB document, any attachments, and any addenda released before Contract award, which are incorporated herein by reference.

2.2 E-PROCUREMENT FEE

ATTENTION: This is an NC eProcurement solicitation facilitated by the Ariba Network. The E-Procurement fee may apply to this solicitation. See paragraph entitled ELECTRONIC PROCUREMENT of the North Carolina General Terms and Conditions.

General information on the E-Procurement Services can be found at: <http://eprocurement.nc.gov/>.

What is the Ariba Network?

The Ariba Network is a web-based platform that serves as a connection point for the Buying Entity and vendors. Vendors can log in to the Ariba Network to view purchase orders, respond to electronic requests for quotes, participate in Sourcing Events, and collaborate with the Buying Entity on contract documents.

For training on how to use the Sourcing Tool to view solicitations, submit questions, develop responses, upload documents, and submit offers to the State, Vendors should go to the following site:

<http://eprocurement.nc.gov/training/vendor-training>.

2.3 NOTICE TO VENDORS REGARDING IFB TERMS AND CONDITIONS

It shall be the Vendor’s responsibility to read the Instructions to Vendors, the North Carolina General Terms and Conditions, all relevant exhibits and attachments, and any other components made a part of this IFB and comply with all requirements and specifications herein. Vendors also are responsible for obtaining and complying with all Addenda and other changes that may be issued in connection with this IFB.

If Vendors have questions, or issues regarding any component within this IFB, those must be submitted as questions in accordance with the instructions in the BID QUESTIONS Section. If the State determines that any changes will be made as a result of the questions asked, then such decisions will be communicated in the form of an IFB addendum. The State may also elect to leave open the possibility for later negotiation and amendment of specific provisions of the Contract that have been addressed during the question-and-answer period.

Other than through the process of negotiations under 01 NCAC 05B.0503, the State rejects and will not be required to evaluate or consider any additional or modified terms and conditions submitted with Vendor’s bid. This applies to any language appearing in or attached to the document as part of the Vendor’s bid that purports to vary any terms and conditions or Vendors’ instructions herein or to render the bid non-binding or subject to further negotiation. Vendor’s bid shall constitute a firm offer that shall be held open for the period required herein (“Validity Period” above).

The State may exercise its discretion to consider Vendor proposed modifications. By execution and delivery of this IFB Response, the Vendor agrees that any additional or modified terms and conditions, whether submitted purposely or inadvertently, shall have no force or effect, and will be disregarded unless expressly agreed to during negotiations and incorporated by way of a Best and Final Offer (BAFO). Noncompliance with, or any attempt to alter or delete, this paragraph shall constitute sufficient grounds to reject Vendor’s bid as nonresponsive.

2.4 IFB SCHEDULE

The table below shows the *intended* schedule for this IFB. The State will make every effort to adhere to this schedule.

Event	Responsibility	Date and Time
Issue IFB	State	July 25, 2024
Hold Pre-Bid Conference	State	<p>August 1, 2024 @ 10:00 AM EST.</p> <p>Join the meeting now</p> <p>Meeting ID: 285 727 777 159 Passcode: yfdqYG</p> <p>Dial in by phone</p> <p>+1 984-204-1487,,588830222# United States, Raleigh</p> <p>Find a local number</p> <p>Phone conference ID: 588 830 222#</p> <p>Join on a video conferencing device</p> <p>Tenant key: ncgov@m.webex.com Video ID: 116 440 615 7</p>
Submit Written Questions	Vendor	August 7, 2024 @10:00 AM EST.
Provide Responses to Questions	State	August 13, 2024 or sooner
Submit Bids	Vendor	<p>August 26, 2024 @ 2:00 PM EST.</p> <p>Join the meeting now</p> <p>Meeting ID: 213 253 344 556 Passcode: gnttCq</p>

		<p>Dial in by phone +1 984-204-1487,468305774# United States, Raleigh Find a local number Phone conference ID: 468 305 774# Join on a video conferencing device Tenant key: ncgov@m.webex.com Video ID: 111 078 361 5</p>
Intended Contract Award	State	TBD

2.5 URGED AND CAUTION PRE-BID CONFERENCE

Date: August 1, 2024.
 Time: 10:00 AM Eastern Time
 Location: **VIRTUAL LINK (See IFB Schedule above)**

 Contact: bahaa.jizi@doa.nc.gov
 Contact #: 984-236-0218

Instructions: Vendor representatives are URGED and CAUTIONED to attend the pre-bid conference and apprise themselves of the conditions and requirements which will affect the performance of the work called for by this IFB. A non-mandatory pre-bid conference is scheduled for this IFB. Submission of a bid shall constitute sufficient evidence of Vendor’s compliance and no allowance will be made for unreported conditions which a prudent Vendor would recognize as affecting the performance of the work called for in this IFB.

Vendor is cautioned that any information released to attendees during the pre-bid conference], other than that involving the physical aspects of the facility referenced above, and which conflicts with, supersedes, or adds to requirements in this IFB, must be confirmed by written addendum before it can be considered as a part of this IFB and any resulting contract.

2.6 BID QUESTIONS

Upon review of the IFB documents, Vendors may have questions to clarify or interpret the IFB in order to submit the best bid possible. To accommodate the Bid Questions process, Vendors shall submit any such questions by the “Submit Written Questions” date and time provided in the IFB SCHEDULE Section above, unless modified by Addendum.

Questions related to the content of the solicitation, or the procurement process should be directed to the person on the title page of this document via the Sourcing Tool's message board by the date and time specified in the IFB SCHEDULE Section of this IFB. Vendors will enter “**IFB # DPC-998991039-BJ– Questions**” as the subject of the message. Question submittals should include a reference to the applicable IFB section. This is the only manner in which questions will be received.

Questions or issues related to using the Sourcing Tool itself can be directed to the North Carolina eProcurement Help Desk at 888-211-7440, Option 2. Help Desk representatives are available Monday through Friday from 7:30 AM ET to 5:00 PM EST.

Questions received prior to the submission deadline date, the State’s response, and any additional terms deemed necessary by the State will be posted in the Sourcing Tool in the form of an addendum and shall become an Addendum to this IFB. No information, instruction or advice provided orally or informally by any State personnel, whether made in response to a question or otherwise in connection with this IFB, shall be considered authoritative or binding. Vendors shall rely *only* on written material contained in an Addendum to this IFB.

2.7 BID SUBMITTAL

IMPORTANT NOTE: This is an absolute requirement. Late bids, regardless of cause, will not be opened or considered, and will be automatically disqualified from further consideration. Vendor shall bear the sole risk of late submission due to unintended or

unanticipated delay. It is the Vendor's sole responsibility to ensure its bid has been received as described in this IFB by the specified time and date of opening. Failure to submit a bid in strict accordance with instructions provided shall constitute sufficient cause to reject a Vendor's bid(s). Solicitation responses are subject to Sealed Bidding requirements.

Vendor's bids for this procurement must be submitted through the Sourcing Tool. For training on how to use the Sourcing Tool to view solicitations, submit questions, develop responses, upload documents, and submit offers to the State, Vendors should go to the following site: <https://eprocurement.nc.gov/training/vendor-training>.

Questions or issues related to using the Sourcing Tool itself can be directed to the North Carolina eProcurement Help Desk at 888-211-7440, Option 2. Help Desk representatives are available Monday through Friday from 7:30 AM EST to 5:00 PM EST.

Tips for Using the Sourcing Tool

1. Vendors should review available training and confirm that they are able to access the Sourcing Event, enter responses, and upload files well in advance of the date and time response are due to allow sufficient time to seek assistance from the North Carolina eProcurement Help Desk.
2. Vendors may submit their responses early to make sure there are no issues, and then submit a revised response any time prior to the response due date and time. The State will only review the most recent response.
3. Vendors should respond to all relevant sections of the Sourcing Event. Certain questions or items are required in order to submit a response and are denoted with an asterisk. The Sourcing Tool will not allow a response to be submitted unless all required items are completed. The Sourcing Tool will provide error messages to help identify any required information that is missing when response is submitted.
4. Simply saving your response in the Sourcing Tool is not the same as submitting your response to the State. Vendors should make sure they complete the submission process and receive a message that their response was successfully submitted.
5. **Only Bids submitted through the Content Section of the Ariba Sourcing Event will be considered. Bids submitted through the Message Board will not be accepted or considered for award.**

2.8 BID CONTENTS

Vendors shall provide responses to all questions and complete all attachments for this IFB that require the Vendor to provide information and upload them to the Sourcing Event in the Sourcing Tool. Vendor may not be able to submit its response in the Sourcing Tool unless all required items are addressed. Vendors shall provide authorized signatures where requested. Failure to provide all required items, or Vendor's submission of incomplete items, may result in the State rejecting Vendor's bid, in the State's sole discretion.

