

**INSTRUCTIONS TO OFFERORS  
REQUEST FOR QUOTATION (RFQ) VA797H-14-Q-0010  
VISN 22 SPECIAL CONSOLIDATION**

**Failure to comply with the following instructions may result in the vendor's offer being determined non-responsive and may not be considered for award.**

**1. General Information**

- 1.1. This Request For Quotation (RFQ) is only open to companies that have a current contract for the equipment types listed herein with the VA National Acquisition Center, High Tech Medical Equipment Branch or with the Defense Logistics Agency, Troop Support (DLA-TS, formerly DSCP) under which the VA National Acquisition Center has been given ordering authority.
- 1.2. Please note that those vendors who are not on contract on the day offers are due will have their responses rejected and returned without consideration per the instructions given.
- 1.3. The items offered in vendors' responses to this RFQ must be on their current contract by the Vendor quote submission due date.**
- 1.4. New systems that are not on contract are not acceptable.**
- 1.5. "FUTURE" ITEMS, SUCH AS HARDWARE OR SOFTWARE THAT IS STILL IN DEVELOPMENT, TESTING, OR PROTOTYPE, ARE NOT ACCEPTABLE.
- 1.6. All purchases shall be in accordance with the terms and conditions of the applicable contract.
- 1.7. Consolidation Schedule (see also enclosed September 2013 Consolidation Schedule):
  - 1.7.1. Monday, April 7, 2014 – Cutoff for Vendor Questions; email questions to [AMMHIN HTME Vendors](#) or [Vendors@va.gov](mailto:Vendors@va.gov).
  - 1.7.2. Wednesday, April 30, 2014 by 12:30 PM CST– Vendor quotes due to NAC, HTME Division. Wednesday, July 2, 2014 - Goal for award by NAC, HTME Division.

**2. Offers**

- 2.1. A requirements or purchase description is provided for each line item.
- 2.2. To be considered for award of any RFQ line item, you must submit a response to this RFQ.
- 2.3. Quotes must be good through **August 1, 2014** or may be considered non-responsive.

- 2.4. Vendors shall quote their new or remanufactured/refurbished equipment that meets or exceeds the technical and functional requirements of the requirements/purchase description.
- 2.5. Vendors are required to identify any known differences between the required configuration and the offered configuration.
- 2.6. One alternate offer is allowed for each line item.
- 2.7. Vendors are required to show individual product pricing for each product within a quote.
- 2.8. Quotes that only reflect a bottom line price for a system, with no individual product prices, will be considered non-responsive and may not be accepted.
- 2.9. If a requirements or purchase description states the item is an “upgrade”, assume that it is a “forklift upgrade”, i.e. the entire system is being replaced. In these instances, the items being replaced are to be used as a trade-in.

### 3. Multi-Unit Discounts

- 3.1. In addition to individual line item pricing, Vendors will provide a range of multi-unit discounts.
- 3.2. Multi-unit discounts will be based on the total number of line items or the total dollar value of the line items purchased from this RFQ per vendor in accordance with 3.3 and 3.4 below.**
- 3.3. Multi-unit discounts may be applied by equipment modality for VISN or individual station. Discounts offered for entire consolidation will not be considered.**
- 3.4. Specific line items will not be singled out or specified as a condition of providing multi-unit discounts.**
- 3.5. The vendor must clearly identify the amount of the additional discount and the basis for calculating that discount, such that the VA can independently calculate the final prices of all equipment.
- 3.6. Discounts may be offered from net line-item price or from list price; vendor must clearly identify whether the discount is to be applied to list or net prices.
- 3.7. Vendors shall submit their multi-unit discounts in the format in section 3.8.
- 3.8. Multi-Unit Discount Structure Example: (Based on total number of awards)

Total Number of Awards	Modality	Additional Discount
2 - 10	X-RAY	5%
11 - 25	X-RAY	8%

