

Questions for Storage and Auction IFB 19-202

#	Question	Department Response
1	For each geographical location, what were the total storage fees paid for: Seizures, Auctioned and redeemed assets, for 2017, 2018 & 2019	The Geographical Locations for this IFB are different from the locations established under the current contracts. In addition, the payment structure of this IFB differs from the payment structure of the current contracts. Therefore, a valid comparison cannot be provided.
2	For each geographical location, who were the previous (or current) Contractors for these services?	The Geographical Locations for this IFB are different from the locations established under the current contracts. The following vendors are currently providing these services throughout NYS: Cash Realty and Auctions, LLC Manasse Auctioneers County Line, LLC Maltz Auctions
3	Would the department consider different fees for different levels of exterior cleaning and washing of assets? (Example: simple wash versus wash, wax and full detail)	No, in the event the Department requests exterior cleaning, it will be for a simple wash only.
4	What was the average storage fee charged for 2 and 3 axle assets?	These storage fees can vary greatly depending on the Geographical Location within NYS where the asset is being stored. The storage fees of the current contracts are not broken down by 2-axle and 3-axle assets.
5	Please describe in detail NYS Tax's position when legal action is taken by a purchaser of a vehicle against the Contractor.	When an asset is auctioned by DTF, the Department is only selling the taxpayer's right, title, and interest in the asset. The property will be sold "as is" and "where is" and without recourse against the State of New York. The State makes no guarantee or warranty, expressed or implied, as to the validity of the title, quantity, weight, size or condition of any of the property or its fitness for any use or purpose. No claim will be considered for allowance or adjustment or for rescission of the sale based upon failure of the property to conform with any representation, expressed or implied.

6	Will the necessary due diligence be done by NYS Tax to provide the status of the ownership of the Assets prior to the sale of said Assets. Will NYS Tax guarantee the sale of the Assets to be free and clear of liens?	Although the Department cannot guarantee that assets will be clear and free of liens, the Department does check the lien status with the Department of Motor Vehicles. If a lien appears, the Department will obtain a lien release or pay off letter from the lien holder.
7	The invitation to bid states the gross sale proceeds must be remitted to NYS Tax within a specified number of days from the date of the auction sale... Will NYS Tax guarantee payment within a specified number of days from the date of the submission of the invoice for the reimbursement of the necessary expenses to the Contractor? If yes, how many days?	Payment will be made only upon submission of proper invoices by the Contractor, and in accordance with Article 11-A of New York State Finance Law. The Department cannot guarantee payment within a specified number of days.
8	Is the Vendor expected to absorb costs associated with the secure storing and safeguarding of the any items containing personal protected information that may be removed from the Asset? Is the Vendor expected to absorb the cost for the disposal of debris from the Asset? The are no line items listed for these expenses.	Per Section 5 of this IFB: Bidders must provide all pricing information requested on Attachment 14 and should not modify or change the Attachment. Bidders are expected to incorporate all costs of Services into their Financial Response using the line items presented on the form.
9	Expenses to prepare an Asset for auction such as providing fluids including gasoline or repairing a mechanical issue may be necessary. There are no line items in the IFB to address these issues. How will NYS Tax handle approving any such expenses and how will Vendor be reimbursed, if at all?	Services not described in this IFB (e.g. providing fluids including gasoline, repairing a mechanical issue, etc.) will not be procured through this contract. In the event these services are needed, they will be procured on a discretionary basis.
10	Is the Asset Condition Report expected to contain photographs and/or an appraised value? What is the exact scope of this requirement?	The Asset Condition Report must contain, but is not limited to, the condition of the asset, the estimated value of the asset, mileage, and any specific damage to the asset. Pictures are allowed but are not required.
11	The RFP states the award will be granted based upon the lowest overall cost. What is the exact formula used to calculate this award? What is the percent weight given to each line-item in which Vendor is requested to indicate a fee?	There is no percentage weight being given to any single line item on the Financial Response Form. For each Geographical Location, the award will be granted to the Bidder with the overall lowest cost of services, based on Department-anticipated volumes for each service category.

12	Regarding Payment for Invoices Submitted by the Contractor: What is the timeline of payment regarding this new Contract? Is there a certain amount of days that the Contractor can expect payment to be made for these invoices?	See the answer to question 7 above.
13	Please clarify the types of assets that will be included under this project.	Assets in this IFB include, but are not limited to, cars, trucks, boats, trailers, ATV's, snowmobiles, jet skis, motorcycles, and heavy-duty box trucks.
14	Will the State consider an alternative solution to the Scope of Services and/or exceptions to some listed requirements in the Scope of Services?	<p>The Department cannot accept any changes to the scope of this IFB.</p> <p>Please note as per section 6.5 of the IFB, it is incumbent on the prospective bidder to notify the designed contact(s) of any terms, condition, etc. that precludes the vendor from submitting a bid.</p>
15	If we have exceptions or alternative solutions to the Scope of Work, will they be considered by the State or deemed non-responsive?	The bid will be deemed non-responsive. The Bidder must affirm understanding of, and agreement to comply with, all provisions of this IFB.
16	How is the State currently disposing of assets?	<p>As per Section 3.7.1 of the IFB, Required Services, the Contractor, at no additional cost, must remove debris and personal property from the asset with Department personnel present and do one of the following:</p> <ul style="list-style-type: none"> ○ Items containing personal protected information (PPI) (e.g. iPad, camera, iPod, laptop, wallet, passports, GPS etc.) should be stored until redeemed by the debtor or for 30 days after the auction. If 30 days has lapsed, the PPI items should be returned to Department personnel for handling. ○ All other personal property not identified as PPI or for lotting must be stored until redeemed by the debtor or destroyed 30 days after the auction. ○ Remove and lot items fit for auction, as determined by DTF personnel.
17	Who are the current vendors?	Cash Realty and Auctions, LLC Manasse Auctioneers

		County Line, LLC Maltz Auctions
18	Why is the average weekly volume that runs through this program?	This varies greatly for each geographical location. Please see the table on page 6 of the IFB that represents the historical asset seizures by geographical location for the last 3 fiscal years.
19	Why is the average monthly volume that runs through this program?	See response to question 18.
20	Why is the average annual volume that runs through this program?	See response to question 18.
21	When items are auctioned, will they have a clean title?	See response to question 6.
22	Is there a current backlog volume to auction before regular volume levels begin?	No, there is no current backlog volume.
23	What was the number of vehicles and equipment and auction GMV generated in 2019?	The number of assets seized and auctioned are provided for on the historical table on page 6 of the IFB. The GMV generated in 2019 was \$404,039.00.
24	What was the number of vehicles and equipment and auction GMV generated in 2018?	The number of assets seized and auctioned are provided for on the historical table on page 6 of the IFB. The GMV generated in 2018 was \$380,928.00.
25	What was the number of vehicles and equipment and auction GMV generated in 2017?	The number of assets seized and auctioned are provided for on the historical table on page 6 of the IFB. The GMV generated in 2017 was \$513,193.00.