



# The Sewerage & Water Board OF NEW ORLEANS

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June 4, 2025

## Addendum No. 1

Your reference is directed to the Invitation to Bid for: **2025-SWB-44 Enersys Industrial Batteries and Racks** for the Sewerage and Water Board of New Orleans which proposals are due on **June 9, 2024**, at **11:00 a.m.** CST.

This addendum provides for the following:

1. Extension of Bid Due Date and Bid Opening

- *Bid Due Date and Bid Opening have been extended to due June 10, 2025.*

2. Responses to Questions

a. *To hold pricing for 90 days we would need to add an extra 4% onto the cost to prepare for price increases from the manufacturer. Do you suggest I do that? Otherwise, I will need to take exception to that requirement. Are there any set asides for this bid? We are a small business.*

- *“All bid pricing shall remain firm for a period of ninety (90) days after the date of bid opening”. (Pg. 7, Number 19).*

b. *Should we be including any labor in our proposal, or will we be just providing the materials?*

- *Materials only.*

c. *The bid term is for 1 year, and the bid states that price increases are not allowed until 90-120 days before the contract term ends. Is there an ability to increase pricing if the manufacturer unexpectedly raises prices due to tariffs or cost increases?*

- *“All bidders should submit their best pricing according to what is stated in the bid documents. The Contractor may request a price adjustment, in writing, between ninety (90) and one hundred twenty (120) days prior to the contract renewal date with the Contractor’s proposal stating his intent to renew the contract. If the Contractor does not request a price adjustment between 90 and 120 days prior to the contract renewal date with the Contractor’s proposal to renew the contract, no price adjustment will be made. All price adjustments must be approved by the Board’s Procurement Department prior to the implementation of the adjusted pricing. Approval shall be in the form of a contract amendment issued by the Board.*
- *Price adjustments will be made in accordance with the percentage change in the U.S. Bureau of Labor Statistics Producer Price Index (PPI) for the commodity associated with the product or other industry recognized, mutually agreed upon*

*index. The percentage difference between the PPI issued for the contract's effective month and year, and the PPI issued for the month prior to the request will determine the maximum allowable adjustment of original contract prices. Only final PPI data will be used to adjust contract pricing. No retroactive contract price adjustment will be allowed. The Board may request decrease of prices under the same terms and conditions".*

- *(Pg 10, Specifications, subsection Price Adjustments).*

d. *Energys is the only manufacturer allowed and items are to be delivered within 30 days of an order being placed. Is the winning vendor at risk or responsible if Energys is out of stock or has a lead time that makes the delivery window unfeasible?*

- *Provide manufacturer's proof of delay.*

f. *Scope of Work – Responsibilities and Cost Breakdown*

*Will the awarded contractor be responsible for installing the batteries and racks at the delivery site, or is this strictly a supply-only contract?*

- *Supply only.*

g. *Will the contractor be required to perform any initial battery testing or commissioning upon delivery?*

*No.*

h. *Is the contractor expected to handle removal or disposal of existing batteries or racks, or will this be managed by SWBNO?*

- *No, SWBNO will handle it.*

i. *How should shipping fees be handled in the bid—should they be included in the unit price, or can they be itemized separately on invoices?*

- *(See Attachment to Addendum, Bid Form).*

j. *Pricing Validity and Delivery Timeline*

*Due to ongoing volatility in the battery materials market, we respectfully ask:*

*Would SWBNO consider allowing price adjustments based on PPI or supplier justification, or permit shorter-term pricing commitments (e.g., 90 or 180 days) within the base contract period?*

- *"All bidders should submit their best pricing according to what is stated in the bid documents. The Contractor may request a price adjustment, in writing, between ninety (90) and one hundred twenty (120) days prior to the contract renewal date with the Contractor's proposal stating his intent to renew the contract. If the Contractor does not request a price adjustment between 90 and 120 days prior to the contract renewal date with the Contractor's proposal to renew the contract, no price adjustment will be made. All price adjustments must be approved by the Board's Procurement Department prior to the implementation of the adjusted pricing. Approval shall be in the form of a contract amendment issued by the Board.*
- *Price adjustments will be made in accordance with the percentage change in the U.S. Bureau of Labor Statistics Producer Price Index (PPI) for the commodity associated with the product or other industry recognized, mutually agreed upon index. The percentage difference between the PPI issued for the contract's*