Vendors shall upload the following items and attachments in the Sourcing Tool:

- a) Cover Letter, must include the following: (i) a statement that confirms that the Vendor has read the IFB in its entirety, including all links, and all Addenda released in conjunction with the IFB; (ii) a statement that Vendor agrees to perform in accordance with the scope of work, requirements, and specifications contained herein; and (iii) Vendor's agreement to comply with all instructions, terms and conditions, and attachments.
- b) Title Page: Include the company name, address, phone number and authorized representative along with the Bid Number.
- c) Completed and signed version of EXECUTION PAGES, along with the body of the IFB.
- d) Signed receipt pages of any addenda released in conjunction with this IFB, if required to be returned.
- e) Vendor Response including Sections 4.10 TRADE-IN ALLOWANCE, 4.16 AUTHORIZED RESELLER, 4.17, WARRANTY, 4.18 DESCRIPTIVE LITERATURE, 4.21 SUSTAINABILITY EFFORTS (ATTACHMENT HEREIN)
- f) Completed version of ATTACHMENT A: PRICING SUBMITTAL WORKBOOK
- g) Completed and signed version of ATTACHMENT D: HUB SUPPLEMENTAL VENDOR INFORMATION
- h) Completed and signed version of ATTACHMENT E: CUSTOMER REFERENCE FORM

- i) Completed and signed version of ATTACHMENT F: LOCATION OF WORKERS UTILIZED BY VENDOR
- j) Completed and signed version of ATTACHMENT G: CERTIFICATION OF FINANCIAL CONDITION
- k) Completed and signed version of CERTIFICATION FOR CONTRACTS, GRANTS, LOANS, AND COOPERATIVE AGREEMENTS and OMB STANDARD FORM LLL

2.9 ALTERNATE BIDS

Unless provided otherwise in this IFB, Vendor may submit alternate bids for comparable Goods, various methods or levels of Service(s), or that propose different options. Alternate bids must specifically identify the IFB requirements and advantage(s) addressed by the alternate bid. Each bid must be for a specific set of Goods and must include specific pricing. Each bid must be complete and independent of other bids offered. If a Vendor chooses to respond with various offerings, Vendor shall follow the specific instructions for uploading Alternate Bids in the Sourcing Tool.

2.10 DEFINITIONS, ACRONYMS, AND ABBREVIATIONS

Relevant definitions for this IFB are provided in 01 NCAC 05A .0112 and in the Instructions to Vendors found Sourcing Tool, which are incorporated herein by this reference.

3.0 METHOD OF AWARD AND BID EVALUATION PROCESS

3.1 METHOD OF AWARD

North Carolina G.S. 143-52 provides a general list of criteria the State shall use to award contracts, as supplemented by the additional criteria herein. The Goods or Services being procured shall dictate the application and order of criteria; however, all award decisions shall be in the State's best interest.

Percentage Off Manufacturer Suggested Retail Price (MSRP)

All responsive bids will be reviewed, and award or awards will be based on the responsive bids(s) to provide the estimated requirements as to breadth of items in each category offered, highest percentage discount offered off the most recently published Manufacturer Standard Retail Price (MSRP) List, quantity, quality, delivery, service, and/or geographical coverage, to include any required verifications set out herein such as but not limited to past performance, references, and financial documents.

Products offered must currently be available in the manufacturer's published MSRP. **Submission of price schedules developed specifically for this Bid WILL result in disqualification from award consideration.**

It is the State's intent to have multiple manufacturers represented in each category. In the event that two (2), or more Vendors offer the same manufacturer's product(s), it is the intent of the State to make an award to the Vendor with the most complete offering per category, and highest percentage discount offered off MSRP List for a particular manufacturer's product(s).

While the intent of this IFB is to award a Contract(s) for all categories in each lot, the State reserves the right to make separate awards to one or more categories in each lot, to not award one or more categories in each lot, to delete categories prior to making the award, or to cancel this IFB in its entirety without awarding a Contract, if it is considered to be most advantageous to the State to do so.

The State reserves the right to waive any minor informality or technicality in bids received.

3.2 CONFIDENTIALITY AND PROHIBITED COMMUNICATIONS DURING EVALUATION

While this IFB is under evaluation, the responding Vendor, including any subcontractors and suppliers, is prohibited from engaging in conversations intended to influence the outcome of the evaluation. See the Paragraph of the Instructions To Vendors entitled COMMUNICATIONS BY VENDORS.

Each Vendor submitting a bid to this IFB, including its employees, agents, subcontractors, suppliers, subsidiaries and affiliates, is prohibited from having any communications with any person inside or outside the using agency; issuing agency; other government agency office or body (including the purchaser named above, any department secretary, agency head, members of the General

Assembly and Governor's office); or private entity, if the communication refers to the content of Vendor's proposal or qualifications, the content of another Vendor's proposal, another Vendor's qualifications or ability to perform a resulting contract, and/or the transmittal of any other communication of information that could be reasonably considered to have the effect of directly or indirectly influencing the evaluation of proposals, the award of a contract, or both.

Any Vendor not in compliance with this provision shall be disqualified from evaluation and award. A Vendor's proposal may be disqualified if its subcontractor and/or supplier engage in any of the foregoing communications during the time that the procurement is active (*i.e.*, the issuance date of the procurement until the date of contract award or cancellation of the procurement). Only those discussions, communications or transmittals of information authorized or initiated by the issuing agency for this IFB or inquiries directed to the purchaser named in this IFB regarding requirements of the IFB (prior to proposal submission) or the status of the award (after submission) are excepted from this provision.

3.3 BID EVALUATION PROCESS

Only responsive submissions will be evaluated.

The State will conduct an evaluation of responsive Bids, as follows:

Bids will be received according to the method stated in the Bid Submittal section above.

All bids must be received by the issuing agency not later than the date and time specified in the IFB SCHEDULE Section above, unless modified by Addendum. Vendors are cautioned that this is a request for offers, not an offer or request to contract, and the State reserves the unqualified right to reject any and all offers at any time if such rejection is deemed to be in the best interest of the State.

At the date and time provided in the IFB SCHEDULE Section above, unless modified by Addendum, the bids from each responding Vendor will be opened publicly and all offers (except those that have been previously withdrawn, or voided bids) will be tabulated. The tabulation shall be made public at the time it is created. When negotiations after receipt of bids is authorized pursuant to G.S. 143-49 and 01 NCAC 05B.0503, only the names of offerors and the Goods and Services offered shall be tabulated at the time of opening. Cost and price shall become available for public inspection at the time of the award. Interested parties are cautioned that these costs and their components are subject to further evaluation for completeness and correctness and therefore may not be an exact indicator of a Vendor's pricing position.

At their option, the evaluators may request oral presentations or discussions with any or all Vendors for clarification or to amplify the materials presented in any part of the bid. Vendors are cautioned, however, that the evaluators are not required to request presentations or other clarification—and often do not. Therefore, all bids should be complete and reflect the most favorable terms available from the Vendor. Prices of bid cannot be altered or modified as part of a clarification.

Bids will generally be evaluated, based on completeness, content, cost, and responsibility of the Vendor to supply the requested Goods and Services. Specific evaluation criteria are listed in Section 3.1 METHOD OF AWARD.

Upon completion of the evaluation process, the State will make Award(s) based on the evaluation and post the award(s) to **the electronic Vendor Portal (eVP)**, <https://evp.nc.gov>, under the IFB number for this solicitation. Award of a contract to one Vendor does not mean that the other bids lacked merit, but that, all factors considered, the selected bid was deemed most advantageous and represented the best value to the State.

The State reserves the right to negotiate with one or more Vendors, or to reject all original offers and negotiate with one or more sources of supply that may be capable of satisfying the requirement, and in either case to require Vendor to submit a Best and Final Offer (BAFO) based on discussions and negotiations with the State.

