

**QUESTIONS AND ANSWERS**  
**RFP #220403: Repair and Replacement of Window Coverings**

The following questions have been submitted concerning the RFP shown above. All questions received by the posted deadline of 4:00 PM, Central Time, Tuesday, October 27, 2021 are provided verbatim from what was received and have been answered in bold. It will be the responsibility of the Proposer to determine what, if any, information from the Questions and Answers provided herein will be applicable in the submission of a Proposal. As stated in Section III (Special Conditions), Letter Q (Miscellaneous): "The submission of a Proposal shall be prima facie evidence that the Proposer has full knowledge of the scope, nature, quantity and quality of work to be performed; the detailed requirements of the specifications; and the conditions under which the work is to be performed."

RESPONDER QUESTION #1: In reference to Section V-B stating that 3 references are required. Currently, as a newly established small locally owned business, I have 2 eligible commercial clients to submit besides the Escambia County School District.

- 1: Can my previous performance with the school district be considered in place of a third reference?  
or
- 2: May I use two references from separate Directors of the same company?

**ANSWER #1: As stated in Section V. B., the District may not be used as one of the three required references; however, the District may consider the Responder's past performance as a District vendor when evaluating the References section. References must be from three separate entities, so references from two different employees of the same company would not be sufficient. Be advised, however, that a proposal containing only two references will not be automatically rejected for that reason.**

RESPONDER QUESTION #2: Can you provide us with the schools spec's for bidding purposes?

**ANSWER #2: There are no specifications for specific locations included in this solicitation. Services will be performed on an as-needed basis throughout the District during the term of this Agreement. Please review Section IV of the solicitation for further details regarding the services being requested.**