COUNTY OF ALAMEDA

Questions & Answers

to

RFQ No. 901952

### for

Particulate Respirators (N95 Masks)

**Networking/Bidders Conference Held on September 17, 2020**

|  |
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| **This County of Alameda, General Services Agency (GSA), RFQ Questions & Answers (Q&A) has been electronically issued to potential Bidder(s) via e-mail. This RFQ Q&A will also be posted on the GSA Contracting Opportunities website located at** [**http://acgov.org/gsa\_app/gsa/purchasing/bid\_content/contractopportunities.jsp**](http://acgov.org/gsa_app/gsa/purchasing/bid_content/contractopportunities.jsp) |

Description: Description: branding.jpgAlameda County is committed to reducing environmental impacts across our entire supply chain.

If printing this document, please print only what you need, print double-sided, and use recycled-content paper.

1. Can Bidder(s) email their bids to the County?
   1. **No. All bids must be submitted online through the EZSourcing Portal (**[**https://ezsourcing.acgov.org/**](https://ezsourcing.acgov.org/)**). Bidder(s) must register to the EZSourcing Portal in order to submit their bid.**
2. What is the time zone for the deadlines?
   1. **All deadlines are in Pacific Daylight Time (PDT).**
3. Do Bidder(s) need to submit pages 1-20 of the RFQ as part of their bid response?
   1. **No. Bidder(s) do not need to submit the pages of the RFQ that are before the Exhibit A – Bid Response Packet.**
4. Do Bidder(s) need three (3) years of experience to bid on this Request for Quotation (RFQ)?
   1. **Yes. Bidder(s) must also meet the Bidder(s) Minimum Qualifications stated on pages 5-6 of the RFQ.**
5. Page 6 of the RFQ, Section C. (BIDDER(S) QUALIFICATIONS), Item 1.b. states:

*Bidder(s) shall be regularly and continuously engaged in the business of providing particulate respirators (N95 masks) for at least three (3) years.*

This requirement is prejudicial to businesses that have pivoted or changed their business model since COVID-19 and that are reimagining their businesses to include masks reselling or distribution. California business corporation law allows businesses to engage in any legitimate business and masks reselling and distribution does not require a unique skillset that can only be gained by long-term experience. Mask procurement is not a specialty field as the standards for the masks are already established by the National Institute for Occupational Safety and Health (NIOSH) or Food and Drug Administration (FDA) and the manufacturing process is not at issue. The ability of resellers and distributors of approved OEMs to move the products should be based on future performance.

The State of California Department of General Services issued a similar RFP for masks that included a similar requirement and ended up removing the requirement after hearing feedback from Bidder(s). A Bidder’s ability to deliver in challenging supply chain environments is proven not because of a three (3)-year history of distributing masks, but rather decades of professionals experience in operating in complex global supply chains.

Can the County remove this requirement as it gives undue advantage to those already in the space and penalizes those who have pivoted into the space?

* 1. **Requiring experience in the specific area of masks provides some assurance to the County that the vendor will deliver quality product on time. Each market segment has its own challenges, and experience in other markets does not necessarily provide the needed experience to provide masks.**

1. What factors/criteria does the County take into consideration for a successful bid? Is it entirely price or are there other factors such as past performance?
   1. **Page 15 of the RFQ, Section N. (AWARD), Item 1, states:**

***The award will be made to the lowest responsible Bidder(s) who meets the requirements of these specifications, terms, and conditions.***

1. Will a preference be given to companies based in California over companies from other states?
   1. **No, there will be no preference to companies based in California.**
2. Would there be any special consideration for a business with a state specific certification such as Minority Business Enterprise (MBE), Women's Business Enterprise (WBE), Disadvantaged Business Enterprise (DBE), etc.?
   1. **No, there will be no preference to MBE, WBE or DBE companies.**
3. Page 6 of the RFQ, Section D. (SPECIFIC REQUIREMENTS), Item 1.g. states:
4. *Particulate respirators shall be of or equal to the following:*
   * + - 1. *3M™1860*
         2. *3M™ 1870*
         3. *3M™ 9205*
         4. *Kimberly Clark™ 1031-46727*

Can the County clarify what type of N95 masks are being required, either regular, surgical, or medical? 3M™1860 is a surgical grade mask and 3M™9205 is not.

