Offeror Questions & Government Answers Tracker

Item #	Offeror Question	Government Response / Answer Block (To be completed by Customer/SME)
Q-01	**Incumbent, Procurement History, and Award Structure** Question: Please confirm if this is a brand-new requirement or if there is an incumbent contractor currently performing these services or even if the customer bought similar services in the past. If an incumbent contract exists, please provide the previous contract number, incumbent name, and value. Additionally, does the Government anticipate making a single award or multiple awards under this solicitation?	- This is a new requirement without any previous incumbent. However, our customer has purchased these same services in the state of Texas and the details for that incumbent are below. Contract Number: FA486121A0005 Incumbent Name: Oregon Premier Locations dba U.S Premier Locations - The government anticipates making a single award under this solicitation.
Q-02	**Basis of Payment, Vacancy Billing, and Occupancy Continuity** Question: Please clarify the basis of payment and the Government's financial responsibility for vacant versus occupied capacity: a. Will payment be based on contracted apartment availability (i.e., fully furnished and inspected units held in a state of readiness) or strictly on actual physical occupancy (occupied beds/students in a given month)? b. During rotation gaps, class gaps, delayed arrivals, changes in training schedules, or attrition where units/bedrooms remain temporarily vacant, will the contractor continue to receive full payment for the reserved units?	a. The Government will issue an order to the awardee for a specific number of apartments. The awardee will invoice in accordance with the invoice instructions identified in each order, typically through PIEE/WAWF. Invoices can be submitted monthly. b. The awardee will be compensated for all apartments provided in accordance with the issued order mentioned above.

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	c. If student occupancy decreases or fluctuates below projected schedules, will the Government immediately reduce ordered capacity/payment, or is the contractor paid through the end of the rental period/lease duration? d. Is there a guaranteed minimum number of students, beds, or apartment units during the contract period? e. Does the Government intend to issue task/delivery orders for specific quantities and rental periods throughout the five-year term, or does the award of each annual CLIN establish the required apartment capacity for the full 12-month period? f. Does "Monthly Cost Per Unit" on Attachment 2 refer to the monthly cost per apartment unit, or per individual bed space/student? Should pricing be submitted on a per-apartment or per-student basis?	c. If a change in apartment numbers decreases during the ordering period, a negotiation would be required in order to reduce the quantity of apartments originally requested on issuance of the order. d. For order minimum please view clause 52.216-19 in our solicitation document. e. The government intends to issue delivery orders in accordance with the ramp up schedule in the PWS. We anticipate orders to be issued for one-year leases. f. The “Monthly Cost Per Unit” refers to a furnished apartment, either 2 or 3 bedroom.
Q-03	**Delivery Order Lead Times, Inventory Expansion, and Notifications** Question: Regarding the scaling of properties over the life of the contract: a. How far in advance of each required move-in date or rental period does the Government anticipate issuing task orders/delivery orders for apartment units to allow for inventory planning, lease execution, furnishing, and unit preparation? b. Is the contractor expected to hold and maintain the maximum projected capacity of 130 bed spaces from Day 1, or may apartment inventory be added incrementally as student numbers increase?	a. Delivery Orders will be issued at least 30 days prior to the rental period starting date, see PWS para 3.2. b. The government is expecting the contractor to have the capability to fulfill the 130 bed requirement during the life of this contract, however specific availability will be

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		required at the time when delivery orders are issued. The ramp up schedule in the PWS demonstrates the current Government need.
	c. If inventory can be added incrementally, what is the minimum advance notice the Government will provide the contractor before additional apartments are required to be online? d. Are offerors expected to guarantee future apartment availability and firm pricing without an executed order or funded commitment from the Government?	c. Delivery Orders would be issued at least 30 days prior to the rental period starting date. d. The awardee will receive 30 day notice prior to the apartments being required, See PWS para 3.2.
Q-04	**Student Rotations, Housekeeping, and Check-Out Inspections** Question: Please clarify the operational guidelines surrounding student check-ins and check-outs: a. What is the anticipated rotation frequency and average length of stay per student? b. What is the required frequency and scope of routine housekeeping services during occupancy? c. Will apartments require turnover housekeeping between student rotations? If so, does this cleaning apply only to the vacated bedroom or must it encompass the entire apartment unit? d. Are student checkout inspections to be performed by the COR or by the contractor?	a. Rotation frequency can be anticipated as 1 year from the issuance of a delivery order, any reduction or increase to the order will be negotiated with the awardee. b. There is no routine housekeeping services expected besides courtesies customarily extended to occupants without charge, see PWS para 6.1. c. Yes, turnover housekeeping between student rotations should be provided, see PWS para 6.1. d. Reference PWS para. 12.1 as COR/Resident Manager will handle checkout inspections.