#### 4. Schedule of Requirements

##### 4.1. THE OBLIGATION / PO NUMBERS WILL BE USED AS THE LINE ITEM NUMBERS

4.2. Line items are shown in the attached spreadsheet entitled "Schedule of Line Items."

- 4.2.1. Offered equipment shall be equivalent in technology/functionality to the requirements or purchase description contained in the applicable attachments.
- 4.2.2. The attachment number of the requirements or purchase descriptions for each requisition will match its line item number from the "Schedule of Line Items".  
**Quotes for alternate offers must be included on the same line item number of the "Schedule of Line Items" as the original quote (e.g. labeled as "405-B34567 White River Junction XYZ Medical Equipment Alt 1", "405-B34567 White River Junction XYZ Medical Equipment Alt 2", etc.) Vendors shall NOT insert (or delete) lines from the Schedule of Line Items Spreadsheet.**
- 4.2.3. The net price quoted for a line item, if bought as a single system (the "one-each" price), shall not exceed its contract price.
- 4.2.4. The "one-each" price and the trade-in credit, if any, must be entered into the "Schedule of Line Items" spreadsheet.
- 4.2.5. The trade-in value shall be shown separately from the price of the equipment.
- 4.2.6. **Failure to complete the spreadsheet may disqualify your offer from consideration.**

##### 4.3. Vendor Workup Spreadsheets

- 4.3.1. **Vendors will use the attached "Vendor Workup" template to create a "Vendor Workup" spreadsheet for each quote.**
- 4.3.2. Pricing by part number or catalog number for each offer will be shown on a "Vendor Workup Spreadsheet".
- 4.3.3. Each "Vendor Workup" spreadsheet will have the same filename as the respective offer but use the .xls or .xlsx filename extension.
- 4.3.4. **Failure to provide the "Vendor Workup" spreadsheet for each quote shall disqualify your offer from consideration.**
- 4.3.5. **Alternative spreadsheets to the "Vendor Workups" will not be considered.**

4.4. Review the enclosed VA Directive 6550 and respond accordingly.

##### 4.5. Evaluation factors.

- 4.5.1. **The evaluation factors are: 1) Availability of required features (Technical and Functional); 2) Availability of Service; 3) Vendor Past Performance; and 4) Price**

**4.5.2. All evaluation factors other than price, when combined are significantly more important than price.**

**4.6. The Obligation/Line numbers posted by each VISN on FedBizOpps ([www.fbo.gov](http://www.fbo.gov)) may be purchased from a single vendor, based on modality, or from multiple vendors.**

**4.7. Download Instructions**

- 4.7.1. Documents identified as a zip file need to be saved to your local computers prior to opening the file.
- 4.7.2. Follow these download instructions:
  - 4.7.2.1. Click on the document name.
  - 4.7.2.2. When prompted to open or save, select save.
  - 4.7.2.3. Browse to the location on your local computer where you wish to save the file.
  - 4.7.2.4. Change the extension of the file to zip (do this by changing the .doc to a .zip in the filename). (You may not need to do this.)
  - 4.7.2.5. Click "Save".
  - 4.7.2.6. Open the zip file on your local computer.

**5. Response Format**

**5.1. For each line item on which the contractor chooses to make an offer, the following information shall be provided:**

**5.1.1. Individual configuration quote by line item.**

**5.1.2. Turnkey installation costs will be evaluated separately to determine price reasonableness and has no bearing on the selection of the equipment award vendor. Extended Installation shall be addressed via modification after a delivery order is issued.**

5.1.3. Quotes shall include part numbers, expanded descriptions, net pricing for each part number, the total contract list price, and the total net price for each offer.

5.1.4. Pricing at the line-item level is the price the VA will pay if that line item is the only one awarded to the vendor from this RFQ.

5.1.5. If the multi-unit discounts are calculated from the contract list price, then the list price of each component must also be shown on the configuration quote.

**5.2. For line items that include a trade-in:**

5.2.1. Trade-ins may be addressed via modification after a delivery order is issued.

5.2.2. Vendors are strongly encouraged to contact the VISN or local Contracting Officer at the medical center to obtain trade-in information prior to the RFQ response due date. If the trade-in information is not obtained prior to RFQ response due date, the vendor will not be authorized further access to such information.

