



STATE OF DELAWARE  
EXECUTIVE DEPARTMENT  
OFFICE OF MANAGEMENT AND BUDGET

**TO:** ALL OFFERORS

**FROM:** KIMBERLY JONES  
STATE CONTRACT PROCUREMENT OFFICER

**DATE:** May 3, 2016

**SUBJECT:** ADDENDUM #2 TO REQUEST FOR PROPOSAL  
CONTRACT #GSS16555-VEHICLE\_TRACK  
Vehicle Tracking System

**ADDENDUM # 2 – Questions and Answers**

**1. Can we have access to previous the contract?**

The current contract for Vehicle Tracking System can be found at:

<http://contracts.delaware.gov/contracts>

**2. Does the vendor have to be in the State of Delaware?**

The vendor is not required to be located within the State of Delaware. All vendors are welcome to bid.

**3. Is this solicitation going to be a small business 'set-aside'?**

This solicitation will not be a small business 'set-aside'. All vendors are welcome to bid.

**4. Appendix B-1,2,3: Make, model and year of the vehicles (including VINs) – to ensure we would be able to support odometer readings, fuel efficiency and engine diagnostics?**

The State of Delaware Fleet is made up of light duty passenger cars, trucks, and vans, all fewer than 10,000 GVW. All vehicles have OBD connections and are no more than 10 years old.

**5. Appendix B-20: Would you be able to do in-house development if we provide Geo-tab SDK/API? (As an involvement of an external partner would involve a cost).**

No, in-house development cost would be the responsibility of the Awarded Vendor (s).

- 6. Ability to connect through the DMV portal to the Department of Transportation's DMV system and download emission reporting through Web Services. Does capability exist and is verifiable?**

The capability does exist to connect through the DMV portal and is verifiable.

- 7. Will DMV provide Web Service API documentation in order to review the web service capabilities and integration needs.**

The State will provide API information to vendors deemed capable of connecting to a Web Service and able to upload the required emissions data.

- 8. There is a requirement for "Roadside Assistance". I am not sure if they are asking for the vendor to actually provide the service or to send an alert or message to a third party service under contract.**

Roadside Assistance service directly from the vendor or through a third party is acceptable.

- 9. Will state provide a complete listing of vehicles with current GPS unit, manufacturer, and model installed by Network Fleet. (we need to get an understanding of what type of equipment is on the vehicle to determine if we can use it and/or determine costs of un-installing it).**

Vehicle information will be provided to awarded vendor(s). All vehicles will allow GPS to be plugged in to the OBD.

- 10. Would we be provided an SDK / API to connect with DMV and NHTSA ? (Our product offers an open SDK to facilitate open integration between willing parties )**

The State will provide DMV connectivity information to vendors that have been deemed capable of connecting to a Web Service and uploading the required emissions data. NHTSA connectivity will be the full responsibility of the vendor (Please see response for question # 21).

- 11. Onboard Diagnostic / Telematics Data: Can the State identify how many and which class of vehicles requires monitoring of engine data, onboard diagnostics data? How many vehicles need only tracking related data? This will allow us to quote appropriate telematics hardware.**

All vehicles will require onboard diagnostic and telematics data.

- 12. State-wide Mapping Engine: What is the mapping engine used by the State? Or does different agencies use their own mapping engine? A list of the mapping engines used by all participating agencies will be very helpful.**

Bidder must provide the mapping engines your system will connect with. The State will consider all proposals.

- 13. Use of “Fleet Focus” product across different agencies: Are all the State agencies using Fleet Focus /AssetWorks system? If not, then kindly provide the names of agencies and their respective fleet sizes which do not use Fleet Focus. Kindly provide the details of their respective fleet maintenance system. This info will help us in establishing the price of the software integration work and also the hardware cost associated with it.**

All Fleet vehicles use Fleet Focus.

- 14. GPS Data Ping Rate: What is the requirement of the frequency of the GPS and telematics data pinging? If different agencies require different ping intervals, then kindly provide the required rates.**

Two minutes.

