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July 26, 2021

RE: GMU 1794-222 Request for Negotiation

Dear Regina Bazile and Grace Lyman,

Thank you for choosing Interstate to move forward as a finalist and participate in round one negotiations. We have provided best possible pricing, revised proposal pricing and responses to questions requested via email.

Interstate understands that any contract award resulting from this RFP will be a cooperative procurement.

Thank you again for the opportunity.

Sincerely,



Bud Morrisette
Group President and CEO

Request for Negotiations

1. *Please provide your confirmation of availability for immediate removal of furniture stored with another supplier to your storage facility. The details will be provided at a later date.*

Interstate's Response: Interstate confirms that we have 408,000 square feet of warehouse space in Springfield and Sterling, Virginia as well as Landover, Maryland. The space will accommodate the immediate move of furniture that is currently with another supplier.

2. *Please provide your confirmation of ability to meet the requirement: movers for Freshman Move-In week, the week of August 14, 2022. Additional information to follow.*

Interstate's Response: As discussed with Erin Brandt with the GMU Housing Operation, Interstate will confirm and support an agreed upon number of move crew members after final scope of work has been defined.

3. *Please provide additional information about your warehouse inventory system. If you have an electronic inventory warehouse system, can you provide that at no additional cost to GMU?*

Interstate's Response:

Interstate offers ILIST™, a comprehensive inventory and asset management solution that can be tailored to meet GMU's specific needs. Interstate can help meet existing requirements to ensure the proper care, maintenance, accountability, use and disposal of property.

ILIST™ uses wireless communication devices to provide effective and efficient processing of customer inventories. It produces real-time tracking of the location, quantity, product origin, charge code and condition of inventory, along with other customer-defined data. The inventory system can be customized to use GMU's terminology and assets can be indexed by location. In return, this makes it easier for users to find what they need, create reports and perform quick searches via the web.

This service will be offered to GMU free of charge.

4. *Please provide your best possible pricing for book carts.*

Interstate's Response: Please see pricing spreadsheet for book cart pricing.

5. *Please provide best possible monthly storage rate.*

Interstate's Response: Please see pricing spreadsheet for monthly storage rate.

6. *Please review your pricing and provide the best available price possible for these items (crates, labels, plastic bags, computer bubble wrap bags, and boxes, etc.) as this will be considered part of your offer.*

Interstate's Response: Please see attached spreadsheet for our best possible pricing for crates, labels, plastic, bags, computer bubble wrap bags, boxes, etc.

7. *Can labeling be provided at no extra charge to Mason? If there is a charge for printing labels/tagging/placards etc. Please provide a set rate at this time for this service.*

Interstate's Response: There is no additional charge for labeling (i.e., printing labels, tagging, place cards, signage).

8. *Please clarify if you will charge for "walk-throughs" for the purpose of providing quotes or before a move/project. Mason is requesting that this service be provided free of charge.*

Interstate's Response: Interstate provides walk-throughs free of charge.

9. *Masonite and any other "protective" or reusable items should be free of charge. Please clarify if any reusable or protective items will be charged to Mason.*

Interstate's Response: Masonite and other protective or reusable items are provided to GMU free of charge.

10. *If there are any other labor rates, categories, equipment charges, fees, etc. that Mason needs to be aware of, that were not included or mentioned in your proposal, please provide a list of them at this time.*

Interstate's Response: Please see the attached spreadsheet for a complete list of our pricing.

Request for Negotiations

Proposed Pricing (Revised 7/26/2022)

PART I: Labor Rates			
Enter hourly rates for services. Hourly rates shall be paid based on time on the jobs site. Labor rates shall include all direct and indirect costs within the unit price. Labor rate shall include any travel time, travel expenses, meals, and any other possible incidentals within unit price.			
Labor Rates			
1.	Mover/Laborer, hourly rate, regular or straight time only	HR	\$32.95
2.	Supervisor, hourly rate, regular or straight time only	HR	\$40.85
3.	Vehicle (includes driver), 14' Van Body Truck, hourly rate, regular or straight time only	HR	\$61.00
4.	Vehicle (includes driver), 24' Van Body Truck, hourly rate, regular or straight time only	HR	\$61.00
5.	Vehicle (includes driver), Tractor Trailer, hourly rate, regular or straight time only	HR	\$75.00
6.	Packer	HR	\$34.95
7.	Installer	HR	\$45.00
8.	P/C Technician	HR	\$57.95
9.	Warehouseman	HR	\$40.85
10.	P/C Disconnect / Reconnect (Includes P/C or Docking Station, Keyboard, Mouse, and (1) Monitor	UNIT	\$40.00

PART 2: Storage		
Using the format below, provide the price per square foot. <u>Include details of storage solution within proposal.</u> If your rates are billed by cubic foot or by weight, please include the unit and the price per unit in your proposal.		
Storage Rates		
1.	Property Storage	\$ 1.05 Per Square Foot Per Month
2.	Record Storage	\$.32 Per Cubic Foot Per Month
3.	Portable Storage (POD type or cargo box/container type units)	\$ 0.99 Per Square Foot Per Month
4.	Trailer Storage	\$ 600.00 Per Month

PART 3: Other Optional Value-Added Services		
Value Added Rates		
1.	Packing/ unpacking services	\$ 34.95 Per Hour
2.	Special handling	Per Quote
3.	Furniture breakdown and installation	\$ 45.00 Per Hour
4.	Sensitive equipment custom crating, packing and transportation	Per Quote
5.	Product warehousing	\$ 1.05 Per Square Foot Per Month
6.	Debris removal	\$ 600.00 Per Truck Load

7.	Asset management services/ inventory services	Initial Set Up = N/C Inventory Service \$ 42.00 Per Hour
8.	Secure records transportation	\$ 62.00 Per Hour With (4) Hour Minimum
9.	Shredding	Per Quote
10.	Recycling Services	Per Quote

PART 4: Materials		
Value Added Rates		
1.	Legal Office Totes	\$3.50 each
2.	Records Storage Cartons	\$4.00 each
3.	Bubble Wrap (24" x 250')	\$150.00 per roll
4.	Stretch Wrap (18" x 1,500')	\$30.00 per roll
5.	Zip-lock Keyboard Bags	\$1.75 each
6.	Bubble Monitor Bags	\$2.75 each
7.	Move Labels	N/C
8.	Plastic Move Crates (4 crates per dolly)	\$.28 each per day
9.	Library Book / Computer Carts	\$6.00 each per day