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	e. Will turnover cleaning costs be reimbursed as a separate charge, or must offerors include all anticipated turnover cleaning costs within the proposed monthly apartment rate?	e. Offerors must include all anticipated cost within the proposed monthly apartment rate, however, turnover cleaning is expected, reference PWS para. 6.1.
Q-05	**Apartment Configurations, Preferred Unit Mix, and Occupancy Models** Question: Regarding unit layouts, configurations, and student occupancy standards: a. What occupancy model should offerors assume for 2-bedroom and 3-bedroom units? Specifically, should offerors plan for one student (bed) per bedroom (e.g., 2 students in a 2-bed unit, 3 students in a 3-bed unit), or will multiple students share a single bedroom? b. The PWS P5.1.2.3 requires one queen bed per bedroom, but the maximum order limit is capped at 65 apartments. If the occupancy is one student per bedroom, more than 65 apartments are required to house 130 students. Please resolve this discrepancy and clarify the exact maximum headcount limits per unit. c. Is there a Government preference or preferred ratio between 2-bedroom and 3-bedroom apartment units? How should 2-bedroom and 3-bedroom configurations be allocated across the capacity milestones? d. For proposed 3-bedroom apartments, is there a minimum bathroom requirement beyond the PWS-stated minimum of "at least one bathroom" per unit?	a. Occupancy will be based on one student per bedroom. b. The minimum bedroom apartment is 2, therefore if only 2 bedroom apartments are offered 65 apartments should equal to 130 bedrooms. Occupancy will be based on one student per bedroom. c. The government does not have a preference on the ratio of 2- or 3-bedroom apartments. Contractors will be expected to provide the number of bedrooms (one per student) requested during each Delivery Order. d. No, following PWS para. 5.1.1.3, at least one bathroom with a toilet, sink, mirror, and shower or tub/shower combination.

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	e. Will the Government issue apartment orders based on the number of beds required or on specific unit types?	e. The government will discuss with the awardee availability of apartments (either 2 or 3 bedrooms) and place the order based off the awardee availability to meet the need of one bedroom per student.
Q-06	**On-Site Parking Requirements** Question: Please define the specific parking requirements. How many parking spaces are required per apartment unit or per student, and should parking be included in the proposed monthly unit rate or handled as a separate charge?	PWS para. 6.1 states customary parking should be available without charge.
Q-07	**Site Control, Partnerships, and Annual Rate Adjustments** Question: Regarding property sourcing, control, and long-term lease terms: a. Is direct ownership of the apartment complex required, or is it acceptable to satisfy the housing requirement through partnerships, master leases, or property management agreements with existing communities? b. Must offerors have direct control of the proposed apartment inventory at the time of proposal submission, or may they demonstrate the ability to secure required inventory prior to performance? c. Are offerors required to guarantee availability strictly at the specific communities submitted with the initial proposal for the full five-year period, or may alternate compliant communities be proposed for Government approval later if the initial properties are unavailable?	a. The government does not dictate whether the awardee must own or subcontract the requirement to meet the need. b. Offerors must demonstrate their ability to secure the required inventory prior to the issuance of a Delivery Order. c. The use of alternate compliant communities would need to be coordinated through the COR before adjustments are made to the communities submitted with the initial proposal.