* 1. **The County does not require surgical grade, but has listed surgical grade in case regular grade masks are not available. This specification has been changed. Please see Addendum No. 1.**

1. Page 6 of the RFQ, Section D. (SPECIFIC REQUIREMENTS), Item 1.g. states:
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   * + - 1. *3M™1860*
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Of the listed particulate respirators, some are more expensive than others are and some are surgical, which have a higher cost. How will the County evaluate the different types of N95 masks if some are surgical grade and others are not?

* 1. **Page 15 of the RFQ, Section N. (AWARD), Item 1, states:**

***The award will be made to the lowest responsible Bidder(s) who meets the requirements of these specifications, terms, and conditions. The County has provided different grades of disposable respirator, in case the lower cost types are not available.***

**This specification has been changed. Please see Addendum No. 1.**

1. Will the County accept any N95 masks that are Centers for Disease Control and Prevention (CDC) and Food and Drug Administration (FDA) approved or just 3M brand masks?
   1. **The County requires the N95 masks listed in Addendum No. 1.**
2. Is the County requesting folding or cup style N95 masks?
   1. **The County has no preference whether N95 masks are flat folding or cup style since it may differ from model to model.**
3. The N95 masks come in a variety of colors. Does the County have any preference on the color of the N95 masks?
   1. **The County has no preference on the color of the masks.**
4. For the delivery, will all the masks be delivered at one time or with the deliveries be made over a period of time?
   1. **Page 7 of the RFQ, Section E. (DELIVERABLES/REPORTS), states:**
      1. ***Contractor shall:***
         1. ***Delivery date will be 30-90 days after receipt of order. Delivery dates will be in calendar days and are of an urgent nature. This specification has been changed. Please see Addendum No. 1.***
         2. ***Provide the County with weekly estimated time of arrival for particulate respirators (N95 masks) orders.***
         3. ***Deliver particulate respirators (N95 masks) on a monthly basis in quantity increments of at least 20,000 every month.***
         4. ***Deliver particulate respirators (N95 masks) orders to:***

***Alameda County Sheriff’s Office***

***Office of Emergency Services***

***4985 Broder Boulevard***

***Dublin, CA 94568***

* + - 1. ***Delivery time will continue until all quantities required by the contract have been fulfilled.***

**This specification has been changed. Please see Addendum No. 1.**

1. Where are these N95 masks going to be used?
   1. **The N95 masks will be used in a variety of locations throughout the County. The N95 masks will be used by people that will be in contact in with others that may have COVID-19.**
2. Some Bidder(s) are not able to guarantee pricing in the future. Can a Bidder(s) instead charge the County the market price at the time of purchase?
   1. **No. Page 12 of the RFQ, Section M. (PRICING), Item 1. states:**

***All pricing as quoted will remain firm for the term of any contract that may be awarded as a result of this RFQ.***

**Page 14 of the RFQ, Section M. (PRICING), Item 5.a. states:**

***The price(s) quoted shall be the total cost the County will pay for this project including all taxes (excluding Sales and Use taxes) and all other charges.***

1. Will 3M products be given greater consideration compared to a non-3M product having the same price?
   1. **No, the County will evaluate proposed equivalents to the listed item numbers. Acceptability of equivalents will be at the sole discretion of the County. This specification has been changed. Please see Addendum No. 1.**

Attendees List

RFQ No. 901952 – Particulate Respirators (N95 Masks)