- 15. In-vehicle Display Unit: Is the State currently providing in-vehicle display unit for visualization of the system to the driver? If yes, provide us the details of the same.**

No.

- 16. Driving Directions: Is State currently offering Driving Directions to the drivers using Network Fleet?**

No.

- 17. Use LMR / Radio Infrastructure instead of Cellular Network: Can the Vendor use the Statewide 800 MHz (or any other) Radio System as the communications backhaul for the new Tracking system, considering that we have the technology to optimize the traffic load on the LMR / RF network? If different State-wide agencies use their own respective RF / LMR radio network, then we can work selectively with those agencies in leveraging their RF / LMR network infrastructure? Leveraging the use of RF Infrastructure will provide the State considerable savings by avoiding the use of cellular network and its monthly data access charges. Additionally LMR / RF Radio network is far more resilient and disaster-resistant than cellular network.**

The State of Delaware currently uses a cellular network, however, all options will be considered.

- 18. Security Policies for Network, Data, System: Does the State have any prescribed security policies and standards for this project? Since cellular network is comparatively open as compared to RF / LMR network infrastructure hence the network, data and overall system would require additional safeguarding mechanism to negotiate and defend external security threats.**

Bidder must provide their ability to secure the data collected by their system. The State will consider all proposals.

- 19. Integration with Fleet Focus: The new system is required to download data to the existing Fleet Focus systems versions 3.0 and 6.2.6. Are there existing SDK's / APIs available for integration with Fleet Focus? Shall the State intervene to ensure that Fleet Focus / Assetworks shall provide all the required integration support to ensure smooth transition to our platform?**

Bidders will need to provide the required information for their systems to connect with the State's systems in their RFP response. The State will consider all proposals.

- 20. Integration with DMV: Shall the State intervene to facilitate logistically that our technology is able to integrate seamlessly with DMV systems?**

Bidders will need to provide the required information for their systems to connect with the State's systems in their RFP response. The State will consider all proposals.

- 21. NHTSA Integration: What system is the State currently using to fetch vehicle recall information from NHTSA? Is this a mandatory requirement? Shall the State intervene to facilitate logistically that our technology is able to integrate seamlessly with NHTSA systems?**

The State does not solely rely on GPS for the monitoring of vehicle recalls and thus is not a point basis for evaluation criteria. Please simply provide your ability to provide recall information in your RFP proposal. The State will consider all proposals.

- 22. Void Warranty on potential Reuse of GPS Units: If we are able to reuse the current GPS hardware of the State, in which case, is the State willing to forgo the warranty of the above units since it will need to be supported by the State's current vendor?**

The State will not intentionally void existing equipment warranties.

- 23. Roadside Assistance: Is State currently using 24/7 Roadside Assistance from external vendors? Or is it going to utilize its own resources to provide the above service to the drivers?**

Within the State of Delaware, Fleet Services provides 24/7 roadside assistance. An external vendor will provide out-of-state roadside assistance.

**24. Installation Staging: Will the State bring vehicles requiring the new GPS system to a central location for installation and configuration? Will the State agree to bring its vehicle for the above at the vendor recommended locations?**

Fleet Services will coordinate efforts to assist awarded vendor with installation.

**25. Self-installation of Devices: Will the State honor the responsibility of installing the vendor's new devices using its own resources? The vendor will provide the required training to the staff members of the State.**

Fleet Services will coordinate efforts to assist awarded vendor with installation.

**26. Will there be an indoor garage with electrical power available that can appropriately house the vehicles during installation?**

No.

**27. Implementation & Transition Timeline: What is the timeline of the State for the deployment of new vendor's technology and services including the transition period? If you can provide a target of # of vehicles / month or per year or any prioritization in terms of agencies?**

As instructed in the solicitation, bidders, other than the current awarded vendor, shall provide the State with a transition plan from Networkfleet to their hardware and software. Bidders shall provide the State with an estimated timeline to switch equipment and service monitoring, and a comprehensive description of how a transition would transpire.

