



STATE OF DELAWARE
EXECUTIVE DEPARTMENT
OFFICE OF MANAGEMENT AND BUDGET

October 8, 2026

TO: ALL OFFERORS

FROM: ADRIA PHELAN
STATE CONTRACT PROCUREMENT OFFICER

SUBJECT: ADDENDUM TO REQUEST FOR PROPOSAL NO.: GSS27707-TACTICAL

ADDENDUM # 1 - Response to Questions

The purpose of this addendum is to provide responses and clarification to questions received during the Q&A period of the above-named Request for Proposal.

Appendix B is hereby revised to remove the Tactical Vest line. Any responses for the Tactical Vest line will NOT be considered.

Q1. Please confirm whether vendors offering exclusively non-firearm products, such as the Tactical Vest and Non-Ballistic Riot Helmets identified in Appendix B, may participate without possessing a Federal Firearms License or Delaware firearms license. If so, please confirm that Appendix A, Section E's licensing-documentation requirements apply only to vendors offering firearms or other items requiring those licenses.

Please refer to pg. 47 E. **Licensing Requirements** of the RFP. If you are only selling tactical gear and not firearms, then the licensing requirements do not apply.

Q2. Please clarify whether vendors may provide multiple offerings under "Tactical Vest," including concealed vests, outer vests, and plate carriers, with and without ballistic armor, or whether the State requires a specific vest configuration. If a specific configuration is required, please provide the applicable specifications, including whether armor must be included and any required protection level, coverage, sizing, or carrier features. If multiple configurations are permitted, please explain how they should be submitted between Appendix B and Appendix B1.

Tactical Vest is removed from Appendix B.



GOVERNMENT SUPPORT SERVICES – CONTRACTING

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Q3. Please explain how Product Availability and Pricing scores will be calculated for vendors bidding only selected product categories. Will availability be measured against all 52 market-basket items or only the applicable category? Will products offered through Appendix B1 contribute to either score? Please also confirm whether a vendor may receive an award based solely on eligible Appendix B1 offerings.

Products Availability and Pricing scores – the evaluation will be based on the percentage of market basket items for which the vendor provides a responsive offer. Refer to page 14. 4. **Product Availability.**

Refer to pg. 46 C. **Covered Products** of the RFP, Appendix B.

Appendix B1 will not be part of the evaluation. The evaluation will be based on the market basket items.

Q4. Please confirm whether made-to-order ballistic armor and ballistic shields qualify as highly specialized items for which vendors may propose delivery schedules exceeding 30 calendar days. May product-specific production lead times be included in the proposal and incorporated into the awarded contract? Please also explain how average delivery time should be calculated when proposed products have different lead times.

If an agency requests specialized items, the details would need to be discussed and mutually agreed upon by the ordering agency and the vendor.

Refer to page 14, D. Criteria and Scoring number 2. Evaluations will be based on the **average** delivery time stated in the vendor's proposal.

Q5. Please confirm that Appendix C controls and that all proposals and required attachments must be submitted through Bonfire, with paper, mail, courier, and hand-delivered submissions not accepted.

Appendix C refers to **ONLINE BID SUBMISSION PORTAL INSTRUCTIONS**. Please refer to pg. 7 M. Proposal Submission Requirements & Format of the RFP for paper submittal instructions.

Q6. Please clarify whether Appendix B1 may include any law enforcement-related equipment and supplies within the solicitation's scope, subject to its stated exclusions, or whether additional offerings are limited to alternatives or variations of the products expressly requested in Appendix B. Please also confirm whether alternatives to Appendix B items should be entered directly against the corresponding market-basket line or separately in Appendix B1.

Please refer to pg. 46 C. **Covered Products** of the RFP.

Yes, B1 is for additional product offerings that align with the scope of the solicitation.

Appendix B, includes fields for you to provide the Manufacturer and Manufacturer Item # corresponding to the Product Description provided.

Q7. How broadly may vendors use Appendix B1? May we include our broader law-enforcement catalog, provided the products fall within the overall scope of the solicitation?

B1 is for additional product offerings that align with the scope of the solicitation. Catalogs are **not** permitted.

Q8. For firearm accessories, may we include complete catalogs and pricing for various brands within this category?

No, catalogs are **not** permitted.

Q9. May Appendix B1 include additional tactical categories such as Less Lethal products and other SWAT equipment, provided they are not excluded or required to be purchased under another State contract?

B1 is for additional product offerings that align with the scope of the solicitation.

Q10. If a product or SKU is not included in Appendix B1 at award, can it later be added under an already-awarded manufacturer/product line, or will separate State approval be required?

Items can be added at time of extension, which will require review and approval by the state.

Q11. For Appendix B1, must we provide a fixed net selling price for every product for the full initial two-year term, or may we use a manufacturer MSRP/list price less a fixed percentage discount?

A fixed net selling price for every product for the full initial two-year term is required.

Q12. Will the State accept dealer/distributor cost plus an agreed percentage markup, or is pricing limited to fixed unit prices and/or discounts from published manufacturer pricing?

A fixed net selling price for every product for the full initial two-year term is required.

Q13. If pricing is based on MSRP/list price less a fixed discount, may the manufacturer's published price list change during the initial term while our awarded discount percentage remains fixed?

No, prices are fixed for the initial two-year term.

Q14. If manufacturer/dealer costs increase during the initial two-year term, is there any mechanism to adjust contract pricing?

No, prices are fixed for the initial two-year term.

Q15. Are we able to submit a catalog discount for this contract? I did not see a catalog discount sheet we could add only itemized lists.

No, a catalog discount is not permitted.

Q16. Is this replacing GSS23707A?

Yes, this is replacing GSS24707A, GSS26707B, and GSS22707. All will have expired or will expire on 2/28/2027.

All other terms and conditions remain the same.

S:\ Addendum to RFP