

Exhibit 3 - Questions and Answers

DCAM-16-NC-0105 - Trash Collection Services

	Question	Answer
1	<p>Section B.1.2.3.1(e) 5. States that the color of the hauling containers shall be gray. The current contractor currently utilizes a variety of container colors; including blue, grey and other colors. This is despite specifications in the previous solicitation to provide all grey containers. Given the information that the current contractor has been operating for approximately 12 months and is not in compliance with this specification, will the Department of General Services (DGS) enforce the specification for all containers to be grey in the new contract to be issued as a result of this solicitation? If the contractor provides all containers in the same color, other than grey, will the alternate color be permitted by DGS?</p>	<p>Please refer to Addendum No. 2, alternate colors will not be permitted by DGS. DGS will enforce the gray container requirement throughout the term of the contract.</p>
2	<p>Sections B.1.2.3.1 (e) 7, B.1.2.3.2 (f) and B.1.2.3.3(f) specifies that all containers be equipped with Radio-Frequency Identification (RFID) tags or chips. The current contractor does not utilize RFID or barcode (barcodes are excluded from use in the current solicitation) on all containers. Given the information that the current contractor is not in compliance with this specification, will DGS enforce this specification for all containers in the new contract to be issued as a result of this solicitation?</p>	<p>Yes, DGS will enforce this specification of the SOW throughout the term of the contract.</p>
3	<p>Section B.1.2 specifies that the Contractor shall deliver the required containers to each location within ten (10) days from the contract award date. In order to provide dedicated containers, with specifications in compliance with this solicitation, the industry standard lead time is ninety (90) days from notice of award. The equipment will need to be manufactured to meet individual specifications and manufacturers do not maintain sufficient inventory to supply the containers within 10 days. Will the district provide up to 90 days for delivery of the required containers?</p>	<p>No, a 90-day lead-time will not be considered. However, DGS understands there are some essential physical and functional characteristics of the materials/services required, which is recognized by the inclusion of a Transition Plan discussed in section B.1.6. It is the expectation of DGS that potential Bidders have available resources in place at the time of award to obtain the required inventory by either ownership, purchasing or leasing.</p>
4	<p>Section B.1.3.1 specifies that Contractor(s) shall have the necessary vehicles to perform deliverables at the time of the award. Additionally, section B.1.3.1.1 specifies that the contractor shall confirm vehicle specific information (as specified in B.1.3.1.1 (a) through (f)) within five (5) days of contract award. Prospective Contractors do not maintain spare vehicles in anticipation of award and Section B.1.1 specifies that the Contractor shall dedicate vehicles to be used under this contract. Manufacturers do not maintain an inventory of trucks that meet the specifications of this solicitation and trucks cannot be ordered or requisitioned until notice of award. Will the DGS permit a 90-day time period from notice of award to acquire the necessary vehicles to provide service under the Contract and a similar time period to provide the vehicle specific information to DGS?</p>	<p>No, a 90-day lead-time period will not be considered. It is the expectation of DGS that the potential Bidders have adequate vehicle inventory on hand at the time of the award to fulfill the requirements of the IFB and be prepared to provide full services at the end of the transition period.</p>
5	<p>Section B.1.2.3.1 (e) 6 specifies that padlocks are to be provided on side-feed sliders. Will the padlocks be provided by DGS or the Contractor? This section also indicates "In the case of the gravity bar;" is this statement indicating another specification related to the bar secured gravity controlled unit that are required for all trash cubic yard containers?</p>	<p>DGS recognizes that not all Cubic Yard containers can accommodate gravity control bars; therefore, a padlock is an acceptable alternative. Yes, when it is mutually agreed that a padlock is required in place of the preferred gravity control bar, DGS will either provide an approved padlock or provide the Contractor reimbursement cost with proof of purchase.</p>

6	Section B.1.3.1.3 indicates that only trailer truck identified within ten (10) days of the award will be authorized to service under this Agreement. The services include the requirement for front-load, rear-load and roll off trucks. Which services require trailer trucks? If trailer trucks are required, will the DGS allow for an additional time period of ninety (90) days to acquire the necessary equipment?	Please refer to revised Bid Form Attachment A
7	Section B.1.5 (a) refers to trash collection locations shown on Attachment B. Attachment B is a Bidder-Officer Certification form. Should this section reference Attachment A instead?	See Addendum No. 3; Item #6
8	Section B.1.2.2 specifies that the Contractor will be required to wash/sanitize all containers on quarterly basis, or as needed. Please provide the current frequency in which containers are washed/sanitized or provide the schedule that this service is provided by the current contractors.	The requirement listed in Section B.1.2.2. is new. The quarterly schedule will be developed in coordination with the COTR within sixty (60) days of the contract award.