3.4 PERFORMANCE OUTSIDE THE UNITED STATES

Vendor shall complete **ATTACHMENT F: LOCATION OF WORKERS UTILIZED BY VENDOR**. In addition to any other evaluation criteria identified in this IFB, the State may also consider, for purposes of evaluating proposed or actual contract performance outside of

the United States, how that performance may affect the following factors to ensure that any award will be in the best interest of the State:

- a) Total cost to the State
- b) Level of quality provided by the Vendor
- c) Process and performance capability across multiple jurisdictions
- d) Protection of the State’s information and intellectual property
- e) Availability of pertinent skills
- f) Ability to understand the State’s business requirements and internal operational culture
- g) Particular risk factors such as the security of the State’s information technology
- h) Relations with citizens and employees
- i) Contract enforcement jurisdictional issues

3.5 INTERPRETATION OF TERMS AND PHRASES

This IFB serves two functions: (1) to advise potential Vendors of the parameters of the solution being sought by the State; and (2) to provide (together with other specified documents) the terms of the contract resulting from this procurement. The use of phrases such as “shall,” “must,” and “requirements” are intended to create enforceable contract conditions. In determining whether bids should be evaluated or rejected, the State will take into consideration the degree to which Vendors have proposed or failed to propose solutions that will satisfy the State’s needs as described in the IFB. Except as specifically stated in the IFB, no one requirement shall automatically disqualify a Vendor from consideration. However, failure to comply with any single requirement may result in the State exercising its discretion to reject a bid in its entirety.

4.0 REQUIREMENTS

This Section lists the requirements related to this IFB. By submitting a bid, the Vendor agrees to meet all stated requirements in this Section, as well as any other specifications, requirements, and terms and conditions stated in this IFB. If a Vendor is unclear about a requirement or specification or believes a change in a requirement would allow for the State to receive a better bid, the Vendor is encouraged to submit these items in the form of a question during the question and answer period in accordance with the Bid Questions Section above.

4.1 PRICING

The proposed highest % discount off MSRP List shall include the total price for each item, including shipping, delivery, handling, administrative and other similar fees. Assembly and set-up at the State’s location shall be shown as an additional line price for each applicable item. Complete Attachment A: Pricing Form and upload in the Sourcing Tool. The pricing provided in Attachment A, or resulting from any negotiations, is incorporated herein and shall become part of any resulting contract.

The Vendor will demonstrate reasonableness of price by offering the Percentage Discount to North Carolina that is the same or better than provided in a current contract to similarly situated governmental entities (i.e. other State contracts, GSA, NASPO ValuePoint, Veteran’s Administration, Department of Defense or other governmental entities). If the Vendor is unable to offer the Percentage Discount to NC that is the same or better than given to other similarly situated governmental entities, Vendor shall include with the response a brief explanation as to why they are unable to do so. The State reserves the right to request further information such as copies of other governmental contracts, to determine the reasonableness of the price offered.

4.2 ESTIMATED QUANTITIES

The quantities indicated herein are annual estimates only and are provided for informational purposes based on the anticipated usage during the previous five (5) year period. No maximum or minimum quantities are guaranteed. It shall be understood and agreed that the State may purchase more or less than the estimated quantities during the contract period. The State reserves the right to increase or decrease the quantities as needed. The State shall not be obligated to purchase more than its normal requirements. The State will be responsible only for items requested and received.

4.3 ADDITIONAL SAVINGS OFFERS/REBATES

This component of the Pricing Response is optional, but the State encourages Vendors to provide additional financial incentives/rebates, if possible, within the scope of this IFB, that will benefit the State. These additional incentives could include, but are not limited to additional discounts based on total spend volumes, tier pricing, rebates, additional discounts offered by the vendor. Additional Discount Offers shall be in addition to the discounts Vendor offers as a Discount Off MSRP List Price. Additional Discount Offers should be provided in ATTACHMENT A: PRICING SUBMITTAL WORKBOOK.

Additional Discounts: As part of the pricing submittal, Vendors are being requested to propose an additional percentage discount which would be applied to all orders for the remainder of the contract term if and when the total orders against the contract exceed the provided amount, at any point during the life of the contract. Orders from all entities utilizing this contract will count toward the contract volume discount threshold.

Rebates: If a rebate is offered, it will be based on reported sales, on a semi-annual basis (see Section 6.4 SEMI-ANNUAL REPORTS). The Vendor shall submit the rebate amount due by check with the "Contracts Number," "Report Amount," and "Report Period" on either the check stub or other remittance materials. The payment shall be made by check as described herein.

Checks shall be payable to: NC Division of Purchase and Contract

Checks shall be mailed to:

**DOA/Division of Purchase and Contract
1301 Mail Service Center
325 N. Salisbury Street
Raleigh, NC 27603
Raleigh, NC 27603**

All discounts in Vendor’s bid shall remain in effect for the entire contract period and shall not be decreased. However, the discount may be increased, and any such increase shall remain in effect for the remainder of the contract period and any subsequent extensions. Volume or tier discounts, if offered, shall apply to purchase orders placed for delivery to the same location. Vendors may provide volume or tier discounts to orders that include multiple delivery points from the same agency.

The State reserves the right to accept or reject all or part of the proposed Additional Discount Offers as part of a Vendor’s Total Price Submittal Value. The State has sole discretion to not assign value to Vendor’s proposed Additional Discount Offers which the State cannot quantify or to give only partial value for Additional Discount Offers. Vendors may offer the State additional discounts using the Additional Discount Offers within ATTACHMENT A-PRICING SUBMITTAL WORKBOOK.

4.4 PRODUCT IDENTIFICATION

SUITABILITY FOR INTENDED USE

Vendors are requested to offer only items directly complying with the specifications herein or comparable items which will provide the equivalent capabilities, features and diversity called for herein. The State reserves the right to evaluate all bids for suitability for the required use and to award the one best meeting requirements and considered to be in the State’s best interest.

4.5 TRANSPORTATION AND IDENTIFICATION

The Vendor shall deliver Free-On-Board (FOB) Destination to any requested location within the State of North Carolina with all transportation costs and fees included in the total bid price.

When an order is placed using a purchase order, the purchase order number shall be shown on all packages and shipping manifests to ensure proper identification and payment of invoices. If an order is placed without using a purchase order, such as via phone, the Buying Entity’s name shall be show on all packages. A complete packing list shall accompany each shipment. Vendors shall not ship any products until they have received an order.

4.6 DELIVERY

Successful Vendor(s) shall complete delivery within thirty (30) calendar days after receipt of purchase order. Deliveries shall be made during the Buying Entity’s normal business hours and on regular North Carolina State business days unless other arrangements have been mutually agreed upon.

For completion by Vendor: Delivery will be made from Vass, NC (city, state) within 30 consecutive calendar days after receipt of purchase order. Promptness of delivery be used as a factor in the award criteria.

All orders shall be delivered to the location specified by the Buying Entity in the Purchase Order. The specified location may include a loading dock or area inside a building. The Awarded Vendor shall notify the Buying Entity at least two (2) business days in advance of a delivery to allow for the availability of agency personnel to receive the product(s) if agency so requires on its purchase order. **Drop shipment is not allowed without prior approval from the Purchasing Entity.**

4.7 DELIVERY TO CORRECTIONAL INSTITUTIONS

The Vendor shall be responsible for adherence to the following guidelines as they pertain to delivering and/or installing goods to correctional institutions, especially if the delivery location is within the secured perimeter.

- a) The Vendor shall be responsible for ensuring that all personnel connected with the work comply with the rules and regulations of each ordering institution, which may reach beyond the scope of this specification.
- b) The Vendor shall maintain proper security and control over all personnel, equipment, tools and materials at all times. The Vendor's equipment and personnel shall be subject to security checks and associated delays there from.
- c) There shall be no verbal discussion or physical contact between a Vendor 's employees and inmates.
- d) Anyone bringing any inmate any items such as weapons, tools, food, drink, clothing, cigarette, matches, correspondence, printed or electronic media, or assisting inmates to escape is in violation of the North Carolina State Law and will result in prosecution.
- e) No weapon, alcohol, drugs or medication of any type is allowed on any State property.
- f) Keys shall be removed from all vehicles and other mobile equipment at all times when not in operation. Vehicle doors and tool compartments shall be locked at all times when not in use. Ladders left on vehicles shall be chained and locked at all times.
- g) Any tools, especially any type of cutting tool, if left unattended will be confiscated.
- h) All security regulations shall be observed at all times. These will be made known to the Vendor and his representatives by the Authorized Institutional Representative or his designee at the point of entrance to the institution.
- i) All persons entering the prison complex are subject to being searched.
- j) Vendors and their representatives are limited to movement to and from and within the immediate area of their work.
- k) An Authorized Institutional Representative may be designated as liaison person between the Vendor and institution. Unless otherwise stated, this person will be the Authorized Institutional Representative for whom the Vendor is performing the service.
- l) Vehicles may not be permitted to leave the facility until after the daily or routine security check has been performed.
- m) All Vendor employees shall have a valid identification with photograph at all times for identification that is acceptable to the institution. A valid DMV driver's license is acceptable. No persons will be permitted to enter the institution without valid identification.
- n) The institution reserves the right to refuse entrance to anyone who appears, in the institution's sole judgment, to be under the influence of drugs or alcohol or otherwise is impaired.