The following participants attended the Bidders Conference:

|  | **Company Name / Address** | **Representative** | **Contact Information** |
| --- | --- | --- | --- |
|  | **Vizocom ICT LLC**  **860 Jamacha Road, #104**  **El Cajon, CA 92019** | **Yanice Elko** | Phone: **619-350-6980** |
| E-Mail: [**yanicee@vizocom.com**](mailto:yanicee@vizocom.com) |
| Prime Contractor:  **N/A** |
| Subcontractor: **N/A** |
| Certified SLEB: **N/A** |
|  | **Oravie Inc,**  **1320 Old Oxford Road, Unit #9**  **Durham, NC 27704** | **Viswa Garuda** | Phone: |
| E-Mail: **info@ora-vie.com** |
| Prime Contractor: **N/A** |
| Subcontractor: **N/A** |
| Certified SLEB: **N/A** |
|  |  |  | Phone: **646-773-0315** |
|  | **LFB-3**  **40 Wall Street**  **New York, NY 10005** |  | E-Mail: **Chris@lfb-3.com** |
|  | **Christopher Saint** | Prime Contractor: **Yes** |
|  |  | Subcontractor: **N/A** |
|  |  |  | Certified SLEB: **No** |
| 4. | **Premium Contractor Solutions** | **Dexiang Bao** | Phone: **N/A** |
| E-Mail: **dbao@premiumcontractorsolution.com** |
| Prime Contractor: **Yes** |
| Subcontractor: **N/A** |
| Certified SLEB: **No** |
| 5. | **OSAR Solutions** | **Damon Suggs** | Phone: **732-648-2425** |
| E-Mail: **Damon.Suggs@osarsoultions.com** |
| Prime Contractor: **N/A** |
| Subcontractor: **N/A** |
| Certified SLEB: **No** |
| 6. | **[Information not provided]** | **Ian Hales** | Phone: **N/A** |
| E-Mail: **N/A** |
| Prime Contractor: **N/A** |
| Subcontractor: **N/A** |
| Certified SLEB: **N/A** |

VENDOR LIST

**RFQ No. 901952 – BIDTITLE**

Below is the Vendor Bid List for this project consisting of vendors who have responded to RFQ No. 901952.

This RFQ is being issued to all vendors on the Vendor Bid List; the following revised vendor list includes contact information for each vendor attendee at the Networking/Bidders Conference.

