

Beartooth TWACS RFP Questions 1-22-18

- **Can you please provide a Microsoft Office version of the RFP?**

Yes

- **Can you please provide a 10 business day extension to the RFP due date?**

To allow more time for bidders to prepare a complete and accurate proposal, the bid due date has been reset to February 15, 2018 12 Noon MST

- **Section 6.1 How do you envision the NDA signing to be done? Will it be required when the bid is awarded or is it now? Will you be providing the document at the appropriate time?**

This will be required at the time of the award. I will forward a copy of Confidentiality/ NDA when it is available prior to this time.

- **Section 16: The MTU's are quoted at best cost on a spot buy. This means costs are good for 30 days. To get a guarantee price for a special date typically adds more cost. Can you accept this 30 day pricing just on these? If the order can be placed on these in that window, that will lock down that cost. Standard lead time on these is 12 weeks when ordered in a spot buy. Can you accept these terms?**

Yes

- **Section 17.3 Regarding the MTU sizing, agreed. Substation design and installation are expected to be performed by the utility. Also, material for substation installation from the bus to the MTU as well as the communications back haul are not included as these are staff preferences. Are these terms acceptable?**

Yes

- **Delivery times of material as requested will be a mutual objective. The 2018 release can be affected by variables. It is the vendors intent to meet your dates. If there is a**

variable that affects this the plan would be through early communication with BEC to jointly agree to new timeline. Is this acceptable?

Yes, However BEC absolutely needs to be installing meters no later than September 1st, 2018.

- **Page #17: Is it required to use the bid document included for cost response?**

No, but alternative submittal should include these areas. More information is always better.

- **Generally on the Contract for Services: we are an authorized distributor for many manufactures for equipment we will quote. All but Aclara are minor suppliers of material. When reading this agreement, it appears that having Aclara be the signatory vendor would be a better value for BEC. Do you agree?**

Yes

- **Page #21: 3rd paragraph, regarding BEC and charging for equipment BEC buys should a failure take place, would it be agreeable for both BEC and the vendor to agree to this prior to BEC making this step?**

The language gives the Vendor the first option to correct the issue and provide a solution. This provision needs to remain so Beartooth will not interrupt business operations or billing its customers.

“If Vendor fails to correct or replace Services as required under this Contract, Beartooth may make corrections or replace materials and charge Vendor for the cost incurred by Beartooth.”

- **Page #22: 7th paragraph, what is section 13?**

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Proposal For Services