



# PRE-BID CONFERENCE

IFB No. 20-23455

Pistols for Law Enforcement Personnel

March 18, 2021



# Disclaimer

**The information contained in this presentation is for informational purposes only**

**In the event of a discrepancy between the information contained herein and the IFB documents, the IFB documents will take precedence**



# Introductions

- Airports Authority Staff
- Conference Attendees {Sign-In Sheet}



# Summary of Solicitation

- Procurement Method: One Step Invitation for Bids (IFB)
- Period of Performance: One (1) year from contract effective date.
- Anticipated Contract Award: April 2021
- Contract Type: Fixed Unit-Price
- This solicitation has a 0% LDBE participation requirement
- Amendment No. One (001) issued March 11, 2021



## Solicitation Deadlines

- Questions are due March 24, 2021 NLT 2:00 PM local time. All questions must be submitted electronically via the form on the Airports Authority's website at:  
<http://www.mwaa.com/business/current-contracting-opportunities>
- Sealed Bids are due April 08, 2021 NLT 2:00PM local time using the following link:  
<https://www.mwaa.com/business/current-contracting-opportunities>



## **Bid Submission Documents:**

- a) Solicitation Offer and Award
- b) Price Schedule (Section III)
- c) Representations and Certifications (Section IV)
- d) Letter attesting bidder is a Glock law enforcement distributor authorized to sell firearms in the Commonwealth of Virginia.



**Metropolitan Washington Airports Authority  
PROCUREMENT AND CONTRACTS DEPT.  
SOLICITATION OFFER AND AWARD**

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Metropolitan Washington Airports Authority Procurement and Contracts Dept., MA-29 2733 Crystal Drive Arlington, VA 22202		1. FOR INFORMATION CALL NAME: David Bakhshae TELEPHONE NUMBER: (No Collect Calls) 703-417-0831	
2. SOLICITATION NUMBER IFB-20-23455	3. TYPE OF SOLICITATION INVITATION FOR BIDS (IFB)	4. DATE ISSUED March 03, 2021	
<b>SOLICITATION</b>			
5. DESCRIPTION OF SUPPLIES, SERVICES, CONSTRUCTION The Contractor shall furnish and deliver to the Authority's Police Department new, unused Glock brand name only pistols in exchange for the sale/trade-in of used Glock pistols in accordance with Attachment 01 - Statement of Work.  The Period of Performance will be one (1) year from contract effective date.  All questions concerning this solicitation must be submitted by 3:00 PM March 24, 2021 via the Airports Authority's website at: <a href="http://www.mwaa.com/business/current-contracting-opportunities">http://www.mwaa.com/business/current-contracting-opportunities</a> <b>Note:</b> This solicitation has a 0% LDBE participation requirement.			
8. BOND REQUIREMENTS BID BOND: None      PAYMENT BOND: None      PERFORMANCE BOND: None			
7. PRE-BID CONFERENCE DATE: March 18, 2021      TIME: 9:30 AM LOCATION: Online meeting - See the solicitation's information page for the meeting link.			
8. DEADLINE FOR OFFER SUBMISSION Bids to perform the work or to furnish the supplies or services in the Price Schedule shall be submitted through the solicitation's submission portal by 2:00 P.M. local time, April 02, 2021. Bids will be publicly opened 30 minutes thereafter. See Section V – Solicitation Provisions for additional information.			
<b>OFFER (Must be fully completed by offeror)</b>			
9. NAME AND ADDRESS OF OFFEROR (Include Zip Code)		11. REMITTANCE ADDRESS (if different than Item 9)	
		12A. E-MAIL ADDRESS	
10A. TELEPHONE NUMBER	10B. FAX NUMBER	12B. COMPANY INTERNET WEBSITE	
13. ACKNOWLEDGMENT OF AMENDMENTS (This offeror acknowledges receipt of amendments to this solicitation - give number and date of each)		14A. NAME & TITLE OF PERSON AUTHORIZED TO SIGN OFFER	
AMENDMENT NO.		14B. SIGNATURE	14C. DATE
DATE			
<b>AWARD (To be completed by MWAA)</b>			
15. ACCEPTED AS TO ITEMS NUMBERED		20A. NAME OF CONTRACTING OFFICER	
16. CONTRACT NUMBER	17. AMOUNT	20B. SIGNATURE OF CONTRACTING OFFICER	
18. DATE OF AWARD	19. CONTRACT EFFECTIVE DATE		

MWAA Form PR-05 (Rev. 1/2019)



