

**STATE OF ALASKA RFP NUMBER 190000023
AMENDMENT NUMBER 1**

RETURN THIS AMENDMENT TO THE ISSUING OFFICE AT:



Department of Natural Resources
Support Services Division
Procurement Section
550 W. 7th Avenue, Suite 1330
Anchorage, Alaska 99501

THIS IS NOT AN ORDER

DATE AMENDMENT ISSUED: January 25, 2019

RFP TITLE: Merchandising and Marketing of Alaska State Parks Products

RFP CLOSING DATE AND TIME: 2:00 p.m. on February 6, 2019 (No Change)

This amendment is for informational purposes only and need not be returned to the State.

This amendment answers questions asked by potential offerors as of January 24, 2019.

1. **Question:** Can companies from outside USA, like from India or Canada, apply for this?

Response: Please review paragraph 3.01, Scope of Work, subparagraph c, Made in U.S. and Alaska Vendor Requirement on page 13 of the RFP; paragraph 3.08, Location of Work on pages 15 and 16 of the RFP; and paragraph 7.04, Human Trafficking, on page 32 of the RFP, for information regarding services being provided by foreign companies, including India and Canada;

2. **Question:** Do we need to come over there for meetings?

Response: Please review paragraph 3.03, Deliverables, on page 14 of the RFP and paragraph 3.08, Location of Work, on page 15 of the RFP for information regarding meetings.

3. **Question:** Can we perform the tasks related to the RFP outside USA, for example in India or Canada?

Response: Please review paragraph 3.01, Scope of Work, subparagraph c, Made in U.S. and Alaska Vendor Requirement on page 13 of the RFP; paragraph 3.08, Location of Work on pages 15 and 16 of the RFP; and paragraph 7.04, Human Trafficking, on page 32 of the RFP, for information regarding services being provided by foreign companies, including India and Canada.

4. **Question:** Can we submit proposals via email?

Response: Per paragraph 1.07, Return Instructions, on pages 8 and 9 of the RFP, yes, proposals may be submitted via email.

5. **Question:** When I'm proposing the 20% royalty fee is that my cost or cost to the gift shops?

STATE OF ALASKA RFP NUMBER 190000023

AMENDMENT NUMBER 1

Response: The desired 20% of gross sales for merchandise sold or marketed through the contract resulting from this RFP will only apply to the contractor's gross sales.

6. **Question:** If I were to do a website to help move the product for you would we be able to link it to DNR's website so someone could click on the link on the DNR website?

Response: We may be able to do something like that.

7. **Question:** If DNR's employees wanted to buy something would they use a purchasing card or purchase order?

Response: With the exception of established State Parks concessionaires, which are currently Kahootz located at Rika's Roadhouse and Friends of State Parks – Mat-Su located at the Alaska Veterans Memorial in Denali State Parks, DNR does not envision purchasing items from the contractor for resale in DNR Public Information Centers (PICs) or Alaska State Parks area offices. The contractor may display items for sale in the PICs or area offices, however actual sale would be done through the contractor's business. Purchase of items by DNR employees for personal use would be done as a normal business sale through the contractor or a local vendor carrying the product same as any other citizen.

8. **Question:** When I'm putting together my proposal do you want actual samples or would virtual samples be acceptable?

Response: Refer to paragraph 4.06, Design Samples, on page 21 of the RFP for samples to be submitted within the proposal for evaluation purposes. These are the requirements the offeror must follow for submitting samples for evaluation in response to this RFP.

9. **Question:** Am I allowed to provide samples of like a particular printing process I want to use could I present it that way?

Response: It will be up to the offeror to determine how they prepare and present the samples to comply with the requirements of paragraph 4.06. If the offeror has a certain printing process they would like to use they certainly may put this information within their technical proposal at their discretion.

10. **Question:** When I'm presenting my first sales, say for the end of July or August, do you want to see my books or other information to see that I'm giving you the 20%? How will that work?

Response: Paragraph 3.03, Deliverables, on page 14 of the RFP discusses the reporting requirements the contractor will be expected to adhere to during the contract period. Review this paragraph for more information.

11. **Question:** I do not have a women-owned business certification but am in the process of getting it. Would it help?

Response: The women-owned business certification is a federal preference and would not apply to this RFP. Same with some of the other federal preferences. Only the State of Alaska business, veteran, offeror and other preferences shown in the RFP would apply.

STATE OF ALASKA RFP NUMBER 190000023
AMENDMENT NUMBER 1

12. This amendment is for informational purposes only and need not be returned to the State.

//Signed Copy on File//

Jim Sonnier

Procurement Specialist III

PHONE: (907) 269-8687

TDD: (907) 269-8411

FAX: (907) 269-8909

EMAIL: dnr.ssd.procurement@alaska.gov