| **RFQ No. 901952 Particulate Respirators (N95 Masks)** | | | | | | |
| --- | --- | --- | --- | --- | --- | --- |
| **Business Name** | **Name** | **Phone** | **Address** | **City** | **State** | **Email** |
| 1 Masks |  |  |  |  |  | [usa@1masks.com](mailto:usa@1masks.com) |
| 3M | Eric Walther | (510) 368-2757 |  |  |  | eswalther@mmm.com |
| AA Mils | Bo Cavender | (678) 739-7828 | 1535 139th Street | Gardena | CA | bo@aamills.com |
| AAA Business Supplies & Interiors |  |  | 325 Mendell Street | San Francisco | CA | [marketing@aaasolutions.com](mailto:jbenson@ain1.com) |
| AAA Solutions | Steve Danziger |  |  |  |  | steved@aaasolutions.com |
| AAA Solutions | Dan Sanchez |  |  |  |  | dans@aaasolutions.com |
| Adventures in Learning | Gregory Laufer |  |  |  |  | greg@ailtq.com |
| Atlantic Medical Gear | David Duprat |  | 2400 NW 16th LN | Pompano Beach | FL | info@atlanticmedicalgear.com |
| Axiom Health | Randy Singh | (415) 828-2768 |  |  |  | randy@axiomhealthshield.com |
| Bay Central Printing | Mike |  |  |  |  | [mike@baycentralprinting.com](mailto:mike@baycentralprinting.com) |
| Bay Central Printing |  |  |  |  |  | sales@baycentralprinting.ccsend.com |
| Black Point Distribution | Jenna |  |  |  |  | [jenna@blackpointdistribution.com](mailto:jenna@blackpointdistribution.com) |
| Blaisdell’s Business Products | Cheryl Pallas | (510) 746-1654 |  | Oakland | CA | cpallas@blaisdells.com |
| Blaisdell's | Margee Witt | (510) 746-1654 |  | Oakland | CA | mwitt@blaisdells.com |
| Blon Medical Technologies Inc. | Ching Liu | (951) 742-5580 |  |  |  | chingl@blonmedicaltech.com |
| Bound Tree Medical | Brian Hartley | (925) 719-0139 |  |  |  | Brian.Hartley@BoundTree.com |
| BYD Care | Ethan Dieck | (813) 285-3581 |  | Los Angeles | CA | [Ethan.dieck@byd.com](mailto:Ethan.dieck@byd.com) |
| CEI | Michael Kluger | (718) 222-0436 ext 219 | 2902 West 37th Street | Brooklyn | NY | Michael@ceisales.com |
| CINTAS | Brett Herzog | (949) 910-1718 |  |  |  | HerzogB2@cintas.com |
| CINTAS | Christopher Heard | (568) 754-5373 |  |  |  | HeardC@cintas.com |
| CINTAS | Bryan Dippo | (510) 344-2442 | 333 Stealth Court | Livermore | CA | DippoB@cintas.com |
| Concentric Health Alliance | Larry Weber | (984) 204-1637 |  |  |  | [larry@thesalesgroup.com](mailto:larry@thesalesgroup.com) |
| Concentric Health Alliance | Rebekah Peak | (984) 204-1637 |  |  |  | rebekah@concentrichealthalliance.com |
| DVMed Supply | Jack Iannaci | (310) 648-1511 |  | Gardena | CA | [jack@dvmed.com](mailto:jack@dvmed.com) |
| EBW Distributors | Sharon Barnes |  |  |  |  | sharon@ebw2020.com |
| Elite Tex | Lan |  |  |  |  | [Ian@elitetex.us](mailto:Ian@elitetex.us) |
| EPIC Business Essentials | Scott Zintz | (630) 220-9505 |  |  |  | szintz@epicbusinessessentials.com |
| Federal One Supplies | Avery Corpuz | (424) 324-2428 |  |  |  | averyc@federalonesupplies-gsa.com |
| Federal One Supplies | Kate Jones |  |  |  |  | [katej@federalonesupplies-gsa.com](mailto:katej@federalonesupplies-gsa.com) |
| First Colonial Trading Co. | Brian Mas |  |  |  |  | [brian@fctcinc.com](mailto:brian@fctcinc.com) |
| GDI Safety | Raymond Collazo |  |  |  |  | ray@gdisafety.com |
| Giamdocronal Bags | Pham Hoang Hiep |  |  |  |  | giamdocronalbags@gmail.com |
| Integrity Technology | Jackie Smith McKaig | (510) 969-4065 |  |  |  | jackie@integritytechnology.org |
| IRR Resources | Elizabeth |  |  |  |  | [elizabeth@jrresources.com](mailto:elizabeth@jrresources.com) |
| LFB-3 | Christopher Saint | (646) 773-0315 | 40 Wall Street | New York | NY | Chris@lfb-3.com |