9	Section B.1.1.4 indicates that Haulers servicing Aggregate groups 1 and 2 are required to pay disposal fees to DPW at time of service. Will DGS reimburse the Contractor for these fees?	No, DGS will not reimburse fees associated to waste disposal for the independent agencies. The Contractor(s) are required to provide evidence of disposal by way of monthly weight tickets per section B.1.5 (a) 16. The independent agencies may reimburse for fees in excess of the estimates presented in the revised Bid Form Attachment A.
10	Section B.1.1.4 indicates that the Contractors hauling waste for Aggregate groups 3, 4 and 5 will not be required to pay tipping fees at the transfer stations, if deemed suitable. Please confirm that the Contractors will not be required to pay tipping fees for Aggregate groups 3, 4 and 5; and, if there are conditions to be deemed suitable, what are those conditions?	To avoid the tipping fee requirement, the successful contractor(s) servicing DGS aggregate Groups 3, 4 and 5 must meet and adhere to the DPW's Transfer Station requirements as described in Section B.1.1.4.
11	Will DGS consider treating tipping fees at the transfer stations for Aggregate groups 1 and 2 in a similar manner as Aggregate groups 3, 4 and 5; where the Contractor will not be required to pay tipping fees at the transfer stations?	No, DGS will not reimburse fees associated to waste disposal activities applicable to independent agencies operations. Aggregate Groups 1 & 2 agencies will be responsible for their own fees. It will be the Contractor(s) responsibility to work with the agencies associated with Groups 1 & 2 to set up a tipping fee structure similar to Groups 3, 4 & 5.
12	Section B.1.2.3.6 specifies that route optimization software and GPS AVL Tracking is to be provided by the contractor. Please confirm that the Teletrac brand of these systems is acceptable to DGS and compatible with DGS's information systems.	Teletrac is an acceptable system.
13	Attachment A requires the bidder to insert Transfer Station Disposal fee percentage (%) based on \$50.62 p/ton fee, for each service. Should the bidder insert a total cost per service for disposal based on the p/ton fee? If so, what weight per service should the bidder apply to each line item?	Please refer to the revised Bid Form Attachment A, which provides estimated average per site.
14	Will a bidder be required to register North American Industry Classification System (NAICS) code 562111 for Solid Waste Collection with the District of Columbia Department of Small and Local Business Development (DSLBD), prior to submitting a proposal, in order to be eligible to submit a bid for this solicitation?	No.
15	What percentage of the work awarded to a prime contractor will be required to be performed by that contractor directly (self-performed)? If work is subcontracted by a contractor, what percentage of that work is permitted to be subcontracted to a company that is not a certified SBE?	Please refer to Addendum No. 3, Item (7); Contractor shall perform at least 50% of the work and is required to subcontract at least 35% OF THE BALANCE TO A CBE. No more than 65% of the contract balance may be subcontracted to a non-CBE. Example: Company A is awarded a \$100K contract. Company A elects to self perform \$50K. Company A can only subcontract \$32.5K (65% of \$50K) to a non-CBE.
16	Attachment A, Groups 2 and 5 indicate Trailer service as the body style for certain services. This body style is indicated for services requiring open top or compactor roll off containers. Is a trailer truck required for these services or should roll off trucks with hoists be specified?	Please refer to revised Bid Form Attachment A

17	Attachment A, Group 2 indicates Front End and/or Rear End Loading trucks to be utilized for certain services. Is it the Contractor's or DGS's discretion to determine if Front End or Rear End containers and trucks are to be utilized for these services?	Front end/ rear end service will be dictated by the container(s) use. Successful bidder shall access all sites under his/her Aggregate group award to corroborate level of services. Independent agency rep and COTR will review any changes/recommendations to services under Group 2, if in the best interest of the participating agency.