4.8 INSTALLATION AND SET-UP (IF REQUIRED)

Vendor shall furnish all necessary transportation, materials, and supplies as may be required to deliver, install and set-in place ready for owner's use Household Appliances and Kitchen Equipment. The successful Vendor(s) shall notify the Purchasing Entity when one or more items in an order cannot be delivered within the time specified. After notification to the Purchasing Entity of a fulfillment delay of one or more items in a shipment, the Purchasing Entity may cancel undelivered items within an order, or an order in its entirety, without penalty or charge, providing the cancellation occurs before the delayed item or order has shipped.

Installation of items requiring custom or complex fitting or assembly efforts due to the nature of the item may be billed under the following conditions:

- The amount of the installation charge is identified on a customized quote for installation services and has been mutually agreed upon between the Vendor and the Purchasing Entity in advance.
- The Purchasing Entity provided an option to affirmatively accept or decline installation services at the time of ordering.

- Any approved charge is listed as a separate line item on the purchase order and invoice.

Acceptance and approval of charges for installation of such items shall be at the sole discretion of the Purchasing Entity. Any resulting damages to the item or to other State property during the installation by the Vendor shall be repaired at the Vendor's sole expense. General set-up activities needed to make an item ready for use shall not be considered installation and shall be included in the contract price.

All installation cost shall be listed as a separate line item on the purchase order and invoice.

In the event the delivery is not received within the contract delivery period, the Vendor may be held in default in accordance with Terms and Conditions, Section 1: DEFAULT AND PERFORMANCE BOND, in the North Carolina General Contract Terms and Conditions.

4.9 OTHER SERVICES

Any additional services, including design services, offered on a customized Quote for services by the Vendor and shall be accepted or approved at the sole discretion of the Purchasing Entity after negotiation and agreement on any applicable fee. All service fees shall be listed as a separate line item on the purchase order and invoice.

4.10 TRADE-IN ALLOWANCE

The vendor shall provide detailed guidelines on whether Trade-in Allowance is available and options to offer a trade-in allowance for appliances and equipment in response to this solicitation. Vendor must include comprehensive steps and requirements necessary to implement this program, ensuring compliance with state regulations for disposing off State-owned property. The Purchasing Entity shall obtain State Surplus approval for State-Owned appliances and equipment prior to placing orders.

4.11 MINIMUM ORDERS

The minimum order amount, which will qualify for prepaid FOB transportation, is **\$250.00** for a single order. The Purchasing Entity shall be required to use this contract for orders less than the minimum order amount. However, in such cases the order may be shipped prepaid and actual transportation charges may be added to the invoice as a separate line item. The transportation costs charged for orders below the minimum order amount shall be commensurate with or less than shipping charges of major small package shippers such as the US Postal Service. No surcharge or handling charge shall be added or assessed for such orders. Vendor must provide an estimated shipping amount to the Purchasing Entity upon request.

4.12 DEFECTIVE PRODUCTS

In the event a product is found to be defective, Vendor agrees to replace the item immediately, within the same delivery time frame at no additional charge to the State.

4.13 PRODUCT RECALL

Vendor expressly assumes full responsibility for prompt notification to the Contract Manager at the State's Division of Purchase & Contract of any product recall in accordance with the applicable State or Federal regulations. The Vendor shall support the Contract Manager in necessary follow-up with State entities that have purchased recalled products to replace, at no cost to the State, any such products promptly.

4.14 OUT-OF-STOCK AND BACK-ORDERS

The Vendor shall notify the Buying Entity when one or more items in an order cannot be delivered within the time specified. After notification to The Buying Entity by Vendor of a fulfillment delay of one or more items in the order, the Buying Entity may cancel undelivered items within an order, or an order in its entirety, without penalty or charge, to the extent that the notice of cancellation occurs before The Buying Entity is notified that the delayed item or other cancelled items in the order have shipped.

4.15 MAINTENANCE MANUAL

The Vendor shall provide with each piece of equipment an operations and maintenance manual with wiring diagrams, parts list, and a copy of all warranties.

4.16 AUTHORIZED RESELLER

The Vendor shall be authorized by the manufacturer to distribute or resell the products and/or maintenance offered in this IFB. The Vendor shall provide with its bid response a signed statement from the manufacturer confirming authorization. Failure to provide this statement shall constitute sufficient grounds for rejection of Vendor’s offer, at the discretion of the State.

Vendor is the: Manufacturer Dealer Reseller Distributor

Authorized: Yes No Attached Manufacturer’s Authority: Yes No

4.17 WARRANTY

The manufacturer’s standard warranty shall apply. Vendors shall include a copy of the manufacturer’s standard warranty with the bid response.

4.18 DESCRIPTIVE LITERATURE

Vendor shall submit with the bid, vendor link to all furniture products being offered, in the designated area of ATTACHMENT A: PRICING SUBMITTAL WORKBOOK.

4.19 HUB PARTICIPATION

Pursuant to North Carolina General Statute G.S. 143-48, it is State policy to encourage and promote the use of small, minority, physically handicapped, and women contractors in purchasing Goods and Services. As such, this IFB will serve to identify those Vendors that are minority owned or have a strategic plan to support the State’s Historically Underutilized Businesses program by meeting or exceeding the goal of 10% utilization of diverse firms as 1st or 2nd tier subcontractors. Vendor shall complete ATTACHMENT D: HUB SUPPLEMENTAL VENDOR INFORMATION.

4.20 REFERENCES

Vendors shall upload to the Sourcing Tool at least three (3) references, using ATTACHMENT E: CUSTOMER REFERENCE FORM, for which your company has supplied the exact model of equipment offered. The State may contact these users to determine quality level of the offered equipment; as well as, but not limited to user satisfaction with Vendor performance. Information obtained may be considered in the evaluation of the bid.

4.21 SUSTAINABILITY EFFORTS

According to G.S. 143-58.2, it is the policy of this State to encourage and promote the purchase of products with recycled content and to purchase items that are reusable, refillable, repairable, more durable, and less toxic to the extent that the purchase or use is practicable and cost effective. The bid must describe in the SUSTAINABILITY EFFORTS FORM attached, how environmental requirements which relate to clear labeling of the environmental/sustainability attributes (e.g. environmental certifications, total and post-consumer recycled content, etc.) of products in the proposed product catalogs, demonstrating the ability to run usage reports that include information about each product’s environmental/sustainability attributes, packaging and recycling of spent products.

4.22 RETURN POLICY

Vendor shall accept merchandise returns from the Buying Entity for a period of thirty (30) business days after delivery. Vendor shall provide full credit or full refund to the Buying Entity, whichever a The Buying Entity requests, within thirty (30) business days on all returns of an ordered item that returns of an ordered product that (1) is a stock item in original packaging and in re-sellable conditions; (2) is not a specialty or customized item; (3) is defective or damaged; (4) is a return of an incorrect product

shipped; (5) results from a Vendor order entry error; or (6) is non-conforming due to any other cause reasonably assumed to be the fault of the Vendor.

4.23 VENDOR'S REPRESENTATIONS

If Vendor's bid results in an award, Vendor agrees that it will not enter any agreement with a third party that may abridge any rights of the State under the contract. If any Services, deliverables, functions, or responsibilities not specifically described in this solicitation are required for Vendor's proper performance, provision and delivery of the Service and deliverables under a resulting contract, or are an inherent part of or necessary sub-task included within such service, they will be deemed to be implied by and included within the scope of the contract to the same extent and in the same manner as if specifically described in the contract. Unless otherwise expressly provided herein, Vendor will furnish all of its own necessary management, supervision, labor, facilities, furniture, computer and telecommunications equipment, software, supplies and materials necessary for the Vendor to provide and deliver the Services and/or other Deliverables.