- 5.2.3. The net “one-each” price of each line item quoted and the price of the trade-in, if any, must be entered into the attached “Schedule of Line Items” spreadsheet.
- 5.2.4. The trade-in credit or removal cost shall be shown separately from the price of the equipment.

**5.3. Responses shall be provided in the following format:**

- 5.3.1. The completed Schedule, the description of the multi-unit discount structure, all equipment quotes, all vendor workups, and responses to VA Directive 6550 shall be provided on ONE CD/DVD.**

- 5.3.2. The CD/DVD shall have a folder hierarchy as follows:

Figure 1 outlines an abbreviated version of the folder hierarchy. The full folder hierarchy would include VISN folders for each VISN the vendor is submitting an offer to in both the Quotes and the Workups folders. **Please do not use any symbols (#,\$,% etc.) in any folder or file names. The only symbol allowed is the “-” for use in equipment type folders and the obligation numbers.** Each vendor will have four main folders; *Information*, *MDS2 and 6550*, *Quotes*, and *Workups*. See Figure 2 below.

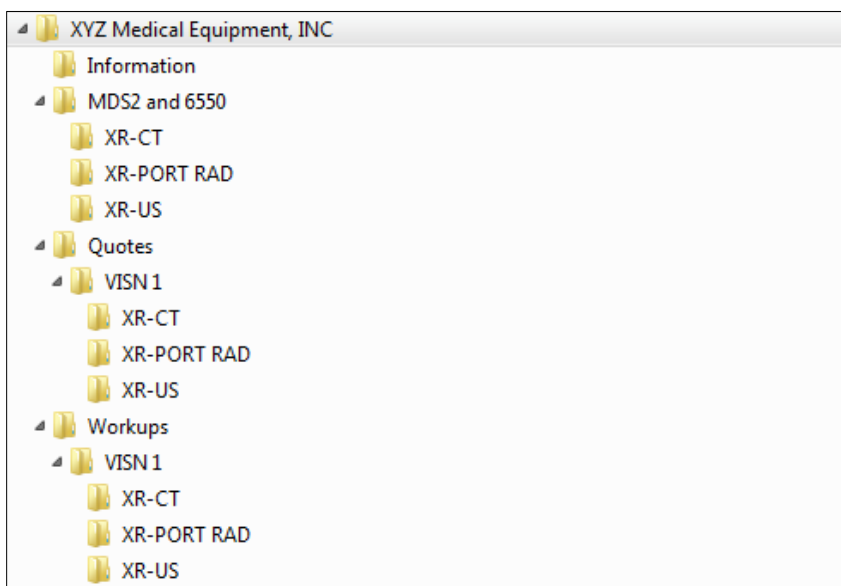


Figure 1: Folder Hierarchy only showing VISN 1

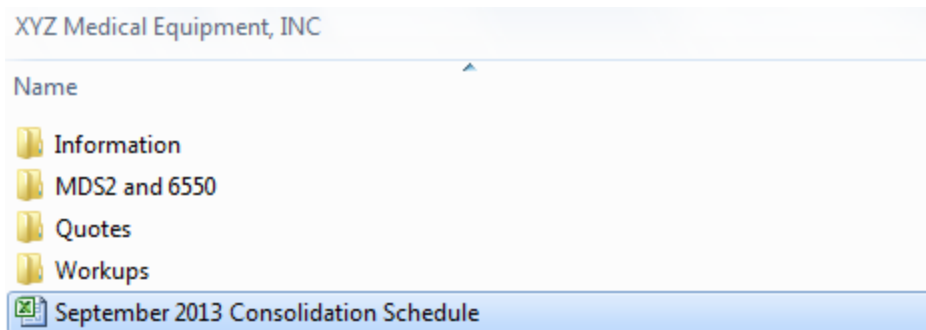


Figure 2: Main Folders with the consolidation schedule

**The Information folder** should include the following (if applicable): Brochures on the equipment, Multi-Unit Discounts, amendment letter and any other information the vendor determines is necessary for the decision making process.

