



GUAM WATERWORKS AUTHORITY

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RFP No. 2025-05 Collection Services Response for Inquiries No. 1

This document addresses inquiries regarding RFP 2025-05. It provides clarifications and additional information for informational purposes. In the event that any responses result in modifications to the proposal documents, they should be considered as amendments to the original RFP 2025-05.

QUESTION/INQUIRY AS SUBMITTED:		GWA RESPONSE:											
Questions from April 18, 2025													
1.	To what extent will the location of the bidder's proposed location or headquarters have a bearing on any award?	<p>The location of the bidder's proposed location or headquarters will not have a direct bearing on the technical scoring and evaluation for RFP 2025-04.</p> <p>However, Guam law does provide for a local procurement preference under 5 GCA § 5008 (Local Procurement Preference). This law allows a responsive bidder who has a bona fide place of business in Guam and has filed taxes in Guam for at least one year before the bid or proposal deadline to be given a 5% evaluation preference.</p>											
2.	What is the monthly or quarterly number of accounts expected to be placed with the vendor(s) by category?	<p>Vendors can expect GWA to refer approximately 4,000 inactive accounts with unpaid balances that are >\$50. See below as of 04/21/2025:</p> <table><tr><th>ACCT TYPE</th><th>ESTIMATED COUNT OF ACCTS TO BE REFERRED TO EXTERNAL COLLECTION AGENCY (ONE TIME REFERRAL AS OF APRIL 2025)</th></tr><tr><td>AGRICULTURAL/IRRIGATION</td><td>20</td></tr><tr><td>COMMERCIAL</td><td>119</td></tr><tr><td>RESIDENTIAL</td><td>4171</td></tr><tr><td>TOTAL:</td><td>4310</td></tr></table> <p>In addition, GWA will refer approximately 350 inactive accounts on a rolling monthly basis. The actual number of accounts may vary slightly from month to month depending on payment activity and account closures.</p>		ACCT TYPE	ESTIMATED COUNT OF ACCTS TO BE REFERRED TO EXTERNAL COLLECTION AGENCY (ONE TIME REFERRAL AS OF APRIL 2025)	AGRICULTURAL/IRRIGATION	20	COMMERCIAL	119	RESIDENTIAL	4171	TOTAL:	4310
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TOTAL:	4310												

3.	What is the monthly or quarterly dollar value of accounts expected to be placed with the vendor(s) by category?	<div>GWA is seeking a one-time referral of approximately 4,310 accounts valued below:</div> <table><tr><th>ACCT TYPE</th><th>ESTIMATED REFERRAL VALUE:</th></tr><tr><td>AGRICULTURAL/IRRIGATION</td><td>\$ 38,885.06</td></tr><tr><td>COMMERCIAL</td><td>\$ 290,745.86</td></tr><tr><td>RESIDENTIAL</td><td>\$ 3,181,970.91</td></tr><tr><td>TOTAL:</td><td>\$ 3,511,601.83</td></tr></table> <div>In addition, GWA will refer (350) inactive accounts with a value of approximately \$138,710 on a rolling monthly basis. The actual dollar value may vary slightly from month to month depending on payment activity and account closures.</div>	ACCT TYPE	ESTIMATED REFERRAL VALUE:	AGRICULTURAL/IRRIGATION	\$ 38,885.06	COMMERCIAL	\$ 290,745.86	RESIDENTIAL	\$ 3,181,970.91	TOTAL:	\$ 3,511,601.83
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TOTAL:	\$ 3,511,601.83											
4.	Can you please indicate what inbound and outbound contact methods, beyond phone calls or letters (such as email and text), would be permitted by the scope of work?	Permitted contact methods include email, calls, and letters.										
5.	When is the anticipated contract start date?	October 2025										
6.	When is the anticipated award date?	August 2025										
7.	Are bidders permitted to deviate in any way from any manner of quoting fees you may be expecting? For example, if there is a pricing page in the RFP, can bidders submit an alternate fee structure? If there is no pricing page in the RFP, do you have any preference for how bidders should quote fees or can bidders create their own pricing categories?	<div>The RFP does not provide a pricing page or specific pricing form that must be used. However, it does require that bidders submit a separate sealed Price Proposal that includes:</div> <div><ul style="list-style-type: none">Itemized pricing for all products and services being proposedHourly rates andEstimated expense costs</div> <div>Therefore:</div> <div><ul style="list-style-type: none">Bidders are permitted to create their own pricing format as long as it clearly provides hourly rates and estimated expenses separately, per the RFP instructions.Bidders may not entirely deviate from the manner of quoting requested (i.e., cannot submit an alternate or lump-sum-only fee structure instead of</div>										

		<p>providing hourly rates and expense breakdowns).</p> <ul style="list-style-type: none">• Bidders may provide additional pricing options (such as alternate service models or discounts) in addition to the required structure, but they must first meet the minimum required format described above.
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Offerors are also notified to visit the GWA website: www.guamwaterworks.org to ensure that any addenda to the RFP, answers to questions, and reminders are communicated to all offerors during the solicitation process.



Miguel C. Bordallo, P.E.
General Manager



4/29/2025

Date