4.24 FINANCIAL STABILITY

As a condition of contract award, the Vendor must certify that it has the financial capacity to perform and to continue to perform its obligations under the contract; that Vendor has no constructive or actual knowledge of an actual or potential legal proceeding being brought against Vendor that could materially adversely affect performance of this contract; and that entering into this contract is not prohibited by any contract, or order by any court of competent jurisdiction

Each Vendor shall certify it is financially stable by completing the ATTACHMENT G: CERTIFICATION OF FINANCIAL CONDITION. The State is requiring this certification to minimize potential performance issues from contracting with a Vendor that is financially unstable. This Certification shall be deemed continuing, and from the date of the Certification to the expiration of the contract, the Vendor shall notify the State within thirty (30) days of any occurrence or condition that materially alters the truth of any statement made in this Certification.

4.25 LOBBYING ACTIVITY CERTIFICATION FOR FEDERAL GRANTS

Federal law prohibits recipients of federal funds, whether through grants, contracts, or cooperative agreements, from using those funds to influence or attempt to influence (lobby) a federal official in connection with obtaining, extending, or modifying any federal contract, grant, loan, or cooperative agreement. Further, federal law requires that applicants for federal funds certify:

- that they abide by the above restriction;
- that they disclose any permissible (non-federal) paid lobbying on the Federal Awards being applied for; and
- that such certification requirements will also be included in any subawards meeting the applicable thresholds.

Vendors must complete and submit the CERTIFICATION FOR CONTRACTS, GRANTS, LOANS, AND COOPERATIVE AGREEMENTS and the OMB STANDARD FORM LLL when responding to this solicitation

4.26 SECRETARY OF STATE REGISTRATION

Prior to the issuance of any award, the awarded vendor(s) must complete registration with the NC Secretary of State. Upon notification of award, the selected vendor(s) must furnish evidence of filing within 10 business days. Failure to provide this documentation will result in the disqualification of the vendor(s) bid from further consideration for the award.

A contract award under the above-referenced solicitation, and the resulting purchase orders, will produce repeated orders and transactions in North Carolina and will constitute "transacting business" in the State, which requires a certificate of authority from the North Carolina Secretary of State as provided in G.S. §55-15-01 (corporations) or §57D-7-01 (LLCs). Please go to: <https://www.sosnc.gov/> to register.

5.0 SCOPE OF WORK AND SPECIFICATIONS

5.1 GENERAL SPECIFICATIONS

Household Appliances and Kitchen Equipment products provided to the State shall perform satisfactory for the use designated herein and shall at least meet the criteria listed in this IFB per the categories referenced in Section 5.2. Household Appliances and Kitchen Equipment products furnished by a Vendor shall be new, without refurbished or previously used components, manufactured with first quality materials and workmanship and generally recognized within the Household Appliances and Kitchen Equipment industry as commercially acceptable products. The State reserves the right to determine this recognition and the acceptability of the products that are proposed to be furnished under any and all awarded Contract(s) as a result of this IFB.

This solicitation applies only to Household Appliances and Kitchen Equipment in the identified categories. Bids for Household Appliances and Kitchen Equipment in other related categories will not be accepted.

Referenced below is a list of Manufacturer(s) currently used or requested by State Entities (preferred brands). Additional manufacturers are also welcome to be submitted and will be considered.

MANUFACTURERS

- Alto-Sham
- Eagle Group
- Sammons
- Bakon
- Garland
- Scottsman
- Baxter
- Globe
- SouthBend
- Cambro
- Hobart
- Turbo Air
- Champion Industries
- John Boos
- Valpro
- Cleveland
- Manitowoc
- Vollrath
- Continental Refrigerator
- Metro
- Vulcan
- Delfield
- New Age

5.2 CATEGORIES

Household Appliances and Kitchen Equipment is divided into two separate Lots: A & B. Vendor may bid on a single lot, multiple lots with one or more categories in each lot as provided below:

LOT A – HOUSEHOLD APPLIANCES – ALL TYPES

- CATEGORY A REFRIGERATORS, FREEZERS (including Compact/Dorm)
- CATEGORY B RANGES, CONVECTION OVENS, STOVE TOPS, OVENS, HOODS (Gas/Electric)
- CATEGORY C MICROWAVES (Counter Tops & Over the Range)
- CATEGORY D DISHWASHERS
- CATEGORY E HOUSEHOLD WASHERS - (Including two-in-one Single Unit Washer & Dryer)
- CATEGORY F HOUSEHOLD DRYERS - Gas/Electric (Including two-in-one Single Unit Washer & Dryer)
- CATEGORY G VENDED COMMERCIAL WASHERS
- CATEGORY H VENDED COMMERCIAL DRYER - Gas/Electric
- CATEGORY I VENDED STACK WASHER/DRYER

LOT B – KITCHEN EQUIPMENT

- CATEGORY A BRAISING PANS/TITLTING SKILLET (GAS/ELECTRIC)
- CATEGORY B BROILERS (GAS/ELECTRIC)
- CATEGORY C BLAST CHILLERS
- CATEGORY D CONVECTION OVENS (GAS/ELECTRIC)

- CATEGORY E COUNTERTOP COOKING (GAS/ELECTRIC)
- CATEGORY F COUNTER GRIDDLE, HOT PLATES & GRATES (GAS/ELECTRIC)
- CATEGORY G DEEP FRYERS (GAS/ELECTRIC)
- CATEGORY H DISHWASHERS
- CATEGORY I FOOD SLICER/CUTTER
- CATEGORY J ICE MACHINES & BINS
- CATEGORY K ICE/WATER DISPENSERS
- CATEGORY L MICROWAVE OVENS
- CATEGORY M MIXERS-ALL SIZES
- CATEGORY N RESTAURANT RANGES (GAS/ELECTRIC)
- CATEGORY O REACH-IN REFRIGERATOR/FREEZERS
- CATEGORY P REACH-IN HEATED CABINETS
- CATEGORY Q REFRIGERATED PREP TABLES
- CATEGORY R ROTATING RACK OVENS (GAS/ELECTRIC)
- CATEGORY S STAINLESS STEEL SINKS (1, 2, 3 COMP.), TABLES & SHELVING
- CATEGORY T STEAMERS/STEAM KETTLES STEAMERS/STEAM KETTLES COMBINATION/PRESSURELESS CONVECTION STEAMER (GAS/ELECTRIC)
- CATEGORY U FOOD CARTS, TRAY TRANSPORT & SERVE CABINETS
- CATEGORY V UNDERCOUNTER REFRIGERATORS/FREEZERS

Additional Requirements:

- The propane option must be available at no additional cost
- Kettles must be available in 3" Tangent draw off valve, 316 Stainless Liner, Kettle Marking
- Clean Up Brush and Draw Off Brush
- Tilting Skillets must be available in 2" Tangent Draw Off Valve and SPK 13 Single Pantry Faucet,
- Griddle must have protective shields for the controls
- Steamers must come with filters
- All Kitchen Equipment Must have Security Prison Package as an Option
- The propane option must be available on all dryer line items at no additional cost
- The Washer-Extractor offered must have a connection available for auxiliary steam water heating, at no additional cost

5.3 PRODUCT SAFETY LISTING

All manufactured items and/or fabricated assemblies subject to operation under pressure or operation involving a connection to a manufactured, natural, or LP gas source shall be constructed and approved in a manner acceptable to the appropriate State inspector which customarily requires the label or re-examination listing or identification marking of the appropriate safety standard organization; such as the American Society of Mechanical Engineers for pressure vessels, or the American Gas Association for gas operated assemblies, where such approvals of listings have been established for the type of device offered and furnished. Further, all items furnished shall meet all requirements of the Occupational Safety and Health Act (OSHA), and State and Federal requirements relating to clean air and water pollution. Having the appropriate certification or safety label affixed to any device delivered pursuant to this solicitation, under the conditions described above, is a material condition of any contract awarded as a result of this solicitation. All costs for product and industry certifications and listings required to supply conforming products to the State as described in this RFP are the sole responsibility of the Vendor. The certification or safety label shall be affixed and be visible on the OUTSIDE of all products that require a certification or safety label.

All electrical materials, devices, appliances, and equipment shall be evaluated for safety and suitability for intended use in accordance with G.S. 66-25 Acceptable Listings as to Safety of Goods.

5.4 DEVIATIONS

The nature of all deviations from the Specifications listed herein shall be clearly described by the Vendor. Otherwise, it will be considered that items offered by the Vendor are in strict compliance with the Specifications provided herein, and the successful Vendor shall be required to supply conforming goods. Deviations shall be explained in detail below or on an attached sheet. However, no implication is made or intended by the State that any deviation will be acceptable. Do not list objections to the North Carolina General Terms and Conditions in this section.

6.0 CONTRACT ADMINISTRATION

All Contract Administration requirements are conditioned on an award resulting from this solicitation. This information is provided for the Vendor’s planning purposes.

