

March 18, 2019

RFP 683453 – Electrical Supplies, Equipment, and Other Related Products & Services.

The pre-proposal conference call for E&I RFP 683453 for Electrical Supplies, Equipment, and Other Related Products & Services was held on March 06, 2019 at 2:00 PM ET. The following companies had representatives on this call or requested a copy of this RFP;

Alps Controls	Net Zero USA LED Advantage
Border States Electric	PCS Telecom
Consolidated Electrical Distributors Inc	Rexel Gexpro
Crescent Electric Supply	SCOTT ELECTRIC CO., INC.
Digi-Key Electronics	STANION WHOLESALE ELECTRIC CO
Global Industrial Supply	Walts Hardware
Graybar Electric Company, Inc.	WESCO Distribution, Inc.
Ideal Electrical Supply Corporation	Westcoast Industrial Electric Company,
Inception Lighting	Inc.
Ions for EV's	World Electric Supply, Inc.
Mouser Electronics	Z Lights Inc

As a result of the conference call held on March 06, 2019 at 2:00 PM ET, the following questions were raised and discussed.

1. Contract Award(s) - Will this RFP result in a National Award or would E&I consider Regional Suppliers for award?

Answer: All proposals will be evaluated by a team of E&I members. As part of their responsibility, they will decide if the award(s) is/are made to one or more national suppliers, one or more regional suppliers or a combination of both national and regional suppliers.

2. Pricing – Will proposed pricing be considered on a regional basis?

Answer: Suppliers should propose product pricing based on a published list price less a discount that will be available to all E&I Members, nationally. Services proposed that have a labor component may be proposed per the prevailing wages of each region, state or city, please be specific in your proposal response. Pricing for services should be provided as per the usual and customary method of your company. Alternative pricing methods, that your company might propose, may be considered by the evaluation team after the product and service pricing requirements, above, are met.

3. Rebates – If a company proposes a rebate, will that need to be paid monthly, quarterly or annually?

Answer: Payment of rebates, distributed by your company, should be proposed as per your company's usual method of rebate distribution. If your company proposes that E&I distribute the rebate to the members, we require an annual rebate distribution. E&I will also require the Supplier to provide a detailed rebate report that must accompany the check for the total rebate amount. The detail shall show the amount that is to be paid to each member that has earned the rebate. Any discrepancies shall be immediately addressed by the Supplier with the member.

4. Pricing Sheet – The Excel file for pricing contains no items, what are suppliers supposed to price out?

Answer: This form was provided for each supplier to provide their entire catalog of products priced as per the requirements of the RFP, see Part 2, Section 2.4. Also see the answer to question #2 above. Alternative pricing methods, that your company might propose, may be considered by the evaluation team after the product and service pricing requirements, above, are met.

5. Fees - Are there any fees with E&I?

Answer: Yes, the E&I Contract Administrative Fee. Information about this fee can be found in Part 3, Section 3.2 on page 9 of the RFP document.

6. Members - Do you happen to have a list of customers that currently use you?

Answer: Yes, E&I has nearly 5,000 members across the country. A list of the E&I Members is provided to the supplier(s) awarded a contract with E&I after the agreement(s) is/are signed.

7. Sales - Is there a 2018 revenue number you can provide for the past year for your facilities contracts?

Answer: Sales information concerning member usage of individual contracts is proprietary information and is not shared outside of the Cooperative. Total member usage of E&I Contracts for 2018 was in excess of \$2.7 Billion.

RFP Corrections (2)

1. Tab 4 of the E&I Questionnaire, Administration & Marketing, question A.5 shall be deleted in its entirety and replaced with the following:

Indicate your company's ability to provide E&I a minimum 3.00% Contract Administrative and Marketing Fee (CAF) based on the net total invoice amounts on all orders invoiced pursuant to the resulting Agreement in each month during the term of the Agreement.

2. Attachment B, item B13 shall be deleted in its entirety and replaced with the following:

B13 Indemnification of E&I and Member

Supplier agrees to indemnify and hold harmless E&I and its members from and against all liability, to the extent of and in proportion to, losses, damages, claims, liens, and expenses (including reasonable legal fees) arising out of or connected with the products purchased, work or services performed, or resulting from property damage or injuries incurred by or to any third party, the member or its officers, agents, servants and employees by reason of any defect in manufacture, construction, inspection, delivery, material, workmanship, and/or design of any products and services furnished hereunder, excepting only such liability as may result solely from the acts of negligence of the member, E&I or its employees. Supplier, at the request of the Member and/or E&I, shall undertake to participate fully in the defense of the Member (in accordance with the statutes of the State where the Member resides) and/or E&I against any and all suits and to investigate and participate fully in the defense of the Member (in accordance with the statutes of the State where the Member resides) and/or E&I against any and all claims whether justified or not, if such claim or suit is commenced against Member or E&I, or their respective officers, agents, servants, and employees.

These changes constitute an addendum to the above referenced RFP and are made a part thereof.

Please sign below and return this addendum with your RFP response, in Tab 5, to acknowledge receipt of this information. Should you have any questions or concerns, the open question period is over. However, if there are questions about what information is required for each tab or the format in which we ask you to respond, please do not hesitate to contact me via Email. Thank you.

Sincerely,

DocuSigned by:

Bob Solak

Bob Solak

Contract Manager, Facilities

(Supplier)

(Authorized Signature)

(Printed Name)

(Title)

(Date)