

# STATE OF ALASKA

Department of Administration  
Office of Procurement and Property  
Management



## AED UNITS AND ACCESSORIES

RFP 2023-0200-5173

Amendment ONE

JUNE 22, 2023

**The purpose of this amendment is to address the following changes/additions:**

- 1) The RFP Close Date has been changed to July 21, 2023, at 10:00 a.m. AKDT.
  
- 2) 04 - Attachment D Potential Participation - Alaska AED has been amended to include additional states.
  
- 3) Provide responses to questions asked by interested parties during the question-and-answer period as follows:

**1. Is there a change to the legal entity to which NASPO fee payments shall be made?**

**Answer:**

*There is no change to the legal entity. Terms and conditions regarding the NASPO ValuePoint fee can be found in Attachment J – Sample Master Agreement, Section 5.2 – Administrative Fees.*

**2. Can you provide the link to the tool or provide the reporting template referenced in Section 5.3.2 in the Sample Master Agreement?**

**Answer:**

*The summary reporting template cannot be shared at this time because it is a web-based platform that requires a login. A walkthrough of the platform and the process of summary reporting is typically provided to awarded suppliers.*

3. **Can you please clarify intent of “Section 5.3.4 Sales Data Crosswalk” in the Sample Master Agreement, if different from submitting requested sales data including customer information along with customer type, list of potential purchasing customer opportunities along with customer type, updated list of part numbers/SKUs within current catalog regardless of being listed on the NASPO Value Point contract, etc. and to work in good faith to proactively update NASPO ValuePoint on customer lists and part numbers?**

**Answer:**

*At this time, we are not requiring the Sales Data Crosswalks, however, the intent of this language is to reserve that capacity in the future as we continue to develop our data collection practices.*

4. **Regarding Attachment B, Scope of Work**

**(a) Section 1: Master Agreement Objectives:**

**Awards will be made in the following categories:**

**Category One – Public Access AEDs and**

**Category Two – Professional Use AEDs.**

**Can we submit two different AEDs under Category One and/or Category Two if the models quoted are utilized in those markets?**

**Answer:**

*This solicitation is for all AEDs and related accessories provided by the manufacturer, and is not limited to the four AED identified for the purposes of scoring (see below):*

- *Semi-Automated Category One*
- *Fully Automated Category One*
- *Semi-Automated Category Two*
- *Fully Automated Category Two*

*Please refer to RFP package, including the RFP Summary, Attachment C, Attachment G, and Attachment H for additional information regarding the scoring process and criteria.*

5. **Regarding the Scope of Work and Sample Master Agreement, is it acceptable to respond “Offeror agrees to negotiate these Terms and Conditions upon award of bid.” or is it necessary to redline the documents and complete Attachment I?**

**Answer:**

*No, it is not acceptable to respond “Offeror agrees to negotiate these Terms and Conditions upon award of bid.”; some terms and conditions are non-negotiable and their exclusion would result in the offeror’s proposal being non-responsive. It is necessary to redline the documents and complete Attachment I.*

6. **Where can we obtain the last pricing associated with this bid or product?**

**Answer:**

*Information regarding the current expiring contract can be found at*

*<https://naspoaluepoint.org/portfolio/automatic-external-defibrillator-aed-accessories-2017-2022/>*

**7. Will the State modify the Solicitation to allow for bids and ultimate master agreement awards to be made to companies who are not manufacturers of the AEDs?**

**Answer:**

*No. As indicated in Attachment B: Master Agreement awards will only be made to manufacturers. Manufacturers should include as a part of their response approved distributors through which Participating Entities are able to purchase products offered in the Master Agreement. All approved distributors should be identified using the provided form in Attachment L, Approved Distributor List.*

**8. The Solicitation includes language allowing for Participating Entities to purchase products from a manufacturer's approved distributor. Please confirm the resulting master agreement(s) will allow Participating Entities to purchase products directly under the agreement and will not require purchases to be made through distributors.**

**Answer:**

*Contracts will be awarded to manufacturers only. Purchases may be made directly from manufacturers or from distributors they have identified on their approved distributors list. If you are a distributor and not a manufacturer you do not qualify for an award under this solicitation. Please reach out to the manufacturer(s) you work with to ensure you are on their approved list provided in their response to this solicitation.*

**9. Do you have specific model numbers of the required AED's and accessories? If not, do you have more detailed specifications?**

**Answer:**

*No, please refer to the RFP for additional information regarding the criteria and specifications. Attachment C-RFP Evaluation Plan references the technical criteria, and additional information can also be found in Attachment B-Scope of Work under the Master Agreement Objectives*

**10. Are you open to all Brands? Qty? Delivery expectations?**

**Answer:**

*We are open to FDA approved AEDs and accessories, with no specific brand requirement prior to award. Brand selection will be based on awarded manufacturers. Please refer to the RFP documents for quantity and delivery expectations.*

**11. NASPO will be requesting another extension, to February 2024. Does that mean the current bid process will be postponed or canceled?**

**Answer:**

*No, this extension is being requested to allow time for contracts and participating addendums to be established.*

**12. If it is "name of manufacturer", would you accept a letter stating that we are a preferred distributor?**

**Answer:**

*No, distributors must be on the approved list provided by the manufacturer.*

**13. What is the process if we would like to bid on the program management side of things?**

**Answer:**

*This is not part of the scope of this solicitation, but manufacturers can add this as a value-added service to their proposal.*

**14. Do you have any AK distributors that are interested in submitting a bid already?**

**Answer:**

*The contracts will be awarded solely to manufacturers. Whereas contracts have not been awarded we are unable to identify the location of approved distributors and their respective service areas.*

**15. Is this solicitation open to distributors or only manufacturers of AEDs and accessories?"**

**Answer:**

*No. As indicated in Attachment B: Master Agreement awards will only be made to manufacturers.*

**16. Since Alaska and many other states already have PAs with NASPO, can you explain what the purpose of this bid is for?**

**Answer:**

*The current NASPO contract led by the Oklahoma is expiring. The State of Alaska was asked to put together a new solicitation in conjunction with members of other states (Oklahoma, Montana, Washington, Florida, Connecticut) with assistance from representatives of NASPO ValuePoint, so another contract would be in place when the current contract expires in an effort to prevent a break in governmental agencies abilities to purchase these life saving devices and accessories.*

*These contracts generally last around five years (including all renewals). When it gets close to the end, a new contract is solicited. This is represented by the RFP that is currently posted.*