CONTRACT ADMINISTRATOR: A representative of the Agency who is responsible for the functions that are performed after all parties have signed a contract, including any modifications to the contract.

State Contract Administrator: [Bahaa Jizi](#) - (984)-236-0218

CONTRACT MANAGER: A representative of the agency or awarded vendor who ensures compliance with the contract terms and conditions while giving attention to the achievement of the stated output and outcome of the contract.

State Contract Manager: [Pamela Case-Gustafson](#) - (984)-236-0249

Note: In the event the State’s Contract Administrator or Contract Manager changes, notification will be sent to the Vendor’s Contract Manager and the Contract Synopsis on the DOA P&C website will be updated.

6.1 CONTRACT MANAGER AND CUSTOMER SERVICE

The Vendor shall be required to designate and make available to the State a contract manager. The contract manager shall be the State’s point of contact for Contract related issues and issues concerning performance, progress review, scheduling, and service.

Contract Manager Point of Contact	
Name:	Dan Weidman
Office Phone #:	910-225-4027
Mobile Phone #:	
E-mail:	contact@bluesigmalogistics.com

The Vendor shall be required to designate and make available to the State for customer service. The customer service point of contact shall be the State’s point of contact for customer service-related issues.

Customer Service Point of Contact	
Name:	Erika Weidman
Office Phone #:	910-225-4027
Mobile Phone #:	
E-mail:	contact@bluesigmalogistics.com

6.2 CONTINUOUS IMPROVEMENT

The State encourages the Vendor to identify opportunities to reduce the total cost to the State. A continuous improvement effort consisting of various ideas to enhance business efficiencies as performance progresses.

6.3 ELECTRONIC PRODUCT CATALOG

If selected for contract award, the awarded Vendor hereby agrees to cooperate with the State and E-Procurement Services to develop a line-item catalog. At a minimum, the Vendor shall agree to the following:

- a. Vendor shall deliver a line-item catalog **within ten (10) calendar days of notice**. By providing a line-item catalog, the Vendor shall provide a list of its products/services and pricing within a specific template format to E-Procurement Services by sending the populated template to the Contract Manager via e-mail at eprourementdata@its.nc.gov.
- b. The State will confirm the accuracy of the electronic catalog before loading it into the E-Procurement system. In addition, the State may determine when the electronic catalog and any subsequent revisions “go live”.
- c. The Vendor shall submit an updated electronic catalog from time to time or as requested by the State to maintain the most up-to-date version of its product/service offering under the statewide contract.
- d. The Vendor shall meet the following requirements:
 - 1. Include in the catalog the most current pricing, including all applicable administrative fees and or discounts, as well as the most up-to-date product/service offering the Vendor is authorized to provide in accordance with the statewide contract; and
 - 2. Maintain the accuracy of the catalog throughout the duration of the statewide contract; and
 - 3. Include in the catalog detailed product line-item descriptions; and
 - 4. Include in the catalog identifiers for specific types of products, to include NC HUB Certified (2nd Tier) products, Sustainable products, Contract products; and
 - 5. Include in the catalog any additional content required by the State; and
 - 6. Limit the line-item catalog content to the Vendor’s statewide contract offering.
- e. The State shall control which statewide contracts appear in the E-Procurement System and may elect at any time to remove Vendor’s offering from the E-Procurement System.

6.4 PERIODIC QUARTERLY SPEND REPORTS

The Vendor shall be required to provide Sales Management Reports to the above designated Contract Manager on a **Quarterly** basis. This report shall include, at a minimum, information concerning:

- 1. **Sales Report (total cost):** by state entity, to include agencies, community colleges, universities, school systems, local government entities.
- 2. **Sales Report (Detail):** to include Category, Items Purchased (Manufacturer), Item Description, Quantity, Unit of Measure, List Price, Contract Price, Ordering Entity, Delivery Location (City), Order Date, Shipment Date, Delivery Date for consumables, and delivery date for non-routine consumables and equipment.

Quarterly Sales Management Reports shall be sent to PCReports@doa.nc.gov with the Contract Manager copied at the following e-mail address Pamela Case-Gustafson. Vendor shall include all issues identified by Vendor related to Vendor performance or to the State's usage of the Contract.

These reports shall be well organized and easy to read. Vendor shall submit these reports electronically using the [Vendor Quarterly Spend Data Report](#). The Vendor shall submit these reports electronically using Microsoft Excel and as needed, either Microsoft PowerPoint or Microsoft Word. Vendor shall submit the Quarterly Management Reports by:

- **By October 15th:** Q1 Quarterly Management Report for July – September
- **By January 15th:** Q2 Quarterly Management Report for October – December
- **By April 15th:** Q3 Quarterly Management Report for January – March
- **By July 15th:** Q4 Quarterly Management Report for April – June.

This schedule aligns with the State's fiscal year. If the Contract start date does not align with the start of a quarter, the initial Quarterly Management Report shall be for the period from the Contract start date to the end of the existing calendar quarter. Timely submission of all reports shall be a material term of this Contract and failure to do so shall constitute a default.

Additional related sales information and/or details on user purchases may be required by the State and must be supplied within thirty (30) days of any such request. A template for any such reports may be provided by the State, at its discretion.

6.5 CONTRACT BUSINESS REVIEW MEETINGS

Business Review meetings shall be scheduled semi-annually, Business review meetings shall be presented by the Vendor and be inclusive of the following:

1. Spend overview (State Agency Spend) FY Comparison
 - a. Volume Discount
 - b. Rebate (if applicable)
 - c. Additional Discount Status (if applicable)
2. Product Cost Savings from MSRP
3. Product Accuracy Rate – Percent of equipment invoiced and shipped without post order correction.
4. Complete Shipment Rate – Percent of orders filled in one (1) shipment.
5. On Time Delivery Rate – Percent of orders delivered within contract delivery term.
6. Challenges
7. Improvement Ideas

6.6 POST AWARD PRODUCT SUBSTITUTIONS, ADDITIONS & REMOVALS

Post-Award product substitutions are not permitted without prior written approval from the Contract Specialist. Proposed substitutions shall be of the same or higher quality and at the same or lower price as the original item. Failure of the Vendor to comply with this requirement shall constitute sufficient cause to hold the Vendor in default or for removal from the contract.

The items included in this IFB are expected to cover the State's needs for the term of the contract. In the case that the State's needs change over the term of the contract, the State reserves the right to add additional products to the contract that can be supplied by the awarded Vendor. The price for these added products will be mutually agreed to by the State and the Vendor but are assumed to be priced at a discount similar to what is being offered on the products listed in the IFB.

6.7 QUALITY ACCEPTANCE INSPECTION

It is the responsibility of the receiving Purchasing Entity to inspect all materials, supplies and equipment upon delivery to ensure compliance with the Contract requirements and specifications.

6.8 INVOICES

Vendor shall invoice the Purchasing Agency. The standard format for invoicing shall be Single Invoices meaning that the Vendor shall provide the Purchasing Agency with an invoice for each order. Invoices shall include detailed line-item information to allow the Purchasing Agency to verify pricing at point of receipt matches the correct price from the original date of order. At a minimum, the following fields shall be included on all invoices:

Vendor's Billing Address, Customer Account Number, NC Contract Number, Order Date, Purchasing Entity's Order Number, Manufacturer Part Numbers, Vendor Part Numbers, Item Descriptions, Price, Quantity, and Unit of Measure.

INVOICES MAY NOT BE PAID UNTIL AN INSPECTION HAS OCCURRED AND THE GOODS ACCEPTED.

6.9 DISPUTE RESOLUTION

During the performance of the Contract, the Parties agree that it is in their mutual interest to resolve disputes informally. Any claims by the Vendor shall be submitted in writing to the State's Contract Manager for resolution. Any claims by the State shall be submitted in writing to the Vendor's Project Manager for resolution. The Parties shall agree to negotiate in good faith and use all reasonable efforts to resolve such dispute(s).

During the time the Parties are attempting to resolve any dispute, each shall proceed diligently to perform their respective duties and responsibilities under this Contract. The Parties will agree on a reasonable amount of time to resolve a dispute. If a dispute cannot be resolved between the Parties within the agreed upon period, either Party may elect to exercise any other remedies available under the Contract, or at law. This provision, when agreed in the Contract, shall not constitute an agreement by either party to mediate or arbitrate any dispute.

6.10 PRODUCT RECALL

Vendor expressly assumes full responsibility for prompt notification to the Purchasing Entity listed on the face of this IFB of any product recall in accordance with the applicable state or federal regulations. The Vendor shall support the State, as necessary, to promptly replace any such products, at no cost to the State.