If any Information files are VISN dependent, include the VISN number at the beginning of the file name. For example, a different multi-unit discount has been drafted for each VISN and named accordingly. See Figure 3.

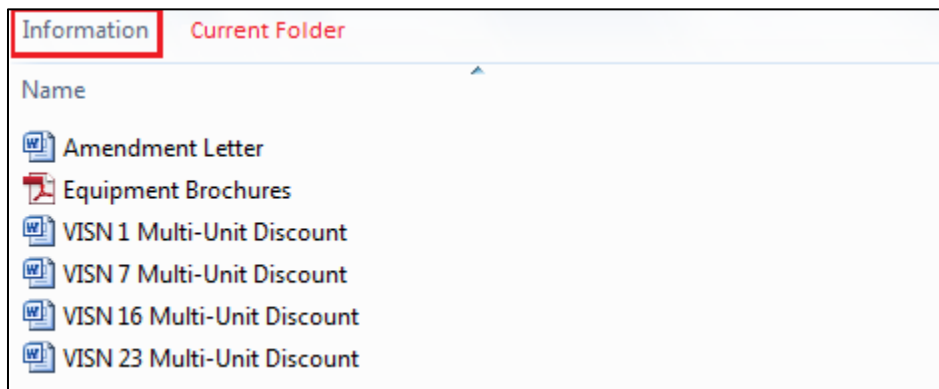


Figure 3: Information folder with VISN dependent Multi-Unit Discounts.

**The MDS2 and 6550 folder** should have subfolders named after the equipment type. The equipment type can be found by referencing the Obligation/Line Numbers in 4.6. For example XYZ Medical is submitting a quote for VISN 1 which includes XR-US, XR-CT, and XR-PORT RAD. See Figure 4. They have included both the MDS2 and the 6550 for their XR-CT equipment. The MDS2 and the 6550 should be named as shown in Figure 5.

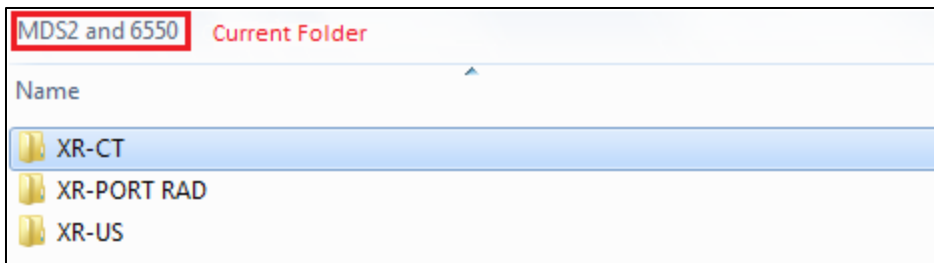


Figure 4: MDS2 and 6550 folder with the equipment type subfolders

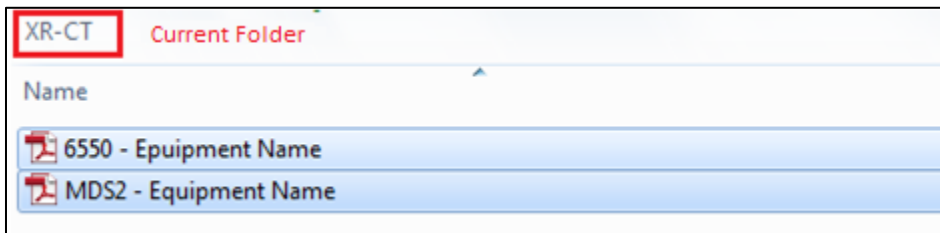


Figure 5: MDS2 and 6550 name convention

**Included the VISN22 folder** should be a subfolder for each equipment type a quote was drafted for. See Figure 7. The quote should be located in the proper VISN and Equipment Type folder with the following naming scheme. The Obligation Number – Location of the medical center, Name of the vendor. For example, the obligation number 650-B20008, is for a XR-US for Providence located in VISN 1. The Quote file should read, “650-B2008 – Providence, XYZ Medical Equipment, Inc.” See Figure 8. The files uploaded to this folder should only be in .PDF form.

