

**April 19, 2012 CLARIFICATIONS AND AMENDMENTS:**

**Clarification:**

**On page 48, the Roman Numerals are repeated in error. The page begins with XIII. The second to last paragraph is changed to XX, the last paragraph is changed to XXI. On page 49, the paragraphs are changed to XXII and XXIII.**

**Appendix C, paragraph XXII is deleted and the following is substituted:**

**XXII. The NHSLC will receive free storage for product owned by the NHSLC up to 35,000 cases for 90 days but will pay for inbound handling. See Appendix D-1 and Question 10 from April 18, 2012 answers.**

Question 1: Part 1, Section 1.1, page 4, Paragraph (A) and (B). Please clarify what the differences are between these two requirements.

Answer: See April 18, 2012 Clarifications and Amendments

Question 2: Part 1, Section 1.2, page 5. The RFP states that the new warehouse operations must be functioning “on or before October 31, 2013.” Part 1, Section 1.25, page 17 states that the NHSLC will “select a period during a time of slow sales (such as January-March)...for the transfer of all product from the “old” to the “new” Warehouse.” Please clarify the time frame differences.

Answer: The timeframes are different because they apply to two different events. Part 1, Section 1.2, page 5 contains the requirement that the warehouse be functioning on or before October 31, 2013.

Part 1, Section 1.25, page 17 applies after the contract has been awarded. It describes the transition that can occur at the end of the contract or in the event that the contract is terminated.

There is also a transition contained in Part 3, Section 3.0.11, page 25. This transition applies to the beginning of the new contract. The new warehouse must be fully stocked and functioning on October 31, 2013. The product in the new warehouse as of October 31, 2013 will arrive directly from suppliers. After the new warehouse is operational, the remaining inventory will be moved from the old to the new warehouse.

Question 3: Part 1, Section 1.14, page 13. If a proposer needs to submit a redacted version of its Proposal, how many copies of the redacted version are needed? Is the redacted version a paper copy or an electronic copy or both?

Answer: On June 7, 2012, if a proposal needs to be redacted, the vendor must submit both one paper and an electronic copy of a redacted proposal.

Question 4: Part 3, Section 3.0.6, page 22. The RFP states that the warehouse Vendor shall make available a “customs bonded warehousing area.” Please define the size requirements in terms of square footage? Will this area require any special temperature control requirements?

Answer: A customs bonded warehousing area will not be required without a minimum of sixty (60) days notice to the vendor. If such an area is needed, the NHSLC and the vendor shall negotiate in good faith the size and conditions of this area including any effect on rates.

Question 5: Part 3, Section 3.0.8, page 25. The RFP states that the warehouse Vendor is required to have the product “loaded on a truck and ready for delivery to NHSLC stores within 8 hours of receipt of the picking information.” If the proposer can provide an alternative solution that is agreeable to the NHSLC, can this time frame be modified?

Answer: Yes. The vendor must respond to every section in the RFP (Part I, Section 1.7.1). The response may be “understood” which shall signify that the vendor takes no exception. The vendor may, however, take an exception and clearly describe the alternative solution. If the alternative solution is agreeable to the NHSLC, the NHSLC has the authority to waive mandatory requirements and accept alternatives. (Part I, Section 1.7.2)

Question 6: Part 3, Section 3.4, page 29, APPENDIX D and APPENDIX D-1. Are these two appendices sealed together within the same envelope?

Answer: Yes

Question 7: Part 4, Section 4.4, page 34, Vendor Overall Solution (Access and Docking). What is the NHSLC referring to with the phrase “Protected trailer storage?”

Answer: Protected trailer storage applies when a trailer loaded with product needs to be stored at the warehouse. See Page 22, Section 3.05.3 and Appendix C, paragraph XV. The protection may be provided by securing an open trailer to the warehouse or parking a closed trailer within adequate fencing.

Question 8: Part 4, Section 4.4, page 34, Vendor Pricing and Innovation. The RFP states that any alternative rate proposals must be submitted as sealed, alternative proposals. Is the proposer required to submit an alternative technical response along with its alternative rate submission? How many copies of the alternative rate proposal are required for submission?

Answer: Yes. The vendor must clearly describe the basis for an alternative rate proposal. The vendor must submit three original and 8 copies of the alternative rate proposal and the alternative technical response.

Question 9: Part 4, Section 4.4, page 34, Vendor References. Do the proposer's references need to write a reference? Or, does the proposer just submit the contact information as specified in the RFP?

Answer: The vendor must provide a written reference from individuals who have personal knowledge of the vendor's history and experience. In addition, the written reference must include the contact information required in Part 4, Section 4.4, page 34.

Question 10: Appendix C, Section VIII. Specific Requirements, C.4., page 47. Will the warehouse Vendor be loading trailers destined for retail store delivery as a "live load" or will this process occur via a dropped trailer pool?

Answer: The loading of trailers for shipment to NHSLC retail stores and Licensee shipments are mostly live loads, however, both warehouse and transportation vendors cooperate with each other to achieve the most advantageous solution.

Question 11: Appendix C, Section XVIII, [now section XXIII] page 49. The RFP states that the warehouse Vendor must be able to accept inbound deliveries 6:00 AM to 9:30 PM Monday through Friday. This is inconsistent with the time period of 6:00 AM to 8:00 PM (as stated on page 33). Please clarify.

Answer: The vendor must be open to accept inbound deliveries from 6 AM to 9 PM Monday through Friday. **Two sections of the RFP are hereby amended to reflect these hours:**

**Part 4.4 Vendor Overall Solution, page 33 and Appendix C, Paragraph XXIII, page 49**

Question 12: What Warehouse Management System (WMS) does the NHSLC and the current warehouse Vendor use?

Answer: What will be important to the vendor is not what warehouse management system the NHSLC uses but rather what information system is used at NHSLC headquarters. The NHSLC currently uses a locally-developed headquarters liquor inventory and distribution system (using Unisys Business Information Server software) but will be replacing that system with a new system within the next three years. Whatever system a vendor employs for WMS, it must interface with our current system at the NHSLC. Vendors must exchange data in the format of the files described in Appendix P.

Question 13: Will the selected warehouse Vendor be required to supply the Warehouse Management System and/or Transportation Management System, or will the warehouse Vendor only be required to interface with the software systems used by the NHSLC?

Answer: This is a warehouse RFP, and there is no requirement for the vendor to provide a Transportation Management System. The warehouse vendor will be required to

provide their own WMS to interface their WMS with the current and future systems described in Question 12.

Question 14: Are there any specific requirements for the warehouse Vendor software package or is it just the ability to interface with the NHSLC's software package?

Answer: The warehouse vendor's WMS software must be able to interface with the NHSLC liquor inventory and distribution software systems. See answers to Questions 12 and 13.