18	Attachment A, Group 1 does not specify the type of truck to be utilized for each service, whether Front End or Rear End. Is it the Contractor's discretion to determine if Front End or Rear End containers and trucks are to be utilized for these services?	Front end/ rear end service will be dictated by the container(s) use. Successful bidder shall access all sites under his/her Aggregate group award to corroborate level of services. Independent agency rep and COTR will review any changes/recommendations to services under Group 2, if in the best interest of the participating agency.
19	Section B.1.1.5 specifies that the Contractor shall maintain a help desk/call center. What are the hours that the help desk/call center shall be available? Also specified, status reports shall be forwarded to the COTR by no later than 5:00 PM. Is that requirement on the day of the call or the following work day? The contractor shall have 24-48 hours to cure a reported issue. Does the Contractor or the COTR determine the required response time within the time range of 24-48 hours?	Please refer to Addendum No. 3, Item 5.
20	Will additional technical information be required and considered for award purposes at time of submittal of bids? Such information may include the following: a. Collection Schedule b. Quality Assurance/Quality Control Plan c. Help Desk Operations Details d. Call Center Operations Details e. Route Optimization Software and Hardware Specifications, and COTR support/technical training on the software platform. f. Equipment Maintenance Plan g. Accident/Incident Reporting h. Transition and Mobilization Plan i. Sample Reporting j. Licensing, Accreditation and Registration Information for the Bidder	No, Per Section E.1.3 The District will make an award(s) to the responsive and responsible bidder(s) with the total lowest firm fixed unit prices per Aggregate Award Group.
21	Pricing and location sheets do not clarify which locations have DC owned equipment (compactors, open tops etc.) or contractor to provide. Can you Please clarify?	Please refer to revised Attachment A.
22	Please explain the desired outcome of route optimization? And DGS's expectation of service to these special locations within route optimization planning?	Route Optimization, RFID Readers and other proposed automated solutions support programmatic objectives and are intended to fulfill operational efficiency goals such as providing proof of service delivery.
23	Preference Point structure lists ROB at 10% however the normal LSDBE standard is only 5%. Was this intentional? If yes, please explain the rationale for changing program guidelines?	For Longtime Resident Business (LRB), they receive 5 proposal points on an RFP or 10% bid price reduction on an IFB. See D.C. Code: § 2-218.43. Bid and proposal preferences.
24	Currently, Interested bidders are only required to possess a SBE certification respectively, will DGS consider adding an industry specific NAICS code and/or experience requirements to ensure that only qualified and experienced bidders are a part of the IFB process?	DGS will determine Bidder capability and capacity during the Bid Evaluation process.
25	Based on the amount of the capital investment for this contract is DGS willing to consider a longer base year period plus additional option years thereafter? i.e. 2-3 years base with one year additional options total not to exceed 5 years? This is a common practice for agency's requiring service at such a high initial investment.	See Addendum No. 3, Item No(s) 2 & 3
26	Why is there a percentage on each award group for disposal, when the disposal is being paid by the District	DGS reserves the right to establish an account with the DPW to accept transfer station tipping fees, so under this IFB Contractors are asked to plan accordingly when presenting the bids.

27	Is their plans on the 50.62 number increase doing the term of this contract, and if so how do we adjust our rate for disposal.	Trash disposal fees are established by DC Municipal Regulations. Any changes impacting disposal structure requiring economic adjustment will be reflected by contract modification.
28	How long is the contract period?	See Addendum No. 3, Item No(s) 2 & 3
29	Is it true that the current collector only had one year on this contract and everyone bid a 5 year #	Yes, previous solicitation was a 1-Base year with 4-option years.
30	Why is this back out for bid in one year only, Will this happen again and has it happen in the past 20 years?	The previous Contract Option Period was not exercised. DGS does not have information pertaining to Trash Collection Contracts over the last twenty (20) years.
