



SUBJECT: Amendment 1 to Request for Proposal NK-15-001
RFP TITLE: Body Armor Products
DATE OF AMENDMENT: October 7, 2015
DATE OF RFP RELEASE: September 21, 2015
OPENING DATE: **October 30, 2015**
OPENING TIME: **2:00 PM (MDT)**
CONTACT: Nikki Kalen, Strategic Sourcing Specialist

The following shall be a part of RFP-NK-15-001. If an Offeror has already returned a Proposal and any of the information provided below changes that Proposal, please submit the changes along with this Amendment. You need not re-submit an entire Proposal prior to the opening date and time.

Revisions to RFP:

- 1) **Section 1.8.1**, under **Pricing**, is struck in its entirety, and this Section is re-numbered seriatim.
- 2) **Section 3.6.2**, under **Proposal Requirements**, is revised as follows:
“Offeror must provide a minimum of one of the Product Categories listed in the Market Basket, in order to be eligible for Award.”
- 3) **Section 4.5, Product Category is re-numbered as follows:**
 - 4.5.1 **Ballistic Concealable Vest:** Protection Level IIA, II, IIIA, III, and IV.
 - 4.5.2 **Ballistic Tactical Vest:** Protection Level IIA, II, IIIA, III, and IV.
 - 4.5.3 **Stab Resistant Concealable Vest:** Spike or Edged Blade: Protection Level 1, 2, and 3.
 - 4.5.4 **Stab Resistant Tactical Vest:** Spike or Edged Blade: Protection Level 1, 2, and 3.
 - 4.5.5 **Combination Concealable Vest:** Ballistic and Spike and/or Edged Blade: All vests offered as combination vests must have passed NIJ testing under each Product Category type and be published on both appropriate compliant Product lists.
 - 4.5.6 **Combination Tactical Vest:** Ballistic and Spike and/or Edged Blade: All vests offered as combination vests must have passed NIJ testing under each Product Category type and be published on both appropriate compliant Product lists.
 - 4.5.7 **K-9 Ballistic Vest:** Level IIA, II, IIIA, 2 and 3.
 - 4.5.8 **K-9 Stab Resistant Vest:** Level IIA, II, IIIA, 2 and 3.

- 4.5.9 K-9 Combination Vest:** Level IIA, II, IIIA, 2 and 3.
- 4.5.10 Ballistic Helmets:** Level IIA, II, and IIIA.
- 4.5.11 Ballistic Shields:** Hard and Soft. Level I, IIA, II, IIIA, III, and IV.
- 4.5.12 Accessories**

a) Ballistic:

1. Hard and soft trauma plates
2. Groin, yoke, bicep, collar and throat protectors
3. Shield window

b) Non-Ballistic:

1. Carriers: Uniform Shirt, Concealable, and Tactical
2. Pouches
3. Replacement vest straps
4. ID patches
5. Carry bags: Concealed and Tactical vests, Shield, and Helmet
6. Helmet: face shield, equipment rails, pads, suspension
7. Shield: LED lights, shoulder straps, logos”

- 4) Section 5.3.5(a)(4),** is struck in its entirety, and this Section is re-numbered seriatim.
-

Questions and Answers to RFP:

- 1) Section 1.8.1 – Buyers Laboratory INC. – This appears to be a site for digital imaging intelligence, since we do not manufacture any type of digital imaging products, does this apply? Should we disregard this requirement?

See Revisions to RFP above.

- 2) Section 3.6.2 – Just want to clarify, are samples required?

No. This Section refers to the Products that Offeror must manufacture (or provide), not what needs to be submitted (or provided) with the Proposal.

- 3) Section 3.17 – If awarded, when would we need to request approval for news releases?

After the Notice of Award has been posted to Colorado VSS.

- 4) Given the amount of time between submission due dates and award, we request that NASPO be flexible with Offerors, affording them the opportunity to add/delete/modify products where the availability may have changed. This will allow us to ensure that NASPO customers have access to the most current products.

Only Product Categories that are submitted in Offeror’s Proposal will be considered for

Award. Should the availability of awarded Product Categories change or should modifications (excluding price changes) to awarded Product Categories need to be made, the Lead State will review requested changes and modify the Master Agreement if necessary, and within the scope of the RFP.

- 5) We offer multiple ballistic packages in both concealable and tactical in various levels of protection. Are we able to submit more than one ballistic package for each level of protection? As an example, we offer a package A, package B, and package C, all in Level II protection. Can we offer each of these or are we limited to one package?

Only one of your “packages” can be selected for the applicable Market Basket Product Category. It is recommended that you select the one that represents your “lowest customer price point,” as this will be used for evaluation purposes. You can then include your additional “package” offerings when submitting your Price List for the Vests and/or Carriers.

- 6) Please clarify section 1.8.1 Pricing. I am unfamiliar with how our MSRP would need to be published with Buyers Laboratory Inc. http://www.buyerslab.com/aboutus/about_us.asp. This was mentioned in several sections of the bid as a requirement.

See Revisions to RFP above.

- 7) It appears as though each of the states that have signed a participating addendum has posted this bid on their various procurement sites. In responding to the State of Colorado bid, will this cover each of the states (Idaho, Montana, Utah, etc.) that opt to participate in this contract? I just want to verify that I do not need to submit individual bid documents to the other states.

You will only submit your Proposal to the Lead State, per the instructions in Section 5.2, Sealed Proposal Submission. Other States that have posted this Solicitation on their procurement websites have done so as a courtesy posting only.

- 8) In reviewing Attachment A – Proposal checklist, I need clarification on Section 5 (Cost Response) tab 2.

- Tab 1 - Attachment E – Product and Price list (completed spreadsheet)
 - What makes up “Ballistic Vest, Concealable”? Is it a set of panels, one carrier, and a plate? We have the same question for each of the product categories.

Per NIJ Standard 0101.06, an “Armor Sample” (e.g. Vest), consists of a front armor panel, a back armor panel, and the armor carrier. The Armor Sample may be a single wraparound style, or consist of multiple parts that are worn around the body.”

Market Basket pricing for the Vests should be for one carrier only. Plates are not included in the Vest pricing.

- Tab 2 - Printed copies of the Vest Price List and Carrier Price List.
 - How do you define the Vest versus the Carrier?

Vest: (see definition above)

Carrier: Per the NIJ definition, a Carrier is “a component of the Armor Sample or armor panel whose primary purpose is to retain the ballistic panel and provide a means of supporting and securing the armor garment to the user. Generally, the Carrier is not ballistic resistant.”

When submitting your Vest Price List, you can choose one Carrier pricing options, 2 Carrier pricing options, or both. As mentioned, Plates should not be included in the Vest pricing since Customer needs vary. If an Offeror is awarded Plates, they will be able to provide their price list for the various types of Plates they manufacturer. The Plates will be sold as a separate Vest component (or a la carte).

As noted in Section 3.6.3 of the RFP, the Product and pricing information that is submitted on Attachment E (Product and Price) is for Evaluation purposes only and will not be inclusive of Offeror’s awarded Product line.

- Is there a template for this price list?

No, but the Price list must contain the information listed in Section 5.3.5(b)(5), preferably in the order listed and identified, by each roman numeral.

- 9) Should additional questions come out of the original Q&A period will there be an additional Q&A period offered before the bid submission?**

The State chooses not to respond.