*effective month and year, and the PPI issued for the month prior to the request will determine the maximum allowable adjustment of original contract prices. Only final PPI data will be used to adjust contract pricing. No retroactive contract price adjustment will be allowed. The Board may request decrease of prices under the same terms and conditions”.*  
*(Pg 10, Specifications, subsection Price Adjustments).*

k. Additionally, while we understand the bid specifies delivery within 30 calendar days after receipt of order, we ask if there is any flexibility under certain conditions. In our experience, Enersys PowerSafe SBS-145F batteries are often built-to-order, and while delivery can sometimes occur in under 30 days, delays due to manufacturer production timelines or raw material shortages may occasionally occur. We are sourcing these units directly from Louisiana-based suppliers and will make every effort to meet the 30-day requirement.

- *Provide manufacturer’s proof of delay.*

l. Will SWBNO only allow price adjustments during contract renewals based on the U.S. Producer Price Index (PPI), or will other industry benchmarks or supplier documentation be accepted as justification for pricing changes?

- *”All bidders should submit their best pricing according to what is stated in the bid documents. The Contractor may request a price adjustment, in writing, between ninety (90) and one hundred twenty (120) days prior to the contract renewal date with the Contractor’s proposal stating his intent to renew the contract. If the Contractor does not request a price adjustment between 90 and 120 days prior to the contract renewal date with the Contractor’s proposal to renew the contract, no price adjustment will be made. All price adjustments must be approved by the Board’s Procurement Department prior to the implementation of the adjusted pricing. Approval shall be in the form of a contract amendment issued by the Board.*
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*(Pg 10, Specifications, subsection Price Adjustments).*

k. Contract Renewals

Can you confirm that vendors must submit a written request for renewal 90–120 days before expiration?

- *Yes.*

m. Can you confirm whether the Sewerage and Water Board of New Orleans is tax-exempt for this purchase, and if so, will a tax exemption certificate be provided upon request?

- **Yes.**

n. What is the quantity of batteries needed? Is it a standard string of 60 cells?

- **(See table below, Pg. 9 Specifications).**

Line No.	Description	Quantity
1	Batteries: EnerSys PowerSafe SBS-145F	100
2	Racks: 2U1096FT RACK,2T, UBC,Z0,35.43",LONG	10

*The changes, additions, and/or deletions included herein are hereby made part of the solicitation documents for 2025-SWB-44 EnerSys Batteries and Industrial Racks as fully and completely as if the same were set forth therein. The bidder shall be responsible for having knowledge of all addenda issued for this ITB.*

This addendum consists of four (4) pages and one (1) attachment.

**\*\*\* END OF ADDENDUM \*\*\***

**ATTACHMENT**

**BID FORM**

**Solicitation # 2025-SWB-44 – Industrial EnerSys Batteries and Rack**

**In Accordance LA. R.S. 39:1655, adopted by SWBNO This solicitation specification has been approved as proprietary and only the brand(s) number(s) specified will be considered for award.**

**Vendor Name:** \_\_\_\_\_

<b>Item No.</b>	<b>Description</b>	<b>Quantity</b>	<b>Unit Price</b>	<b>Total Line Price</b>
1	Batteries: EnerSys Power Safe SBS-145F	100	\$	\$
2	Racks: 2U1096FT RACK,2T, UBC, Z0,35.43",LONG	10	\$	\$
3	Shipping and Handling			

**Total Bid Price**\$ \_\_\_\_\_

Delivery shall be within \_\_\_\_\_ calendar days After Receipt of Order (ARO)

**Vendor Name:** \_\_\_\_\_