

RESPONSE TO QUESTION #3 – AEPA IFB #008

Please note in IFB #008, Part A., Section II, Sub-Section D., bidders must be able to provide products and services to all AEPA members. The bidder is required to have extensive knowledge and at least three (3) years experience with the installation and maintenance of the equipment, service or software offered.

QUESTION #3 - AEPA IFB #008

I am writing to you to request clarification on one issue before I decide whether or not to participate in the upcoming bid. Is it a requirement that our company be able to provide our product in all of your member states and a bidding prerequisite that our company be able to demonstrate a track record of installations in 10 of the 21 states?

Our company sells primarily to the educational market and to General Contractors who build new schools or do extensive renovation projects. In the case of your upcoming bid, I am looking at the fixed auditorium seating. Our line is Seating Concepts (San Diego, CA). However, we only service Michigan, Ohio, Indiana, and Kentucky.

I wouldn't want to over-obligate ourselves or oversell what we're capable of doing. If you are looking for "national coverage" I would say we could only offer "regional coverage" in the states I listed.

Your response is appreciated.

Sincerely,

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