**28. Under Pricing Appendix C: Is the State paying any *Monthly Data Access charges* to Verizon Fleet Network system currently for using their cellular network? Or this is part of the Monitoring fees?**

Monthly Data Access charges are included in the Monitoring fee.

**29. Under Monitoring Section: Can the State define the term "Monitoring"?**

Monitoring is defined as providing the location, speed, diagnostics and services as listed within the Scope of work within the solicitation.

**30. Is Monthly "Premium" Monitoring Fee missing there?**

Monthly Premium Monitoring was an available option offered by the current vendor. This option was not utilized by the State of Delaware. Please provide your companies options for monitoring in your RFP response. The State will consider all proposals.

**31. Under Hardware Cost: What is “Premium Duty” Monitoring Unit? (Page #59).**

Premium Duty Monitoring Unit was an available option for the current vendor. Please provide your companies options for monitoring in your RFP response. The State will consider all proposals.

**32. Are you looking for a cellular solution for sending and receiving the tracking data or a satellite one? Or would you be open to a hybrid?**

The State of Delaware will consider all proposed options.

**33. Will the new system be required to integrate with the older one?**

Any new system would replace the current system. The State will consider all proposals.

**34. Do you have a company in mind you would like to use?**

The purpose of this solicitation is to obtain sealed proposals to identify a vendor (s) to satisfy the State of Delaware’s need for a Vehicle Tracking System.

**35. Do you have a software/back-end interface you are using and prefer to keep using?**

The State’s current system is web based, which is the preferred method for access to Vehicle Tracking Data. The State will consider all proposals.

**36. Do you need a solution that will continue to work even if cellular service goes down?**

The State of Delaware would prefer a solution that will continue to work even if cellular services are interrupted. Please provide your options for connectivity in your RFP response. The State will consider all proposals.

**37. Is there a price point for the devices you are looking to stay under?**

The State of Delaware expects to pay competitive pricing for the services provided through the Contract resulting from this solicitation. The State further expects bidders to offer the lowest cost available for requested services.

**38. Appendix A, III, Scope of Work Pg. 51 – Does the State of DE use a fuel card system? If so, who is the fuel card vendor?**

The State of Delaware contract for Fuel Management can be found at the below link:

<http://contracts.delaware.gov/contracts>

**39. Appendix A, III, Scope of Work Pg. 52 – Will the State assist the winning vendor with coordinating the timely testing between the vendor and Assetworks?**

Yes, the State will assist the awarded vendor (s) with coordinating the timely testing between the vendor and Assetworks.

**40. Appendix A, III, Scope of Work Pg. 52 – Is the State looking for the winning vendor to collect data from the DMV and display it in the GPS software? If so, what system is this information stored in?**

The awarded vendor will not be required to collect data from DMV, instead the vendor will only be providing data to DMV for annual emissions testing.

**41. Please define your criteria for utilization. Do you need specific reports, map views based on divisions and assets?**

The State is looking for a bidder with robust reporting capabilities that would include but not be limited to days utilized, number of trips taken, miles driven and be able to be run for different time periods. Please provide your reporting capabilities in your RFP response, as the State will consider all proposals.

**42. Please specify the emission reports you require?**

Awarded Vendor(s) will be required to have their technology connect with the vehicles OBD system and collect the vehicles emissions data, which would include but not be limited to DTC, MIL, Monitor Ready Status. Please provide your capabilities in your RFP response. The State will consider all proposals.

**43. We can work with web services. Can you provide an API for the web services to the DMV Server or a contact we can call to get this information? Are the stored emission performance readings the only data elements to interface with the DMV server? If not please list any other data that is required.**

The State will provide contact information for DMV web service connectivity. VIN numbers of the vehicle(s) will also be required for matching purposes.

**44. Are the driving directions printed out or are they displayed in the vehicle requiring extra hardware for the display?**

Flees Services does not require driving directions.

**45. How many vehicles are using NetworkFleet?**

Approximately 2800+ state-owned vehicles utilize Networkfleet.

All other terms and conditions remain.



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