

August 6, 2018

Best and Final Offer

RFP 19-16PV Building Management/Automation Systems

Thank you for the opportunity to provide a response to your Request for Best and Final Offer for RFP 19-16PV Building Management/Automation Systems. Please see below for our responses to the items requested;

1. Training Cost – Provide pricing for initial training. Also provide pricing for on-going training, if needed, for existing and new employees. Please provide this pricing under Tab Service Rates of the Cost Form and submit via email with your Best and Final Offer.
 - a. **DH Pace Response: See attached pricing under “Tab Service Rates of the Cost Form.”**
2. Maintenance Cost – After the first year, can you provide maintenance at a not to exceed percentage of the system installed? Please provide this pricing under Tab Protocols and Software of the Cost Form and submit via email with your Best and Final Offer.
 - a. **DH Pace Response: See attached pricing under “Tab Protocols and Software of the Cost Form.”**
3. Support Cost - Provide cost for any on-going support as described in the Scope of Work on Page 27, Paragraph 3.8 of the RFP. Please provide this pricing under Tab Service Rates of the Cost Form and submit via email with your Best and Final Offer.
 - a. **DH Pace Response: See attached pricing under “Tab Service Rates of the Cost Form.”**
4. Freight Charges – You indicated a 3% freight charge on the Equipment and Materials Tab on the Cost Form. Is this charge 3% of the cost of products or a 3% markup on the cost of freight? 1GPA will not allow a markup on freight.
 - a. **DH Pace Response: The Freight charge is calculated as a flat rate of 3% of the material sell price. It is not a markup on freight.**

Thank you,



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