6.11 PRICE ADJUSTMENTS

Prices proposed by the Vendor shall be firm against any increases for a period of one (1) year from the effective date of the Contract.

Price increase requests shall be submitted in writing to the Contract Manager, which shall include the reason(s) for the request and contain supporting documentation for the need. Price increases will be negotiated and agreed to by both the State and Vendor in advance of any price increase going into effect. The State is not obligated to accept pricing adjustments or increases and reserves the right to accept or reject them in part or in whole. Price de-escalation or decreases may be requested by the State at any time.

It is understood and agreed that orders will be shipped at the established Contract prices in effect on the date an order is placed. Invoicing that deviates from this provision may result in Contract to cancellation.

6.12 CONTRACT CHANGES

Contract changes, if any, over the life of the Contract shall be implemented by contract amendments agreed to in writing by the State and Vendor.

6.13 TAXES

No taxes shall be included in any bid prices.

6.14 ATTACHMENTS

All attachments to this IFB are incorporated herein and shall be submitted by responding in the Sourcing Tool. These attachments can be found at the following Vendor Forms link for reference purposes only:

<https://ncadmin.nc.gov/documents/vendor-forms>

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SUSTAINABILITY EFFORTS

Solicitation #: DPC-998991039-BJ

Vendor Name: Blue Sigma Logistics, LLC

Instructions: Pursuant to solicitation, Section 4.21 Vendors shall provide information describing how environmental requirements relate to clear labeling of the environmental/sustainability attributes (e.g. environmental certifications, total and post-consumer recycled content, etc.) of products in the proposed product catalogs, demonstrating the ability to run usage reports that include information about each product’s environmental/sustainability attributes, packaging, and recycling of spent products.

What are your product's sustainability attributes?
Sustainability reporting features for Blue Air food service equipment include a commitment to environmental stewardship through energy-efficient designs, the use of eco-friendly refrigerants, and compliance with global sustainability standards. The products are designed to reduce energy consumption, which is a key aspect of sustainability reporting, allowing end-users to track and report on their energy savings.
Are/How are products labeled for any of the attributes?
These attributes are provided in the technical specifications documentation for the select models. Available in print when delivered as well as online on the Blue Air FSE website.
What are the recycling abilities of products?
Blue Air food service equipment is designed with sustainability in mind, ensuring that products offer significant recycling potential at the end of their lifecycle. The equipment is constructed primarily from high-quality stainless steel and other recyclable materials, which can be efficiently processed and reused in various industries. Additionally, the use of components that are easy to disassemble, facilitates the recycling process and reducing environmental impact. By focusing on recyclable materials and straightforward disassembly, Blue Air FSE products support a more sustainable and eco-friendly approach to food service equipment.
What are sustainability reporting features?

Blue Air FSE is committed to sustainability, and feature robust sustainability reporting capabilities, particularly in relation to recycling. Detailed documentation on the recyclable components of equipment, including the percentage of materials such as stainless steel and aluminum that can be recycled at the end of the product's life is available. Reporting includes information on the ease of disassembly for recycling purposes, helping clients understand the environmental impact and end-of-life options for their purchased equipment. This transparency ensures that clients can make informed decisions and contribute to their own sustainability goals through the use of products.

What are your packaging sustainability attributes?

Packaging sustainability attributes focus on minimizing environmental impact while ensuring the safe delivery of products. Recyclable and biodegradable materials for packaging, reducing waste and promoting a circular economy are used. Additionally, packaging design is optimized to minimize material usage and transportation emissions, ensuring that products are delivered efficiently with a smaller carbon footprint.

What are the recycling abilities of packaging?

The packaging used for Blue Air food service equipment is designed with recycling in mind. Materials that are widely accepted by recycling facilities, including corrugated cardboard, which is easily recyclable and often repurposed into new packaging products are used. Additionally, any plastic components in packaging are marked with recycling codes to facilitate proper sorting and recycling. We are committed to reducing environmental impact by ensuring that our packaging materials can be efficiently recycled and reintegrated into the supply chain.

What are sustainability reporting features?

Blue Air FSE is committed to sustainability, and products incorporate features that support environmental stewardship. Detailed sustainability reporting on manufacturing processes, including energy usage, waste reduction, and materials sourcing is available. Reports highlight the use of energy-efficient technologies in our equipment, efforts to minimize waste during production, and the use of recyclable and eco-friendly materials. Additionally, ongoing initiatives to reduce carbon footprint, ensure that sustainability practices align with industry standards and government requirements which are tracked and reported.

Solicitation Addendum

Issuing Agency:	Division of Purchase & Contract
Solicitation Number:	DPC-998991039-BJ
Solicitation Description:	Household Appliances and Kitchen Equipment
Solicitation Opening Date and Time:	August 26, 2024 @2:00 PM ET
Addendum Number:	1
Addendum Date:	August 14, 2024
Purchasing Agent:	Bahaa Jizi

FAILURE TO RETURN THIS ADDENDUM MAY SUBJECT YOUR RESPONSE TO REJECTION.

1. The Solicitation is hereby modified as follows:

Modification #	Solicitation Section	Current Solicitation Language	Updated Solicitation Language
1	4.18 Descriptive Literature	Vendor shall submit with the bid, vendor link to all furniture products being offered, in the designated area of ATTACHMENT A: PRICING SUBMITTAL WORKBOOK.	Vendor shall submit with the bid, vendor link to all Household Appliances and Kitchen Equipment products being offered, in the designated area of ATTACHMENT A: PRICING SUBMITTAL WORKBOOK.

2. The following are questions received about the Solicitation and the State’s response:

Question #	Document Section	Vendor Question	State’s Response
1	General	Will the state move forward if they just receive quotes on the commercial kitchen equipment?	Yes. Refer to Section 3.1 Method of Award.
2	General	As a vendor can we charge a credit card processing fee if a P card is used to pay for the item?	No
3	Section 4.18 DESCRIPTIVE LITERATURE	Currently 4.18 refers to furniture and not equipment. There could possibly be thousands of pages. Can we just provide a generic cut sheet for each item and not one for each possible item?	Corrected. See Section 1, Modification #1. Vendors shall provide the manufacturer’s link to all Household Appliances and Kitchen Equipment for the manufacturer’s product being offered.

Question #	Document Section	Vendor Question	State's Response
4	Section 4.12 DEFECTIVE PRODUCTS	If it is just a general fix like changing out a component is that acceptable? It is not uncommon for a motor or a component to need to be replaced.	No. Purchasing Entities are at liberty to determine acceptance of any "general fix" for defective items, in lieu of the replacement requirement. All defective equipment/components must be Original Equipment Manufacturer (OEM), no used or refurbished.
5	Section 4.1 PRICING	Is the state wanting the pricing for all items from a particular manufacture or just the percentage of discount off of MSRP? This could be hundreds of items in each category group.	Please refer to Section 3.1, highest percentage discount offered off the most recently published Manufacturer Standard Retail Price (MSRP) List. Vendors may provide MSRP discount per category, as provided in Attachment A: Pricing Form. The percentage off discount will be applied to ALL items of the category offered MSRP.
6	Section 6.7 QUALITY ACCEPTANCE INSPECTION	On 6.7 it says that the items are to be inspected upon delivery and on 6.8 it is in bold invoices may not be paid until an inspection has occurred and the goods accepted. Can it be made known to the agencies that there are some time restrictions for inspections?	6.7 indicates "upon delivery". Agencies are aware that all equipment must be inspected upon delivery.
7	Section 4.20 REFERENCES	Can this be a general reference? We have been a vendor to the state for almost 80 years and have been involved in sourcing contracts for almost 20 years	References must meet the criteria provided for. Vendors can provide three (3) different State Agency references.
8	General Pricing	Can the Kitchen Equipment (Discounts) Information be changed to how it read the last time Vendor / Manufacturer / Discount of MSRP? This also could be hundreds of pages and we provide the catalog as requested after the award?	No. Post-Award this information is provided as a synopsis of award pricing.
9	General Attachments	Can you identify where attachments A, D, E,F,G are located along with the certification.	All these attachments are in the Sourcing Tool Event under Section 6-Vendor Response. Please click References under each Section and download the Attachment. Contact North Carolina eProcurement Help Desk at 888-211-7440, Option 2 for Questions or issues related to using the Sourcing Tool.