| Life Assist | Rebecca Garcia |  |  |  |  | quotes@life-assist.com |
| Mallory Distributing | Asher Fay | (541) 731-7474 |  |  |  | asher.fay@mallory.com |
| Mascon Medical |  |  | 5 Commonwealth Avenue | Woburn | MA | marketing@masconmedical.com |
| MedLogix | Omar Khan |  |  |  |  | okhan@medlogix.co |
| MedLogix | Chris Meriney |  |  |  |  | [cmeriney@medlogix.co](mailto:cmeriney@medlogix.co) |
| Millennium Franchise Group, LLC. | Tony Beaman | (510) 586-9571 |  |  |  | [tony.beaman@hackingsolutions.com](mailto:tony.beaman@hackingsolutions.com) |
| NBC Supply | Michael Pang | (510) 509-1888 |  |  |  | mike@nbcsupply.com |
| NBC Supply | Ivan Lee | (510) 509-1888 |  |  |  | mike@nbcsupply.com |
| Neta Scientific Inc. | Nisha Sherma | (415) 646-6675 |  |  |  | Nisha.Sherma@netascientific.com |
| NSI Northern Safety & Industrial | Daniel Dumoulin | (800) 568-2764 ext 2236 |  |  |  | DDumoulin@northernsafety.com |
| NSI Northern Safety & Industrial | Dan Dornbos |  |  |  |  | DDornbos@northernsafety.com |
| Octagon Industries, Inc. | Antonio Chong | (210) 494-1520 |  |  |  | achong@octagonind.com |
| Oravie Inc. | Viswa Garuda |  | 1320 Old Oxford Road, Unit #9, | Durham | NC | info@ora-vie.com |
| OSAR Solutions | Damon Suggs |  |  |  |  | Damon.Suggs@osarsoultions.com |
| PPE of America LLC | Sean Kelly | (323) 840-9622 |  |  |  | sean@ppeofamerica.org |
| PPE of America LLC | Melissa Hyman | (954) 881-1392 | 304 Indian Trace, Suite 734 | Weston | FL | mel@ppeofamerica.org |
| Premium Contractor Solution | Bao |  |  |  |  | [dbao@premiumcontractorsolution.com](mailto:dbao@premiumcontractorsolution.com) |
| Procure Net | Edwina Chan |  |  |  |  | edwina.chan@procurenet.io |
| Procurement Lead | Suvra Roy |  |  |  |  | procurement.global@ryfind.com |
| Pure Orange | John van Rij | (604) 837-9786 |  |  |  | john@pureorange.com |
| Remask America | Josh Meredith | (202) 455-0556 |  |  |  | josh@remaskamerica.com |
| Robert Jacobs and Associates | Robert Jacobs | (510) 653-2450 | 1585-62nd Street | Emeryville | CA | rjacobs@robertjacobsassociates.com |
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| RS Hughes Distributing | Kali Kearns | (510) 562-3348 |  |  |  | kkearns@rshughes.com |
| RS Hughes Distributing | Mike Del Campo | (510) 562-3348 |  |  |  | mdelcampo@rshughes.com |
| SOS Survival Products |  |  |  |  |  | [sos\_survival\_products@mail.vresp.com](mailto:sos_survival_products@mail.vresp.com) |
| Staples | David Sandifer |  |  |  |  | [david.sandifer@staples.com](mailto:david.sandifer@staples.com) |
| Strack, Inc. | Matt Champney |  |  |  |  | [matt@stracktactical.com](mailto:matt@stracktactical.com) |
| Sunset Survival and First Aid |  |  |  |  |  | support@sunsetsurvival.com |
| The Office City | Jerry Carroll |  |  |  |  | jerryc@theofficecity.com |
| Unicorn Health | Natalie Speers |  |  |  |  | [NS@Unicorn-Health.com](mailto:NS@Unicorn-Health.com) |
| United Medco Pharmaceuticals, Inc. | Heather DiMauro | (954) 644-0121 / (954) 947-4391 | 3952 Coral Ridge Drive | Coral Springs | FL | hdimauro@unitedmedco.com |
| US Medical and Surgical Supplies |  |  |  |  |  | sales@usamedicalsurgical.com |
| Valley Distributing | Martha Sandino | (510) 346-0900 |  | San Leandro | CA | valley\_distributing@yahoo.com |
| Veritiv | Dana Paiva | (925) 495-9672 | 7337 Las Positas Road | Livermore | CA | Dana.Paiva@veritivcorp.com |
| Vince's Office Supplies DBA The Office City | Bill Jones | (650) 385-2631 |  |  |  | billj@theofficecity.com |
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