



STATE OF DELAWARE  
EXECUTIVE DEPARTMENT  
OFFICE OF MANAGEMENT AND BUDGET

October 15, 2019

TO: ALL OFFERORS

FROM: Steven Chillas  
STATE CONTRACT PROCUREMENT OFFICER II

SUBJECT: ADDENDUM #1 TO INVITATION TO BID:  
Contract #GSS19560-TRUCKS\_VANS  
Model Year 2020 or Newer – Pickup Trucks, Chassis, and Vans

**ADDENDUM #1**

This addendum is issued to clarify questions submitted by interested vendors as per the ITB – GSS19560-TRUCKS\_VANS.

**\*\*\*Clarification 1: Bed length clarification - specification B, C, & G.**

Interested vendors will take exception to the bed length specification, if applicable. The State of Delaware understands that bed length will be determined by manufacturer model, package ordered and body style. Please use Attachment F to GSS19560-TRUCKS\_VANS "Exceptions Form" in regard to this oversight.

**\*\*\*Clarification 2: Van specifications.**

Van specifications requested are based off of current fleet models. While vans size, capabilities and specifications are relative to individual manufacturers, the intent of listed examples is provide a minimum specification. Each specification listed may be multi-awarded to different manufacturers based off of the product being offered meeting the parameters of the specification requested. While the State of Delaware cannot tell potential vendors how to address specifications, potential vendors are reminded to review the Exceptions process and Exceptions Form – Attachment F to the ITB, when submitting a potential proposal.

**\*\*\*Clarification 3: Specification F – optional package requests**

All optional packages for Specification F in the Appendix B – Pricing Spreadsheet should reflect (4 x 2 (2 wheel drive) as opposed to (4 x 4 (4 wheel drive). The option for Four (4) wheel drive is a separate option package.

**Question 1: Specification S: Item 7: Vinyl seats and vinyl floors. Do you want vinyl floors extended throughout the length of the vehicle?**

Answer 1: Yes

**Question 2: All Chassis Specifications: Please clarify if you would like the “back up camera” listed as standard equipment, or only as the optional package? It is not noted in Sub-section #6, but is listed as separate Optional pricing line.**

**Chassis Cab specification H, I, J, &K, the rear view camera is listed in the optional Package Configurations, Package 14 OEM rear view camera shipped loose. Should this be bid as an option of part of the standard vehicle?**

Answer 2: For all Chassis Cab specifications, please price the camera as optional equipment, not as standard. Reverse (back up) cameras are required OEM on all vehicles manufactured after May 2018 that are below 10,000 lbs GVW. All Chassis Cabs should have this listed as optional.

**Question 3: Please reference page 58, section labeled Additional Chassis Requirements (spec H, I, J, K, L, and M).**

**Please clarify for package 15, the state would like us to provide the state with: 1) list of our upfitters, 2) type of upfits they perform, and 3) percentage amount representing markup the dealer will add to upfit (no matter the type of upfit)?**

Answer 3: The State of Delaware is asking for each vendor that submits a bid for Specifications H, I, J, K, L & M to submit:

(1) a list of the upfitters that they routinely work with in order for interested agencies (FLEET, DelDOT, etc) to have knowledge of common bed options for chassis. The State understands that dealers work with multiple upfitters and/ or post order after market vendors.

(2) The type of upfitting performed simply means types of bed options offered. These would include, but are not limited to: stake body, maintenance, dump, landscaping, etc., to include custom bodies of each style or general custom bodies.

(3) The percentage amount of markup is what the dealer would charge (as a percentage) over the cost of an upfitting. For example, if Dealer “A” is awarded Chassis Spec H and the State orders a dump body, the dealer would add the percentage of markup to the cost of what the upfitter charged to build desired bed as requested by agency.

**Question 4: Is this bid open to “any” OEM Manufacturer.**

Answer 4: Yes. Any OEM manufacturer may submit a proposal.

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