

Film two *different* reads for each:

Kelly: Wait a second... the IFB states that the separate pricing sheets '***should***' be filled out separately...not '***must***' be filled out separately. If completing the additional pricing sheets were a requirement of the IFB, its language should have been chosen more carefully. Nowhere in the document does it state a vendor '***must***' complete the pricing sheets. Therefore, I'd argue that Scopes R'Us did meet that requirement of the IFB.

Kelly: No, I think that covers everything. Thank you for taking the time to help us get a better understanding of why we didn't win this contract.