

Request for Qualifications (RFQ) / Request for Proposals (RFP)
for
Workstation, Office, Public Space and Ancillary Furniture and Installation
for the
Regional Agency Headquarters Facility
at 375 Beale Street, San Francisco
PART 1: RFQ

Questions and Answers / Responses to Requests for Clarification Document #3

November 27, 2013

Question 1: We are in receipt of your addendums for the RFP and want to address an issue with you. The issue comes primarily with the performance bond. As a Dealer we are a financially stable company. The challenge that we run into with performance bonds is that it is basically like writing a check for us as the funds are sequestered until the project is completed. In the past in these situations, we partner with our manufacturer to provide these bonds when required. BAHA Addendum #1 and the Question and Answer documents issued exclude us from the ability to partner with our major manufacturer to accommodate this requirement. As one of the strongest dealers in the market and a company that has done business with your agencies in the past, we are wondering if there is an alternate approach that would allow us to submit with the confidence that these issues would not come up again after a great deal of hard work to become qualified.

Answer 1: You mention that you can secure the required bonds in concert with your manufacturer and their surety. One way you could meet our requirements would be to arrange with the manufacturer's surety to provide the performance and payment bond on the contract with the Dealer as the principal. How you structure the relationship with the surety, yourself and the manufacturer is between yourselves.