

DCAM-17-NC-0003 Snow & Ice Removal and Snow Melt Services

QUESTION & ANSWERS

7-Nov-16

NO.	QUESTIONS	DGS RESPONSE
1	The Google Earth picture provided by DGS (for Phelps as an example) includes sidewalks, but the highlighted Google Earth area that DGS says contractors are responsible for does not include the sidewalks, additionally the square footage provided for Phelps does not include the sidewalks. However in your response to questions 2 and 4 it says contractors are responsible for sidewalks, parking lots and stairs. Should we follow what is shown on Google Earth, or the square footage listed on the price sheet?	Square Footage, Linier Footage and Google Earth pictures were provided by DGS as a reference and this information is not intended to be the Offerors sole source of bidding reference materials. The Offerors proposed CLIN pricing should take into consideration that all Targeted Properties most likely include sidewalks, driveways and parking lots.
2	Based on the visual walk-thru it is difficult to determine which boundaries are Brown and which are Phelps. Please note we are using Brown and Phelps in this question as an example, but this contradiction occurs for several locations. Is DGS willing to provide a corrected Google Earth picture or the total square footage, can you please identify the service boundaries at each location so we can price correctly?	DGS encourages all Offerors to conduct a site walk through of any Targeted Property where the Offeror requires clarification to provide CLIN pricing.
3	Please confirm that DGS understands that in response to previous response to Question 6 provided in Addendum No. 3, DGS has advised contractors to provide pricing based on industry standards, however the current pricing model is not in alignment with industry standards?	DGS Facilities believes that the request for services is based on industry standards and has provided enough information for Offerors to provide price proposals. DGS has provided more information this year than in previous years and it is the expectations of DGS that Offerors use their best judgment and experience to provide competitive pricing.
4	Please confirm that DGS also understands that in its previous response to Question 11 provided in Addendum No. 3, DGS indicates a minimum historical spend of \$600K, which per our calculation will increase to \$800K and therefore does not represent best value pricing for DGS? Please verify that DGS still stands firm on a 0" to 6" pricing model?	Yes, DGS request pricing based on a 0"-6" pricing model.
5	DGS provided a price range of 600k to million. Can you please break that down by year, 2013 to current? This breakdown is important because 2013 had the least snowfall accumulations versus 2016.	No, DGS does not have this information, historical data related to actual snow precipitation was not tracked and or recorded by DGS
6	According to the Washington Post (https://www.washingtonpost.com/news/capital-weather-gang/wp/2016/01/12/everything-you-need-to-know-about-snow-in-washington-d-c/) there were 39.6% of events with 0.01" to 0.09" accumulation, 23.7% of events with 1.0" to 1.9" accumulation, 22.6% of events with 2.0" to 4.9" accumulation, and 8.5% events with 5.0" to 7.9" accumulation. Based on this information, 85.9% of the snow events were less than 5.0" accumulation. In response to Question 6 DGS has determined they want contractors to provide their best offer. Based on the above information, our best offer is to price based on historical and proven data, which contradicts pricing model DGS has provided. Is DGS aware of this information, and still feels that having a 0" to 6" pricing model is the best financial offer?	Yes, DGS request pricing based on a 0"-6" pricing model.

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7	<p>DGS has indicated snow accumulation ranges from 0" to 24" in Washington DC, however the last time Washington DC had a snow event over 24" was January 27th – 29th in the year 1922, which came in at 28-inches and ranked as the #1 snow event in Washington DC out of the top 25 snow events, followed by 17.8 inches of snowfall in January 22nd – 23rd in year 2016, which was ranked #4 out of 25 highest accumulating snow events. The original question raised was can DGS provide the average number of inches of snow fall in 2013, 2014, and 2015. That question was not answered.</p>	<p>Historical data related to actual snow precipitation was not tracked and or recorded by DGS. DGS is requesting pricing for all possible snow events to ensure pricing is established up front.</p>
8	<p>According to the response to Question 23, Offeror shall submit pricing according to revised attachment B: However according to the pricing sheet shall we submit pricing for two Frontend loaders (2 Yard bucket)?</p>	<p>The Offerors shall provide pricing for one (1) Frontend Loaders (2 Yard bucket). Please refer to the REVISED Attachment B - Bid From V Nov-2016</p>
9	<p>We are in receipt of the Addendum No. 3. Within the addendum Item No. 3 states to delete In its entirety Attachment B – Bid Form and replace with Revised Attachment B – Bid Form v11-2-16. When you go to the DGS website under the above solicitation, Revised Attachment B – Bid Form v11-2-16 is not attached. Please provide.</p>	<p>Revised Attachment B - Bid From is attached as an MS Excel document and may require a few minutes to process the download of the file depending in individual network settings. Please refer to the Revised Attachment B - Bid Form V-Nov-2016</p>