

# **24COR-064 PAINT, STAINS, ROAD/TRAFFIC MARKING PAINT, AND PAINTING SUPPLIES**

## **Questions & Answers**

### **1. How many members do you have?**

CoreTrust does not require agency membership to utilize contracts awarded under this solicitation. Eligible public agencies may participate on a voluntary basis in accordance with their own procurement authority and the terms of the Master Intergovernmental Cooperative Purchasing Agreement. There are approximately 90,000 public agencies nationwide that are eligible to use this cooperative contract.

### **2. Has this solicitation been issued before?**

No. This is the first time this solicitation has been issued.

### **3. Do we have to bid on all line items?**

No. Respondents may submit proposals on any or all line items included in the solicitation. While it is the Lead Agency's intent to award to a vendor capable of supporting national volume, suppliers are encouraged to submit proposals that align with their capacity, including limitations related to the number of items offered or delivery scope. Awards may be made on a line-item, category, or other best-value basis, as determined by the Lead Agency.

### **4. What is the annual spend?**

The annual spend for this contract is unknown and dependent upon the level of participation by Participating Agencies nationwide. Based on historical and anticipated usage of similar cooperative contracts, total aggregate spend is estimated to be approximately \$10 million nationwide. No minimum volume is guaranteed.

### **5. What is the usage fee? When do you require reports?**

The administrative fee applicable to this contract is defined in the Form of Administration Agreement. Reporting is required in accordance with the Administration Agreement and must be submitted at the frequency and in the format specified therein. Respondents should review Section K and the associated definitions and fee provisions for the applicable administrative fee and related reporting requirements.

*Reference: Section K, Administration Agreement , Attachment A-Terms and Conditions, #8 Definitions, subsection (a) Administrative Fee and subsection (b) Reporting.*

**6. Do you have a sales team?**

Yes. CoreTrust Public Sector maintains a dedicated sales and business development team that supports participating agencies and awarded suppliers by promoting the cooperative contract and facilitating agency engagement.

**7. How do you generate leads?**

CoreTrust generates leads through a combination of direct outreach by its sales team, established relationships with public agencies, targeted marketing efforts, cooperative contract promotion, and engagement with eligible agencies seeking cooperative purchasing solutions.