Metropolitan Washington Airports Authority					
PRICE SCHEDULE					
NAME OF OFFEROR OR CONTRACTOR		SOLICITATION OR CONTRACT NUMBER		PAGE	
Type Contractor Name Here		IFB-20-23455		Section III	
SCOPE OF WORK					
The Contractor shall furnish and deliver to the Authority's Police Department new, unused Glock pistols in exchange for the sale/trade-in of used Glock pistols in accordance with Attachment 01 - Statement of Work.					
NO.	SUPPLIES/SERVICES	EST QTY	UNIT	UNIT PRICE	AMOUNT
NEW UNUSED FIREARMS					
01	Pistol: Model G45 Gen5 (9x19mm) Frame:Compact slide with a full size, Trijicon Night Sights, Magazine: three (3) 17 round magazines, pistol box, cleaning rod, cleaning brush, grip kit, and gun lock.	265	Each		
02	Pistol: Model G26 Gen5 (9x19mm) Frame:Compact slide with a full size, Trijicon Night Sights, Magazine: three (3) 17 round magazines, pistol box, cleaning rod, cleaning brush, grip kit, and gun lock.	10	Each		
<b>SUBTOTAL - NEW UNUSED FIREARMS</b> (Items 01 through 02)					
USED FIREARMS FOR EXCHANGE/SALE					
01	Pistol: Gen4 Glock 35 with Trijicon Night Sights and 3 LE High Capacity Magazines	259	Each		
02	Pistol: Gen4 Glock 23 with Trijicon Night Sights and 3 LE High Capacity Magazines	20	Each		
03	Pistol: Gen4 Glock 27 with Trijicon Night Sights and 3 LE High Capacity Magazines	9	Each		
<b>SUBTOTAL - USED FIREARMS</b> (Items 01 through 03)					
<b>NET TOTAL</b> (New Unused Firearms MINUS Used Firearms)					
				<b>WARNING: PRICE SCHEDULE INCOMPLETE.</b> Pricing must be provided for all of the above items	
NOTES:					
<b>ELECTRONIC SUBMISSION OF PRICE SCHEDULE:</b> This Price Schedule must be submitted through the solicitation's submission portal in its original Microsoft Excel Format. The structure of the schedule is protected and shall not be modified in any way. Modified schedules may be deemed non-conforming to the solicitation.					
<b>BASIS OF AWARD:</b> Award shall be made to the responsive and responsible bidder whose Net Total is lowest. Net Total means subtotal of New Unused Firearms minus the subtotal for Used Firearms.					
<b>NOTE:</b> Line item unit prices proposed above are one time quantities and will be fixed for the duration of the Contract.					
<b>NOTE:</b> The Airports Authority is Law Enforcement and is located in the Commonwealth of Virginia. The items listed above will not be used or shipped to/from Washington DC.					
<b>NOTE:</b> "Exchange/sale" means to exchange or sell non-excess, non-surplus personal property and apply the exchange allowance or proceeds of sale in whole or in part payment for the acquisition of similar property. The exchange allowance or sale proceeds will be applied to the acquisition of replacement property.					
<b>EVERY ITEM OF THE SCHEDULE MUST BE COMPLETED OR THE BID MAY BE DEEMED NON-</b>					





**SECTION IV - REPRESENTATIONS AND CERTIFICATIONS**

**01 PARENT COMPANY AND IDENTIFYING DATA**

A. A "parent" company, for the purpose of this provision, is one that owns or controls the activities and basic business policies of the offeror. To own the offeror's company means that the parent company must own at least 51% of the voting rights in that company. A company may control an offeror as a parent company even though not meeting the requirement for such ownership if the parent company is able to formulate, determine, or veto basic policy decisions of the offeror through the use of dominant minority voting rights, use of proxy voting, or otherwise.

B. The offeror [ ] is, [ ] is not (check applicable box) owned or controlled by a parent company.

C. If the offeror checked "is" in paragraph B. above, it shall provide the following information:

Name and Main Office Address of Parent Company (include zip code)	Parent Company's Employer's Identification Number
----------------------------------------------------------------------	------------------------------------------------------


D. If the offeror checked "is not" in paragraph B. above, it shall insert its own Employer's Identification Number on the following line:

\_\_\_\_\_

E. The offeror (or its parent company) [ ] is, [ ] is not (check applicable box) a publicly traded company.

F. The offeror shall insert the name(s) of its principal(s) on the following line:

\_\_\_\_\_

**02 TYPE OF BUSINESS ORGANIZATION**

The offeror, by checking the applicable box, represents that:

A. It operates as [ ] a corporation incorporated under the laws of the State of \_\_\_\_\_, [ ] an individual, [ ] a partnership, [ ] a nonprofit organization, or [ ] a joint venture.

B. If the offeror is a foreign entity, it operates as [ ] an individual, [ ] a partnership, [ ] a nonprofit organization, [ ] a joint venture, or [ ] a corporation, registered for business in \_\_\_\_\_ (country).

**03 AUTHORIZED NEGOTIATORS**

The offeror represents that the following persons are authorized to negotiate on its behalf with the Authority in connection with this solicitation:

\_\_\_\_\_  
\_\_\_\_\_



# Statement of Work

- A. Contractor shall furnish and deliver to the Authority's Police Department New, Unused Law Enforcement Grade GLOCK brand name only firearms in New, Unused condition as well as provide trade-in services for used Glock brand name firearms in "Good" condition. Weapons received through trade-ins from the Authority's Police Department shall not be resold to wholesalers within the Commonwealth of Virginia. All bidders must include with their bid a letter attesting that the company is a Glock law enforcement distributor authorized to sell firearms in the Commonwealth of Virginia.
- B. For the purposes of this solicitation, New Unused condition is defined as not previously sold at retail, in same condition as current factory production.
- C. For the purposes of this solicitation, Used in Good condition is defined as being in safe working condition, minor wear on working surfaces, no broken parts, no corrosion or pitting that will interfere with proper functioning.
- D. No substitution of Brand Name is permitted.
- E. Please see Attachment 01 – Statement of Work for detailed specifications on new and used firearms.



# On-Line Resources

- The Pre-Bid Conference Attendees List and this presentation will be posted to the Airports Authority website;
- All questions must be submitted through the Airports Authority website by 3:00 PM local time March 24, 2021;
- Answers to all questions received will be posted on-line, and all registered Planholders will be notified.



# Planholders List

As of 03/18/2021 there are no registered Planholders.



# QUESTIONS?



METROPOLITAN  
WASHINGTON  
AIRPORTS AUTHORITY

**MWAA.COM**



@Reagan\_Airport

@Dulles\_Airport

@Dulles\_Toll\_Road



reaganairport

FlyDulles

dullestollroad

