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June 16, 2026

Invitation for Bid
GSA-026-26
Computer Workstations and Accessories

Questions and Concerns received from Data Management Resources, LLC on June 5, 2026.

1. Page 4 of 47 of the IFB identifies this procurement as a "Firm Fixed-Price Contract" and further indicates that it is an indefinite quantity bid with a term of one (1) year. We respectfully request that GSA modify the contract type to Fixed-Price Contract with Price Adjustment to account for the rapid and substantial price fluctuations currently being experienced in the technology industry:
 - a. The technology industry is currently experiencing significant pricing volatility affecting computer systems and related components, including CPUs, DRAM, NANO storage, graphics processors, and networking components. Manufacturers, distributors, and resellers worldwide continue to experience supply constraints, fluctuating production costs, tariff-related impacts, and frequent manufacturer price adjustments. Industry forecasts generally indicate that these conditions are expected to persist through at least 2027.

Major manufacturers have advised their channel partners that quoted pricing may only remain valid for limited periods and that pricing may be adjusted prior to shipment due to changing market conditions. As a result, vendors are unable to reliably determine future acquisition costs for products that may not be ordered until many months after contract award.

This concern is not theoretical. Under GSA IFB GSA-075-25, documented market pricing for certain technology products increased by as much as 48% between September 2025 and March 2026. Similar concerns regarding long-term fixed pricing for technology products have also arisen in procurements UOG B26-03, MCOG-25-004, GCC-FB-25-017, GSA-019-26, GSA-086-25, GPA-007-26, and GWA IFB 2025-38.

Because this is an indefinite quantity contract, vendors do not know which products will be ordered, in what quantities, or when such orders will be placed during the one-year contract term. Under current market conditions, bidders cannot reasonably forecast future pricing for products that may be acquired months after bid submission. The issue is not merely one of increased costs, but rather the inability to reliably determine what those future costs will be.

Accordingly, we respectfully request that GSA reconsider the requirement for a firm-fixed price, in order to better reflect current market realities while ensuring continued competition and fair pricing to the Government.

b) For published market references, please see enclosures referenced below:

- i. <https://www.indiatoday.in/technology/news/story/dell-ceo-warns-ai-memory-demand-may-jump-625x-by-2028-prices-could-surge-for-years-2894118-2026-04-10>
- ii. <https://www.tomshardware.com/laptops/dell-preps-massive-price-hikes-up-to-30-percent-citing-memory-pricing-out-of-our-control-company-reminds-commercial-customers-that-placing-an-order-today-for-future-delivery-will-not-guarantee-current-prices>
- iii. <https://www.crn.com/news/data-center/2026/hpe-ceo-antonio-neri-elevated-memory-prices-to-persist-well-into-2027>
- iv. <https://www.tomshardware.com/desktops/lenovo-alerts-partners-to-looming-price-hikes-on-consumer-and-server-products-soaring-memory-costs-drive-the-surge>

Response: See Amendment #2.

2. Relative to Delivery requirement on Page 6 of 47 of the IFB, we respectfully request the delivery deadline be extended to 120 days after receipt of purchase orders. As outlined in above question #1, the industry is experiencing extreme *production* shortages. We are now seeing an average production lead time of 90 days, which does not include the time it takes to ship items to Guam.

Response: See Amendment #2.

3. Relative to Item 1.1, IFB specifies "Input/Output (I/O) Ports:... up to 2x USB-C..." Please confirm 2x USB-C is the maximum, not the minimum specification.

Response: Two (2) USB-C ports are the maximum allowable quantity, not the minimum requirement.

4. Relative to Item 2.1, IFB specifies "Input/Output (I/O) Ports:... up to 2x USB-C..." Please confirm 2x USB-C is the maximum, not the minimum specification.

Response: Two (2) USB-C ports are the maximum allowable quantity, not the minimum requirement.

5. Relative to General Terms and Conditions Item 7 on Page 7 of the IFB, "All Or None" Bids is not checked, indicating this is not an all-or-none bid. Further, Items 4.1 and 5.1 require that they must be compatible with Items 1.1 through 3.1. Please clarify how compliance with this specification will be evaluated if each of the items are awarded to separate bidders?

Response: See Amendment #2.

