

High Performance Windows and Low-E Storm Windows Program

Questions (Q) and Answers (A)

02/03/11

1. Q. Do the vendors who are currently certified in Phase I need to resubmit bids for Phase II?
A. Yes. The original agreement letters signed in Phase I were intended to be used for one year and some of the specifications and requirements for products and vendors to be qualified and certified in Phase II have changed. For example, we are requiring bidders to complete templates for Phase II designed to convey information about performance metrics and prices in a more convenient format.
2. Q. Is it true that the products bid into the program cannot exceed a \$4.00/ft² premium for the incremental price difference between ENERGY STAR windows and R5 windows?
A. No. Vendors are allowed to bid **any** price for their products which they believe is appropriate. The \$4.00/ft² premium is just a goal that DOE believes would justify the added cost of choosing an R5 product over an ENERGY STAR product. There is nothing in the Specifications Document regarding required pricing.
3. Q. I have more R5 products being tested which will not be ready before the March 18th priority deadline. Can I enter my existing products and then add additional products later?
A. Yes. This is one of the key features of the program. Once you have any product accepted and become a certified vendor in the program, you may add and/or remove any products at any time during Phase II.
4. Q. Am I allowed to change my bid prices during the program?
A. We will permit one price change on September 18th, 2011 to allow for changes in costs during the program. This is the only time you will be able to **raise** your bid prices, but you can always **lower** any bid price at any time.
5. Q. Is it true that you are going to display prices for individual vendors in Phase II?
A. Yes. In Phase I there was an agreement with the vendors in which we would only display a range of prices for each product in a size category without showing the individual vendor's prices. In Phase II the website will display a single price for each vendor's product in each size category.
6. Q. We sell all our products through a network of dealers. How can we account for dealer markups?

A. We understand the challenges with using a dealer network and in Phase I we saw several vendors who overcame these challenges in different ways. We would be happy to discuss possibilities with anyone who contacts us and would encourage you to do so if you seeking solutions which will allow your products to be a part of the program.