



STATE OF TENNESSEE
DEPARTMENT OF GENERAL SERVICES, CENTRAL PROCUREMENT OFFICE
INVITATION TO BID # 32110-13681-13688
FOR SWC 331 Ammunition

DATE: 07/15/2025

ITB # 32110-13681-13688 IS AMENDED AS FOLLOWS:

1. State responses to questions and comments in the table below amend and clarify this ITB.

Any restatement of ITB text in the Question/Comment column shall NOT be construed as a change in the actual wording of the ITB document.

Comments, Questions and Answers			
#	ITB Section	Question/Comment	Answer
1	Event Details	Does the State have a due date for the new solicitation yet? I would need 30-45 days to negotiate with all the different factories.	CPO will adjust the ITB solicitation timeline to allow suppliers additional time to negotiate pricing with manufacturers. We recognize that this is a critical step in ensuring accurate and competitive bid submissions, and we are committed to supporting a fair and transparent process for all respondents.
2	Event Details	I just received a request for a renewal under the current SWC331, but this new one is to go in effect in October....so just confirming that the current renewal is just being used as kind of a bridge until the new solicitation can be awarded.	The State of Tennessee has determined that it is in its best interest to resolicit SWC331 – Ammunition. The current contracts will remain in effect until new contracts are awarded.
3	Event Details	Also, since we are just receiving the updated model today, will an additional deadline for questions be granted after the solicitation is released? And you estimated release of the solicitation at the end of July?	The State of Tennessee provided five (5) business days for respondents to review and submit questions and comments. At this time, the State does not plan to allow an additional round of questions and comments, as the updated Evaluation Model was distributed following the Pre-Response Conference.

4	Event Details	Please confirm my understanding that the bid will open on August 5 with a deadline of August 19 th to submit as stated in the schedule of events.	CPO has adjusted the ITB solicitation timeline to allow suppliers additional time to negotiate pricing with manufacturers.
5	Terms and Conditions Section 6.2.	In the event that an agreement cannot be met between the state and contractor on a price change, will the state add an opt clause for the contractor to Section 6.2 (c)?	The State of Tennessee will not add an opt clause to the Section 6.2 (c) of the Terms and Conditions.
6	Terms and Conditions Section 6.2.	Will the State of Tennessee accept price increases due to tariffs? If not, will you cancel affected line items without negatively repercussions to the vendor?	Price increases resulting from tariffs are handled in the same manner as a standard price change, in accordance with the Terms and Conditions outlined in Section 6.2. Price Changes.
7	Terms and Conditions Section 7.2. & 7.3.	We are requesting the State of Tennessee remove section 7.2. and 7.3 from the ITB.	Section 7.2. Proof of Cost for Parts, Materials, Supplies, and Equipment and 7.3. Proof of Cost for Parts Not in a Catalog or Price List have been removed from the Terms and Conditions.
8	Terms and Conditions Section 7.2. & 7.3.	Will the state please expound on what documentation will be required to fulfill the requirements of 7.2 and 7.3?	Section 7.2. Proof of Cost for Parts, Materials, Supplies, and Equipment and 7.3. Proof of Cost for Parts Not in a Catalog or Price List have been removed from the Terms and Conditions.
9	Terms and Conditions Section 7.2. & 7.3.	Can you please explain in greater detail the expectation the state has for each vendor concerning the information in Terms and Conditions, Section 7.2 & 7.3? As I understand, the state is determining what our cost is, and we have to disclose our cost to the state? Is that accurate?	Section 7.2. Proof of Cost for Parts, Materials, Supplies, and Equipment and 7.3. Proof of Cost for Parts Not in a Catalog or Price List have been removed from the Terms and Conditions.

10	Terms and Conditions Section 7.2. & 7.3.	How does the state define “contractors” out-of-pocket cost”? What factors and circumstances does the state use to determine its definition of a vendor’s “cost point”?	Section 7.2. Proof of Cost for Parts, Materials, Supplies, and Equipment and 7.3. Proof of Cost for Parts Not in a Catalog or Price List have been removed from the Terms and Conditions.
11	Evaluation Model	Why did the state not include the top selling product listed in the SWC331 Spending Analysis on the Lethal Ammunition item listing in the Evaluation Form?	The State has included the top selling product listed in the SWC331 Spending Analysis on the lethal ammunition item listing. It is line item five (5), Ammunition, 5.56 Solid Base 64 grain.
12	Evaluation Model	Is it possible to add additional items to this list – for example we have a 9mm 135gr FMJ that allows officers to train with the same bullet weight as they carry for duty?	Additional items cannot be added to the list of core line items, as these were determined based on historical data, spend analysis, and agency requests. However, as outlined in the Specifications, Section 3, “items available under the SWC will be contained in catalog extracts from published catalogs, price lists, or price schedules.”
13	Evaluation Model	I assume the Evaluation Model is merely a sample of the Edison document and is not required to be submitted until the actual bid is posted in Edison.	The Evaluation Model included in the Request for Information (RFI) is provided as a sample for reference only. When the actual bid is posted in Edison, all required documents, including any evaluation-related documents, will be specified in the solicitation and must be submitted as instructed.
14	Specifications	Also, I noticed that you need a manufacturer’s authorization but in our case we are both the manufacturer and distributor?	If your company is both the manufacturer and distributor of the products being offered, a separate manufacturer’s authorization is not required. A letter on you company’s letterhead stating that you are the manufacturer and distributor will suffice.
15	Specifications	For items offered in the catalog discount section. If those items are related to already defined categories in the bid, will those items also be purchased at the same UOM (Unit of measurement)?	Items offered under the catalog discount section are not required to match the unit of measure (UOM) defined for core line items. Catalog items may be purchased in the UOM published in the supplier’s catalog, price list, or price schedule, as outlined in the Specifications, Section 3.1.

2. Summary of Changes.

- a.** The Evaluation Model has been updated with consolidated core line items for lethal, less-than-lethal, and training/marketing munitions, along with a new sixth tab displaying historical data and spend.
- b.** Section 7.2. Proof of Cost for Parts, Materials, Supplies and Equipment and 7.3. Proof of Cost for Parts Not in a Catalog or Price List of the previous Terms and Conditions has been removed.
- c.** Added general delivery timeframe for stocked items and non-stock or specialty items to the Specifications, specifically section 2.3.