31	Award group 1 and 2 have to paid in advance by credit card on file, why is this if the trash belong to the Govt?	This is a policy of the Department of Public Works to ensure payments are made for disposal services and to ensure compliance with District Municipal Regulations.
32	Each award group has to be done by one single truck not to commingle award group or commercial accounts in the District, have the District thought about the Sustainability goals, fuel wasted; inefficient and carbon footprint?	Yes, The District took into consideration a number of elements during the development of the SOW contained under the IFB.
33	Has the District considered safe measurement with so many trucks on the same street area or alley?	Yes, The District took into consideration a number of elements during the development of the SOW contained under the IFB. Safety among others was taken into consideration when developing a waste management strategy to address DC mandatory source separation requirements under DC law.
34	Explain the RFID system on Frontend steel dumpster . What does the District really want out of this, what happens when the system fails? Does the contractor receive a fine or how many days does the contractor have to repair or replace?	Proposed automated solutions support programmatic objectives and are intended to fulfill operational efficiency goals. RFID systems help identify and trace the entire waste chain. They help validate/verify pickups, tracking the number of times a container is used for collection, etc. A waste management system using RFID simplifies billing for service. RFID used in conjunction with GPS provides real time visibility to all waste management activities. No, DGS does not intend to fine Contractors for RFID system fails. However, It is the Contractor(s) responsibility to ensure equipment operation is fully functional in order to fulfill the obligations of the Contract. The Contract(s) shall report all equipment failures to the COTR immediately and provide a mutually agreed reasonable time for repair and or replacement.
35	What happens if the RFID equipment has failure problems associated with weather and or wear and tear of roads and the system is unable to transmit to the satellite?	All equipment, containers, and vehicles subject of this IFB, are furnished by the Contractor. It is the responsibility of the Contractor to warranty proper operation of such equipment for the duration of the contract term. Any equipment failure issues should be immediately reported to the COTR and a manual process established until such equipment is repaired at the Contractor's expense and fully operational.
36	With this being a 1 year contract with 4 option years how does a contractor especially a C.B.E. cover their cost in one calendar year? Can we have more than one company to choose from to get fair pricing and system quality reference checks for the RFID requirement.	Please refer to Addendum No. 3, Item(s) 2 & 3 for the revised term of contract. DGS holds the required RFID software and subscription. It is the expectation of DGS that potential Bidders research and select a suitable RFID tag and scanner supplier.
37	In the industry of Trash/Recycling Collection with Dumpsters. There is not one company to my knowledge using this system on dumpsters.... Metal Scanner plates to read by a Front loader truck with RFID.... I made many of call and one company did mention they have one University with private trucks that use it at this time. But the sale of this system have not taken off... Can we have any more companies to choose from to get a fair price and to be able to call reference to check the quality of the system. The one company is Rehrig Pacific	For over a decade RFID has been used by the public and private sectors to increase efficiency. The District could help identify alternative but is unable to recommend one provider over another.
38	What expertise does a firm have to have to service these award groups?	It is the expectation of DGS that the potential Bidders have adequate resources, skill, knowledge, staffing, equipment and vehicle inventory on hand at the time of the award to fulfill the requirements as outlined in the Statement of Work.
39	Can One Company win all award groups?	Yes, it is the Districts intent to award up to 5 Contracts to the lowest and responsible bidder for each Aggregate Award Group.
