

Bidders Conference May 23, 2018 Questions and Answers

Is there any confirmation that the current GA frozen program will exist through the life of the contract under the same rate? The State provides the meals and tracks usage. We do not know when or if the State will run out of funding for this. Should that happen, we would revisit the meal price.

Is the expectation that GA meals be used by EOEA? All frozen meals must come from a USDA inspected plant. The GA meals fit this requirement. In this case, the state is purchasing the GA meals for our programs so they must be used.

GA/Original Pizza contract is coming up.

Is the frail elder info template available through the website? The Waiver paperwork is not on our website; the assigned, lead ASAP will handle this with each caterer as needed.

Do you prompt us when they have to be renewed? The lead ASAP will reach out to you and work on the paperwork with you.

Why are there different templates posted? We have a fillable form for you to use to make the process easier. The PDFs are there for reference.

What constitutes a significant change in sanitarian report? If a change in equipment increases or decreases your capacity, you need anew sanitarian report. A new kitchen or significant change requires a new sanitarian report. If you are not sure, ask a specific question.

How will you look at the cost/meal analysis relative to what you're currently doing? We look at costs relative to other bids and to what we are paying currently. Cost is one factor; the factors that we use to decide on the awards are listed in the notice to bidders. These factors match those provided by the Executive Office of Elder Affairs.

Is a choke safe certificate sufficient for HDM personnel? Choke safe is adequate; we do not expect HDM drivers to administer CPR.

Is the use of Oliver packaging mandatory? At this time, Oliver packaging is required.

Is there purchasing assistant for Oliver products? The state negotiates a very good price for Oliver trays for the Elder Nutrition Program.

Is everyone being charged the same Oliver price? Yes

How can we insure that Oliver is leveraging the State contract? We can verify the price with EOEA. Any problems with Oliver should be referred to Shirley Chao at EOEA; Shirley.chao@state.ma.us

How do you prefer to be invoiced? Invoicing is monthly. Ethos needs the invoice by the 10th of the month because of our billing issues. The others need the bill by the 15th. For businesses new to the program, from the first date of service to receiving a check is about 60 days. Anyone new to this business needs to be aware that they must be adequately capitalized.