**There should be only one obligation number for each file, unless there are Alternate quotes provided (see 4.2.2).**

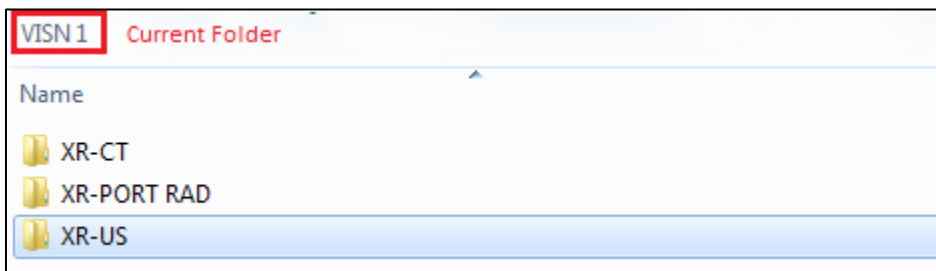


Figure 7: VISN 1 subfolder inside the larger Quotes folder

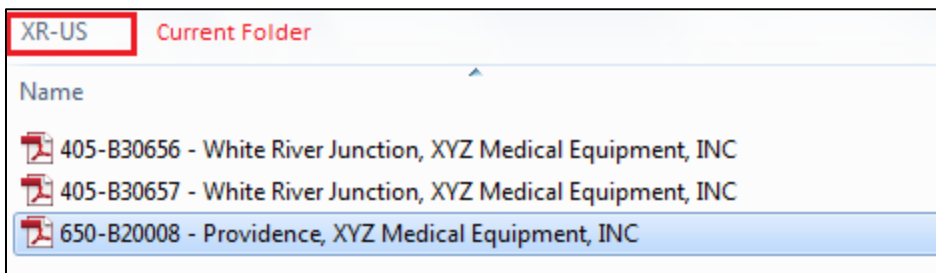


Figure 8: Obligation number and naming convention inside equipment type folder

**The Workups folder** should be created and organized the same way the Quotes file is organized. However the workups should be submitted as Microsoft Excel documents.

5.3.3. PAPER COPIES ARE NOT ACCEPTABLE.

5.3.4. Acceptable software formats are Microsoft Word, Microsoft Excel, and Adobe (.PDF).

5.3.5. The vendor shall provide **ONE** CD/DVD of their quotes; **all documents shall be UNLOCKED, UNPROTECTED and SEARCHABLE for editing to facilitate preparation of orders for award.**

#### 5.4. Closing Date and Responses

5.4.1. Responses are due to the NAC, HTME Division no later than:  
▪ 12:30 pm CDT on April 30, 2014

5.4.2. For postal deliveries, the address is:

**VA/National Acquisition Center  
Attn: HTME Division –VISN 22 Special Consolidation (003A4C2)  
P.O. Box 76  
Hines, IL 60141**

5.4.3. For overnight deliveries, please use the following address:

**VA/National Acquisition Center  
Attn: HTME Division – VISN 22 Special Consolidation (003A4C2)  
1<sup>st</sup> Avenue one block north of Cermak Rd., Bldg 37  
Hines, IL 60141**

5.4.4. Email and fax responses will not be accepted.

5.4.5. Responses not received by the due date and time will be determined non-responsive.

5.5. Inquiries may be sent to [Vendors@va.gov](mailto:Vendors@va.gov) or the NAC, HTME Division Contracting Officer assigned to your contract.

#### ENCLOSURES:

Requirements or Purchase Descriptions  
Schedule of Line Items Spreadsheet  
VISN 22 Special Consolidation Schedule  
VA Directive 6550  
Vendor Workup Spreadsheet