40	Is there any major issue with collection service now?	No.

41	<p>Explain B.1.3.1 Collection Vehicles</p> <p>When a firm is awarded are we suppose to own the required equipment at that time or go purchase equipment with our award letter.</p>	<p>It is the expectation of DGS that potential Bidders have available resources in place at the time of award to obtain the required inventory by either ownership, purchasing and/or leasing.</p>
42	<p>Please explain if equipment (like dumpsters, carts, RFID tags on containers) continue to get damaged, destroyed and stolen how do we report and get this replaced and who is responsible for the replacement?</p>	<p>All equipment, containers, and vehicles under this IFB are to be furnished by the Contractor. Consequently, it is the responsibility of the Contractor to warranty their proper operation. Any foreseeable costs should be taken into consideration as part of the cost of doing business when presenting price proposal.</p>
43	<p>SOW states that contractor is responsible for collecting trash outside of the trash dumpster for front end service. This is not typical for front end service, please clarify this expectation? If my firm was awarded the contract and we went to service a dumpster or dumpsters and there is a major overflow what steps do we take?</p>	<p>Refer to Addendum No. 3, Item 4 for clarification.</p> <p>The Contractor shall report these types of cases to the COTR immediately (in real-time) and provide supporting photo evidence. The COTR's response to extreme overflow will vary and the Contractor will be provided instructions on how to proceed in those cases.</p>
44	<p>How do we handle blocked dumpsters, road construction and emergency services blocking streets, driveways and by ways?</p>	<p>The DGS COTR and or his/her designated representative will serve as the Contractor(s) point of contact and emergency responder. If the Contractor(s) are unable to provide trash collection services due to instances of blocked dumpsters, road construction and street closures the Contractor(s) shall be required to report these types of cases to the COTR immediately (in real-time) and provide photo evidence.</p>
45	<p>What is the average payment cycle for services render?</p>	<p>The thirtieth (30th) day after the receipt of a proper invoice by the designated payment officer.</p>
46	<p>When you comment Trailers, in our industry we call it Roll-off Dumpsters or Trucks. Is this the same or is there a special type of trailer needed? If so can you show what you speaking about?</p>	<p>Yes, please consider this type of service as Roll off truck service.</p>
47	<p>Can my firm suggest day changes?</p>	<p>Yes, changes/recommendation shall be submitted to the COTR for consideration and approval but does not constitute a guarantee of acceptance.</p>
48	<p>Award group 2 is very small to operate a 260,000.00 Front End loader, 225,000.00 Roll-off (Trailer) and 210,000 Rear end truck. to service these account only. one of the days only have two service pick up with Scanners, barcode and RFID.... plus we have to have a credit card on file. this group do not add up to give the District a fair price for normal service. can their be some other suggestions for this group?</p>	<p>In the case of Award group 2, bidders are welcome to provide a breakdown of their proposed price. **Only front end/rear end service are required to have RFID tags or plates. Compactors service is monitored wirelessly by COTR so no tags are required. Roll off cans are part of an on call service, so there is no expectation of those cans to have RFID tags.</p>
49	<p>Disposal location: Please clarify if the waste needs to go to DPW transfer stations or if it can go to a site of the Contractor's choosing?</p> <p>In the event that a Contractor is allowed to dispose of materials at a disposal site of his choice and cost, can the Contractor have non-dedicated trucks serving the District's locations? The benefit of this is to reduce truck traffic and emissions.</p>	<p>No, waste needs to go to DPW transfer station at Ft. Totten or Benning Road transfer stations, as we track scale transactions. There might be an occasional special roll off or compactor pull (dictated by the type of commodity) for which COTR, in consultation with Contractor, might assign to another disposal facility.</p>
50	<p>Tonnage and pricing information: Is it possible to get the monthly tonnage averages for the properties in each award group? If so, please provide.</p>	<p>The requested information can be obtained by submitting a formal Freedom of Information Act (FOIA) request to the Department of General Services. Information for filing a FOIA request can be found on the DGS Website, link provided: http://dgs.dc.gov/page/open-government-and-foia-dgs</p>
51	<p>Current pricing: Will the District release the existing pricing structure for the services requested?</p>	<p>The requested information can be obtained by submitting a formal Freedom of Information Act (FOIA) request to the Department of General Services. Information for filing a FOIA request can be found on the DGS Website, link provided: http://dgs.dc.gov/page/open-government-and-foia-dgs</p>

52	Compactors: Many compactors are listed as vendor supplied. In those instances, does the District want a separate price for the supply of a compactor, the pull and return of the compactor and the tonnage contained in the compactor?	Only three (3) large capacity compactors are to be provided by vendor, all others are government owned units. Vendor shall consider those instances when providing a per pull cost . Vendor shall include tonnage cost as separate column when invoicing the District. Copy of the weight ticket to be provided as evidence.
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