

June 2, 2006

TO: ALL OFFERORS  
FROM: ARNOLD COOKSON, CPPB  
STATE CONTRACT PROCUREMENT SUPERVISOR  
SUBJECT: **ADDENDUM TO RFP VEHICLE TRACKING SYSTEM  
CONTRACT NO. 06-555-AC**

**ADDENDUM #1**

Please note the following information for the above referenced contract is provided to aid you in your Request for Proposal preparation and becomes part of the contract requirements:

**Page 18-Item D-Criteria and Scoring:** Some of the wording in the Evaluation Criteria has been expanded to better clarify what the criteria asks for. Please refer below.

D. **CRITERIA AND SCORING:**

	Evaluation Criteria	
		<b>POINTS</b>
1.	The Software (non-resident)Capable direct download into Fleet Focus Software	50
2.	The Vehicle Hardware (Ease of Installation)	25
3.	Provide Vehicle Information and Reports.	25
4.	Provide Vehicle Diagnostics/Engine Code Reports	25
5.	Ease of Connectivity to Fleet Focus	50
6.	Provide online vehicle history for at least two (2) years.	25
7.	Access/Operational Cost	50
8.	Hardware/Antennae Costs	50
9.	Location and Availability of Product Support	25
10.	References	25
	<b>Total Score</b>	<b>350</b>

## Supplier Questions & Answers

The following are the questions asked from suppliers and the State's responses to those questions.

**Question #1:** Of the 13 items of functionality listed in the RFP, what item (s) will not be linked to or by Fleet Focus?

**Answer:** Only item #1 requires a direct connection to Fleet Focus. Access to the other 12 items can be from the vendor's off site system that the State can access and run reports.

**Question #2:** How are gallons of fuel purchased being totaled and where is the information stored?

**Answer:** Fleet Services obtains the fuel usage data from Fuelman's invoices. Fuelman is the State's vendor for the State's gas card.

**Question #3:** Would the STATE consider a Vehicle tracking system that is significantly less expensive, if that Vehicle tracking system would initially be limited to collecting vehicle data wirelessly when the vehicle returns to a hub or passes by a wifi hotspot to avoid the high cost of cellular air-time) but would provide the flexibility to migrate to a live vehicle tracking system for some or all of the vehicles depending on whether the vehicle is a pool vehicle or driver assigned in the near future?

**Answer:** Vendors may submit minor exceptions to the specifications as stated in the RFP. However, any exceptions that would result in the proposal not meeting these minimum requirements could render the bid as non-responsive.

**Question #4:** If the answer to Question 3 is YES, then how will the STATE assess a bid like this? Will only the top scoring bid move to the next phase of evaluation or will the STATE consider multiple bids that meet most of the requirements and then consider cost as a criteria for deciding which vendor best meets the combined priorities of functionality and best value over the equipment life cycle?

For example, all but the loss prevention requirement can be addressed with a passive system and there are other much less expensive technologies like immobilizers, that can prevent vehicle theft and a passive system will still provide the historical map data and detailed stop reports of where a vehicle was, when it arrived, how long it stayed and when it departed as well as when it crossed over a geofence.

**Answer:** The State will evaluate all responsive proposals submitted. Each evaluator will score all criteria elements for each proposal other than the pricing elements. The points allotted for the pricing elements will be determined by contracting based on pricing alone. These pricing points will be added to the other scoring points to determine each vendor's total points. The committee will then decide, based on these total points, whether to request best and final offers from one or more vendors whom the State feels have the best chance of being awarded the contract.

**Question 5:** If a Live Tracking system is essential, there will be gaps in cellular coverage across the STATE. Can you provide comments on the impact to those applications if cellular coverage is not available?

**Answer:** This will be the State's problem to resolve, not the awarded vendor's.

**Question 6:** Are all vehicles on platform software?

**Answer:** Yes

**Question 7:** What is meant by Real Time on page 20 of the RFP?

**Answer:** Real Time means the capability of Fleet Services to check on the current location, speed etc. of any vehicle at any given time.

**Question:** How can information be imported and exported from the Fleet Focus System? Will Fleet Focus give a demonstration of their system to bidders? Should we contact them directly for the answers to our questions?

**Answer:** The State recommends that any vendor having questions regarding the Fleet Focus System direct them to Maximus.

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