6. Please confirm whether bidder must be a manufacturer-authorized reseller of the proposed product(s).

Response: No.

7. We respectfully request the deadline for submission be extended to two weeks from the date of GSA's distribution of responses to bidder questions to allow for adequate time to prepare a bid response.

Response: See Amendment #1.

Questions and Concerns received from JMI Healthcare Systems, Inc. on June 5, 2026.

1. We respectfully request an extension of the deadline for submission of questions and concerns to allow sufficient time to consolidate and accommodate inputs from our sources, should they have any additional inquiries or clarifications regarding the requirement.

Response: Deadline for Submissions of Written Questions and Concerns remained unchanged.

2. To allow our suppliers sufficient time to provide the required details, we kindly request an extension of the bid submission deadline from June 16, 2026 to June 30, 2026.

Response: See Amendment #1.

Questions and Concerns received from Pacific Data Systems on June 5, 2026.

1. Please confirm that a bidder must include their Manufacturer's Letter of Authorization in their bid package for the items they are bidding for.

Response: Manufacturer's Letter of Authorization is not required.

2. Please confirm that bidders must submit a Bid Guarantee in their bid package.

Response: Yes. Refer to Section 11 of the General Terms and Conditions on page 7 of 47 of the solicitation packet.

3. Please confirm that all Bidders are required to include with bid submission the Original forms for Bid Security or irrevocable Letter of Credit or Certified Check or Cashier's Check or other security issued by any local surety or banking institution licensed to do business on Guam and made payable to the Treasurer of Guam in the amount of fifteen percent (15%) of their total amount bid.

Response: Yes. Refer to Section 11 of the General Terms and Conditions on page 7 of 47 of the solicitation packet and page 2 of 47 under Special Reminder to Prospective Bidders - Bid Guarantee box regarding the acceptable forms of bid guarantee.

4. Given the industry-wide shortage of materials to produce Processors, Memory and Storage components, please advise if the quantities indicated for all the bid Items on the bid form are the minimum quantities to be ordered on the first (1st) GSA Purchase Order. If not, please advise what the projected quantities be for each item for the first Purchase Order.

Response: The quantities reflected on the Bid Form represent the estimated minimum quantities anticipated for the initial award. Actual quantities ordered may vary based on agency requirements during the term of the contract.

5. Considering that the industry-wide shortage of materials to produce Processors, Memory, and Storage components has caused manufactures for the items in this IFB to NOT guarantee fixed contract item pricings for this Indefinite Quantity Bid no matter how long the contract period is for. They have stated *"We are in a fluid pricing environment where cost can be impacted at any time and pricing cannot be guaranteed."* How can GSA address this situation where the cost pricing is constantly increasing each month so vendors can participate in this IFB responsibly.

Response: See Amendment #2.

6. In regards to the Uninterruptable Power Supply for items 1.1 & 2.1, what is the minimum VA and Watts needed for this unit?

Response: See Amendment #2.

7. In regard to the Built-in speaker and microphone requirement for Item 1.1, 2.1 & 3.1, Desktop computers do not come with a Built-in Microphone. If a microphone is required for the desktop computer, is an external microphone acceptable or will GSA remove this requirement? OR will GSA remove this requirement for the desktop as a Microphone is provided with the required monitor for items 1.1, 2.1 & 3.1?

Response: See Amendment #2.

8. In regard to items 4.1 & 5.1, will GSA accept a monitor with 2x HDMI 1.4, 1x VGA ports and a HDMI to DP 1.2 adapter?

Response: See Amendment #2.

9. In regard to items 4.1 & 5.1, will GSA accept a monitor with 1x HDMI 1.4, 1x DP 1.2 & 1x VGA and a VGA to DP 1.2 adapter?

Response: See Amendment #2.

10. Please confirm that for all the items these are the minimum required specifications.

Response: Yes.

Please Note: Follow-up/Clarification to the Questions and Concerns responses dated 6/16/2026 must be submitted to the General Services Agency via email to bids@gsadoa.guam.gov no later than 5:00 PM, Thursday, June 18, 2026.



Andriang Quitugua
Acting Chief Procurement Officer

Please Print
ACKNOWLEDGMENT COPY
Received By: _____
Date: _____
Company/Name: _____
Email To: gsaprocurement@gsadoa.guam.gov

