

Date: March 5, 2012

Questions and Answers  
Solicitation Number S-BE200-12-R-0019  
Mobile Phone Services

**QUESTION:** page 1 - Solicitation/Contract/order SF-1449:  
block 12 - discount terms : Normally all prices mentioned on page 3 up to page 29  
will be net-prices (including all discounts).  
Is it OK if we put "**Not applicable**" in this block?

**ANSWER:** Yes, you can put "N/A" (Not applicable) in block 12 and mention in your proposal that  
all prices are net-prices (including all discounts).

**QUESTION:** page 1, block 19 ITEM NO.: I would mention "**III.6.**" (referring to page 29, Grand Total),  
is this OK?

**ANSWER:** Block 19 on page 1 should NOT be completed.

**QUESTION:** Blocks 21, 22 & 23: I would mention "**see page 3 up to page 29**", is this OK?

**ANSWER:** We have no objection if you mention "**see page 3 up to page 29**" in blocks 21, 22 &  
23, or you can leave the blocks blank.

**QUESTION:** Note: In your cover letter you don't mention to fill out items "19, 20, 21, 22 & 23",  
contrarily on page 60, point A.1. What is required?

**ANSWER:** Only blocks 12, 17, 24 and 30 are required to be completed, as requested in our cover  
letter.

The language in Section 3. A.1 is standard for every solicitation. In this particular  
solicitation, however, it is not appropriate to fill in Blocks 19, 20, 21, 22 & 23.

**QUESTION:** page 60 – point A.3 – "**if required by the solicitation**" provide... a copy of the Certificate of  
Insurance or ... Is it required? Do we add a certificate of Insurance, or not required at all?

**ANSWER:** Yes, all offerors are required to add a Certificate of Insurance or a statement that you will  
get the required insurance, and the name of the insurance provider to be used.

**QUESTION:** page 65 up to 78 : Representations and certifications:

This is a large section, we are not familiar with this type of definitions, quotes. Can you  
please advise us how we should treat this document, which parts are mandatory to be  
completed? Can you suggest if it is better to complete via <http://orca.bnp.gov> , being a  
non-American company ?

**ANSWER:** An offeror shall complete only paragraph (b) on page 67 of this provision if the offeror has  
completed the annual representations and certifications electronically at  
<http://orca.bnp.gov>. The offeror should list their DUNS number.

If an offeror has not completed the annual representations and certifications electronically at the ORCA website, the offeror shall complete only paragraphs (c) through (o) of this provision.

In either case, the offeror shall also complete also DOSAR clause 652.228-70 Defense Base Act – Covered Contractor Employees (JUN 2006) on page 77.