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	d. Because apartment owners do not project rental rates five years into the future, will the contractor be permitted to adjust proposed rates annually to match local market increases, or must all escalation be built in as a fixed percentage at proposal submission?	d. Any escalation should be accounted for in the original proposal. However, equitable adjustments can be made annually due to local market increases.
Q-08	**Alternative Housing Types and Multi-Complex Limitations** Question: Please clarify acceptable accommodation types: a. Would fully furnished 2- and 3-bedroom single-family homes located within one residential community/subdivision be acceptable, and would they be evaluated as a single "complex"? b. Would temporary extended-stay hotel accommodations be considered an acceptable transition solution while permanent housing capacity is developed? c. Is presenting multiple property options across Sunrise Manor, North Las Vegas, and Las Vegas acceptable to ensure flexibility in meeting the 130-student cap? Will proposals utilizing up to the maximum of four properties be evaluated equally to those utilizing fewer complexes?	a. The government is open to single family homes but would have to do more analysis with specific subdivisions and communities provided. b. No, temporary extended-stay hotel accommodations will not be accepted. c. Yes, multiple property options will be accepted if it meets PWS para. 4.1.1. Proposals will be evaluated equally even if the maximum number of four properties is utilized.
Q-09	**Billing and Preferred Payment Methods** Question: What payment and billing arrangements are preferred by the 99th Contracting Squadron (e.g., Government Purchase	

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	Card (GPC), ACH, or direct monthly invoicing)? If direct billing is preferred, are there specific vendor onboarding or credit application requirements that contractors must complete?	Reference our Solicitation document for clause 252.232-7006 Wide Area Workflow Payment Instructions. Clause will be completed for each order issued.
Q-10	**Inclusion of Utilities and Recurring Service Costs** Question: Please confirm whether all recurring costs (electricity, water/sewer, trash, high-speed Wi-Fi internet at a minimum of 30 Mbps, television programming/streaming, parking, and maintenance) must be included as a fixed component of the monthly apartment rate, or if any of these costs are to be paid directly by the individual students.	All recurring costs must be included as a fixed component of the total monthly apartment rate.
Q-11	**Staggered Schedules, Surge Capacity, and Contract Terms** Question: Regarding scheduling, terms, and future growth: a. Are the estimated capacity milestones (24, 48, 72, 96, 130 students) cumulative totals expected to be housed as of each date, or do they represent additional students being added at each milestone? b. Should Year 1 pricing assume that offerors must secure and furnish leases for up to 130 students to be ready on 20 September 2026, or does the contract allow leases to be secured progressively to align with the staggered move-in schedule through May 2027? c. Does the 12-month period of performance for each staggered group begin on their specific "No Later Than" (NLT) move-in date (staggered lease terms), or are all leases expected to synchronize	a. The capacity milestones are cumulative totals and the maximum number needed will be 130 bedrooms, see PWS para 3.1. b. Offerors must be ready to meet the number of bedrooms needed at the time each Delivery Order is issued following the ramp-up scheduled in PWS para. 3.1. c. Each 12-month period will begin on the specific move in date (staggered lease terms).

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	with the fixed contract CLIN periods (September 20 – September 19)? d. Are there any anticipated seasonal training pauses, periods of reduced occupancy, or potential surge requirements beyond the ramp-up schedule (such as headquarters consolidations) that offerors should account for? e. Please define the expected "rental period" and "lease duration" for pricing purposes, and clarify whether all units are priced on a synchronized 12-month CLIN cycle (September 20 – September 19) or if staggered start dates carry their own distinct periods of performance.	d. The numbers project in the PWS para. 3.1 is everything that can be projected at this time. e. The rental period for each order will be one year from move in date. There is no expectation to synchronize the orders to the same dates.
Q-12	**Past Performance Evaluation and FAPIIS** Question: Regarding Past Performance evaluation (Factor 3): a. Confirm whether past performance is limited strictly to Federal contracts, or whether relevant commercial contracts (e.g., comparable corporate housing or apartment leases) may also be submitted and considered. b. Please clarify whether an existing FAPIIS record is mandatory for any past performance reference submitted, or whether references without a FAPIIS record will still be used and evaluated.	a. Past performance is not limited strictly to Federal contracts, and relevant commercial contracts will be considered. b. References without FAPIIS record will be considered.
Q-13	**Tenant Screening, Access Control, and Identification** Question: Regarding standard commercial leasing background screening and security requirements:	