Question #	Document Section	Vendor Question	State's Response
10	Section 2.9	In 2.9 you are asking for Alternate Bids, I know in STC165A we were able to put multiple manufactures under each category to allow for competition between brands.	<p>Alternate Bids is utilized for submitting alternate bids for comparable goods that differ from the requested specifications.</p> <p>To submit for multiple manufacturers, Vendors can duplicate the relative Pricing Submittal Workbook Tab Lot A or Lot B and provide each tab per single manufacturer.</p>
11	General Pricing	It is still my hopes that there will be an adjustment to the pricing discount page to have Vendor, Manufacture & Discount off MSRP.	See answer to question 8 above.
12	Section 4.1 Pricing	This section requires pricing to be provided as the highest discount % off MSRP List Price. It also asks for assembly and set-up as an additional line price for each item. Assembly and set-up are considered white glove delivery. Standard delivery is to a dock or door including liftgate delivery if needed. White glove delivery price can vary widely depending on weight, dimensions, geographical location of the facility, distance from the dock to kitchen, type of assembly, packaging debris removal, number of hallways, stairs, elevators, security/clearance measures for corrections, delivery hours and more. White glove delivery is not considered one general additional delivery cost, it's based on the scope of the delivery from the items mentioned above. Can this additional delivery requirement be provided on a customized quote and mutually agreed upon between vendor and purchasing entity?	Refer to Section 4.8 INSTALLATION AND SET-UP (IF REQUIRED). Any additional delivery requirement identified as White glove delivery shall be mutually agreed upon between the Vendor and the Purchasing Entity in advance and the charge shall be listed as a separate line item on the purchase order and invoice
13	Section 4.6 Delivery	Equipment that includes prison package, and/or specific accessories is typically built to order and lead times can go beyond 30 days. If lead time is beyond 30 days, can this be noted on a custom quote and agreed upon with the purchasing entity?	<p>The vendor must notify the Correctional Institute if the delivery lead time for any equipment exceeds the required thirty (30) calendar days, with the specified delivery lead time.</p> <p>Lead times that extend the thirty (30) calendar days must be tracked and reported in Section 6.5.5 with notation for any Correctional deliveries.</p>

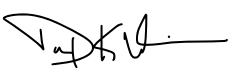
Question #	Document Section	Vendor Question	State's Response
14	Section 4.6 Delivery	Most of time, this type of equipment is also shipped by manufacturer drop ship. Should this be stated at the time of the custom quote?	Refer to Section 4.6 DELIVERY: Drop shipment is not allowed without prior approval from the Purchasing Entity. If agreed upon in advance, it must be stated at the time of the custom quote.
15	Attachment A: Lot B	For each manufacturer discount percentage, do we provide one sheet with all the categories that manufacturer offers?	Yes, one (1) sheet per manufacturer.
16	Attachment A: Lot B	For Catalog ID, can a spreadsheet be provided with list of model numbers? More than one model applies per manufacturer category.	Yes. Any additional supporting documentation will need to be Zip Filed and attached in Ariba Content Section 6.10 Additional Documentation.
17	Attachment A: Lot B	<p>The items below are specific to the manufacturer brand and category. Can these be noted on a column on the spreadsheet?</p> <ul style="list-style-type: none"> • ATTACHMENTS & ACCESSORIES (percentage discount matches Mfr. Disc %) • Estimated Delivery ARO • Guaranteed Delivery ARO • UL Certified • NSF Certified 	Yes, complete the items below for each manufacturer offered.
18	Contracts Grants Loans and Cooperative Agreements: Does Form LLL	Contracts Grants Loans and Cooperative Agreements: Does Form LLL need to be filled out if it does not apply? If so, what sections need to be filled out?	<p>Yes, Certification for Contracts Grants Loans and Cooperative Agreements must be filled and returned with the bid under Section 6.6 in the Sourcing Tool.</p> <p>All applicable sections need to be filled out. If not applicable, please indicate NA.</p>
19	Reference 1.0	<p>Will this be a multiple award contract?</p> <p>Does a vendor have to bid on all categories in each lot?</p> <p>Would the government consider a single award separate contract for a specific brand, similar to having a GSA schedule but at state level?</p>	<p>Yes.</p> <p>No.</p> <p>Award will be made for highest % off MSRP as a single award for a specific brand, per category. Multiple awards will be provided per MSRP/Category.</p> <p>Refer to Section 3.1 METHOD OF AWARD.</p>

Question #	Document Section	Vendor Question	State's Response
20	Section 1.2 Estimated Spend	<p>Under Statewide Contracts 045A and 165A: all three previous vendors are not HUB/small and one is listed as out of state in EVP.</p> <p>How many HUB/small zone businesses participated in those competitions?</p> <p>Bid Number 201900593 resulted in 045A, Bid number 201900667 resulted in 165A</p> <p>How many vendors competed in total for 045A?</p> <p>How many vendors competed in total for 165A?</p> <p>How many orders were placed under Statewide Term Contract 165A – Kitchen Equipment & Accessories per year?</p> <p>What was the average order dollar value under Statewide Term Contract 165A – Kitchen Equipment & Accessories per year?</p> <p>How many orders were placed under Statewide Term Contract 045A – Household Appliances per year?</p> <p>What was the average order dollar value under Term Contract 045A – Household Appliances per year?</p>	<p>None</p> <p>One (1) response</p> <p>Three (3) responses</p> <p>2,572 orders</p> <p>It varies from \$650-\$15,000 depending on the product purchased.</p> <p>1,219 orders</p> <p>It varies from \$350-\$1700 depending on the product purchased.</p>

Question #	Document Section	Vendor Question	State's Response
21	Section 2.9	<p>We have a new product line we'd like to offer to the government; can we create an alternate bid that shows multiple models, pricing, etc?</p> <p>Can our alternate bid use a different spreadsheet format?</p> <p>Can our alternate bid look like the GE one from contract 045A and be considered as responsive?</p>	<p>Vendors do not need to submit an alternate bid. Vendors may propose multiple manufacturers within each category listed in Attachment A. If needed, make additional copies of either Lot A or Lot B to include all manufacturing lines offered for each category.</p> <p>For example, if you are offering Vulcan as a manufacturer, make a copy of Lot B and indicate the highest percentage discount off the Vulcan MSRP list for the applicable categories.</p> <p>No, vendors must use Attachment A.</p> <p>See Response to Question #10.</p>
22	Section 3.1	<p>The government states that: "awards will be based on the responsive bids(s) to provide the estimated requirements as to breadth of items in each category offered, highest percentage discount offered off the most recently published [MSRP] List, quantity, quality, delivery, service, and/or geographical coverage, to include any required verifications set out herein such as but not limited to past performance, references, and financial documents."</p> <p>Is this a 'lowest price technically acceptable' evaluation method or a 'best value' method?</p> <p>Is any of the evaluation criteria weighted differently?</p> <p>If yes, what criteria is the most important to the government?</p>	<p>This is lowest price evaluation method. Best Value method is only available on Requests for Proposals, using a narrative evaluation approach.</p> <p>No.</p> <p>Not Applicable.</p>
23	Section 3.3	<p>Will alternate bids that have different formatting from Attachment A be considered responsive?</p>	<p>No.</p>

Question #	Document Section	Vendor Question	State's Response
24	Section 4.1	<p>We would like to offer a product line / brand that is new from what the previous contracts were awarded to. How does the government determine MSRP?</p> <p>Can the vendor provide the MSRP from the manufacturer?</p> <p>(related to 3.1) Can attachment A have us add new rows per type?</p> <p>Is attachment A needed if there is an alternate provided like from GE one from contract 045A?</p>	<p>Section 4.18 provides for a vendor link to be provided for MSRP published price list, with the space for MSRP link located in Attachment A.</p> <p>Yes.</p> <p>No.</p> <p>Yes.</p>
25	Section 4.8	Does the government have an estimation for what types are needed for installation and set up? Or are these all determined at order level from the local agency?	No, this will be determined by the Purchasing Entity.
26	Section 6.3	Can the government provide a link to the previous electronic catalogs? If not, is there an alternative method authorized, (such as a vendor provided website? Or a PDF catalog from the vendor?)	STC 045A Pricing Information.xls STC 165A Pricing Information.xlsx
27	General Pricing?	Would it be acceptable if the state decides to stay with product ID on the pricing sheet that we provide the top 25-50 SKUs in each category and say see attached and attached a spread sheet?	No.

ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME

Vendor Name:	Blue Sigma Logistics, LLC
Authorized Signature:	
Name & Title:	Daniel Weidman - VP Operations
Date:	8/25/2024