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May 12, 2015

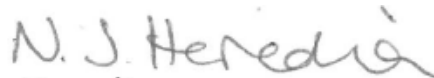
ADDENDUM #1 to the University of Florida Invitation to Negotiate ITN15NH-115, Specialty Laboratory Supplies **scheduled to open on May 28, 2015 at 4:00 PM at the University of Florida**, Elmore Hall Conference Room, 971 Elmore Drive, Gainesville, Florida.

This addendum consists of:

Questions /inquiries submitted prior to May 12, 2015 – 5:00 PM and answers.

This addendum shall be considered part of the Contract Documents for the above mentioned **ITN15NH-115, Specialty Laboratory Supplies** as though it had been issued at the same time and incorporated integrally therewith. Where provisions of the following supplementary data differ from those of the original document, this addendum shall govern and take precedence. All other terms, conditions, and regulations will apply.

Sincerely,



Nicola Heredia
Purchasing Coordinator II, Research and Scientific

Please acknowledge receipt of Addendum #1 by signing below, and returning this addendum with your proposal. Failure to include addendum with your proposal may result in rejection.

Signature

Company Name

Company Address

City/State/Zip

University of Florida (UF) Questions/Response

1. **Can we make any changes to the ITN document? For example in the Invitation document page 11 in section 2.5.4 regarding new product introductions you ask if we have new products to introduce that we do that monthly; I would like to change that to quarterly.**

I would put that in the Tab 10 responses.

2. **Will the bid recipients also become hosted vendors on myufmarket?**

That's our goal. I can't promise it until we are finished negotiating, but that's our goal. We can't promise that every awarded supplier will be in myufmarket but we are hoping to enable most of those relationships. It depends on the pricing structure that is offered and how competitive what their offering is against other markets. We have a prime; we wouldn't be looking to enable competition with the consumables that our prime routinely sells. You guys are in special areas and that's what we would be looking to enable.

3. **The University of Florida being a public university, how will UF guard against public access of discounts or the terms of agreement between UF and secondary suppliers?**

The short answer to that is, we can't. We are a public institution and anything that we have we have to be able to disclose. The longer answer to that is if your pricing structure is something that you can argue is proprietary as a trade secret under Florida law then we do not have to disclose it. The other thing I can say is in operation, because we are talking about enabling relationships in myufmarket, unless people have a University of Florida logon to access myufmarket it wouldn't be particularly easy for them to find what we are paying for specific product.

As the flagship in the state University system, and the largest research spend, we are interested in trying to leverage discounts for our sister institutions in the state. We are prepared to discuss a pricing structure based on spend because we're the biggest – so we get the deepest discount – and then potentially offering discount structures that you would be interested in offering to the sister schools in the state university system. The advantage for you is that they could then stand on a publicly solicited agreement which allows them to move forward in a much easier way. So FIU is about to implement SciQuest and I believe some other institutions are looking at electronic procurement so anytime they can stand on a publicly solicited agreement it makes it easier for them to enable that relationship.

4. **What is Vantage Point Logistics?**

It is a third-party freight company. Today we are not terrific at figuring out the best way to get product here; our purchase orders are generally issued to ship the product best way. What we would like to do instead is say "please ship the product using our account with FedEx" and you would bill to Vantage Point Logistics. They will bill us for the freight portion so you won't have to handle billing us for freight. If you don't want to work that way we are looking for you to offer us free freight or flat rates of freight. We have found that the freight rates on our inbound specialty lab chemicals and supplies tend to be an unmanageable spend and using a third-party freight carrier is one of the ways that we want to

manage that spend. There is another company called FDSI which does similar work; there are a number of other logistics companies that handle this similarly.

5. In the ITN you mentioned that Fisher Scientific has offered to manage on-site; is it mandatory that we use Fisher Scientific or can we manage a supply center on our own with a host?

There are some existing relationships on our campus already and we are not prepared to endanger those existing relationships. We are not interested in establishing new relationships, so your option is either to continue your existing relationship or to work with us through the Fisher store. The advantage to working with the Fisher store is a central location that people already know about and visit frequently. We tried to provide as many options to make it attractive so that you understand that your pricing does not become apparent to Fisher – they do not see it, they don't know. The guy that runs our campus store is not interested in converting product, which is something we have heard routinely from sales staff. The goal at that store is to support our research facility and that's what they do.

6. How many vendors would be accepted as contractual secondary suppliers?

We don't know until we've seen what they have to offer. We were thinking 10-15. There are up to 30 that we have enough spend to figure out looking at, but until we see what those have to offer and how interested they are in working with us we don't know.

7. We have two different groups – a Life Science group and an Analytical – just one proposal?

Yes, please. If you have to separate it because your divisions have to separate it by pricing we understand; we don't love that as we are really looking for an integrated solution. We are looking for a corporate level relationship.