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	a. Does the Government expect the contractor (or its property partners) to conduct individual background or credit screening on each student prior to occupancy, or are students considered pre-vetted by the Air Force?	a. As the government will be on contract for the lease, the students should be considered pre-vetted, and any issues regarding the students occupying the apartments should be directed to the COR and/or Contracting Office.
	b. Many apartment communities are bound by the Patriot Act or standard corporate risk policies requiring background checks on all adult residents. If a property management company requires these screenings, will the US Government authorize screenings for the students, or will the Government provide a letter confirming that students have already undergone thorough background vetting?	b. Letter can be provided stating students have already undergone thorough background vetting.
	c. Will students comply with providing a copy of their government-issued identification to the contractor/property manager for basic security and building access records?	c. Yes, students can provide a copy of their government-issued identification.
Q-14	**Price Evaluation Methodology, Budget Thresholds, and IGCE Standards** Question: Regarding price evaluation and budget metrics: a. Will pricing be evaluated based on proposed commercial market rental rates, or does the Government intend to utilize established lodging benchmarks (such as GSA lodging per diem rates or military lodging rates)? b. Is the Government seeking a rate for each bedroom that sits within the per diem threshold set for the Las Vegas area?	a. Pricing will be evaluated based on commercial market rental rates. However, to determine a fair and reasonable price, other rates may be reviewed. b. No, the per diem threshold set for the Las Vegas area will not be referenced.

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	c. Is there an ideal target price range, budget threshold, or Independent Government Cost Estimate (IGCE) standard that the Government can share to ensure proposals remain competitive and acceptable?	c. The government will not share it's government estimate.
Q-15	Proposal Pricing Mechanics, TEP, and Submission Process Consolidated Question: Regarding proposal submission formatting and quantity discrepancies: a. *The CLIN vs. Attachment 2 Conflict:* The Schedule of Supplies/Services (SF1449) lists ordering periods with a Unit of "Months" and an Estimated Quantity of 12. However, Attachment 2 (Price List) requests a "Monthly Cost Per Unit" for 2-Bedroom and 3-Bedroom units with no quantities. *i.* Are offerors to complete the "Unit Price" and "Amount" columns on page 3 of the SF1449, or should they only complete Attachment 2? *ii.* If offerors must complete the SF1449 Schedule, what estimated quantities and unit mixes should they utilize, given that the single monthly line does not distinguish bedroom types? b. *Total Evaluated Price (TEP) Calculation:* Per FAR 52.212-2, the TEP is calculated using proposed rates. Because Attachment 2 only captures unit rates without quantities, please specify the exact estimated quantities and unit mix (2-bed vs. 3-bed) that the Government will apply to these rates to calculate the TEP. c. *Address Submission:* At proposal submission, is the Government expecting offerors to provide only the physical apartment addresses to show compliance with the 20-mile	a. Please review solicitation 52.212-2 for how the TEP will be evaluated i. IAW the solicitation, offerors are to complete Attachment 2 for pricing. ii. Please see revised solicitation 52.212-1 for what is to be submitted by the contractor. b. Please review solicitation 52.212-2 for how the TEP will be evaluated c. Providing the physical apartment addresses will suffice during the solicitation phase.

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	radius, or must they include property management contacts and points of contact for each location? d. *Date Discrepancies:* Please confirm that the ordering period for CLIN 1001 is "20 Sep 27 - 19 Sep 28" and that any reference to "19 Sep 87" is a typographical error. e. *Submission Method:* Please clarify the exact method of proposal submission (e.g., via email directly to the Contracting Officer/CS, or through a specific portal such as PIEE/SAM).	d. The ordering period for CLIN 1001 is 20 Sep 27 - 19 Sep 28, the accurate dates can be referenced in both the Solicitation document and we do not see a discrepancy stating 19 Sep 87. e. Proposal submission will be accepted by emails to yeury.castillo_pena.1@us.af.mil
Q-16	**Termination Clauses and Contract Risks** Question: Will there be a specific termination clause in the contract detailing the notice period for termination without cause by the Government? Will the Government allow a minimum notification period of 30 days, 60 days, or another standard timeline to protect contractors from sudden lease termination penalties with commercial landlords?	The required termination clauses will be included in the contract. Once the government has issued an order for a one-year lease, that order will not be terminated, either partial or in full, without negotiation with the contractor.