

SHS-11-012-InBldgComE RFP

Questions and Answers

August 30, 2011

- 1. Will the list of buildings be publicized?**
The Statewide Interoperability Executive Council (SIEC) will prioritize the list of buildings with each task order in groups of 10. The complete list of remaining buildings to be completed will be placed on the contract web site.
- 2. Will construction start immediately?**
Yes.
- 3. Will there be another RFP for all the other buildings?**
No. There will be a group of 10 buildings completed with each new Task Order. The award of this contract may go to one or several vendors, based on the proposals received, for each group of 10 buildings approved by the SIEC.
- 4. How is this contract different from the original contract?**
This is a new contract. The previous contract was with the Department of Technology and Information (DTI) and expires September 30, 2011. This RFP is with the Department of Safety and Homeland Security. The specifications are basically the same, but the project schedule has changed and is under new management.
- 5. Does this new contract supersede the other contract?**
No. The current vendor will finish out the original contract. This RFP is for the next phase of the original project.
- 6. Explain “Unit Price”.**
The unit prices will be based on the example in the revised Appendix 1 for a specific building, complete with floor plans, which will be made available to each vendor.
- 7. What is the budget to complete the project?**
Current budget with current prices allows us to complete at least 90 buildings. No dollar amount will be given at this point.
- 8. Will there be site walks?**
Yes. Once the buildings for task order 7 are defined by the SIEC Sub Committee site walks will be done once the contract has been awarded.
- 9. Will there be a suggested list of qualified equipment? Can you clarify the Class A and Class B amplifiers referenced on page 23?**
Section 2.3 explains that we are using class B Amplifiers. Class A amplifiers will not be considered due to their high group delay with digital simulcast donor systems and the higher antenna isolation and higher cost.
- 10. Will the award be based on price only?**
No. The award criteria are located on page 14 of the proposal, Section E. Criteria and Scoring.

SHS-11-012-InBldgComE RFP

Questions and Answers

August 30, 2011

- 11. Can you clarify the battery back-up qualifications? They are listed differently on different pages.**
We are using 4 hour battery back-up.
- 12. Can you clarify the Buy America statement; can we use equipment made in another country? Can we use parts manufactured from another country?**
Although we support buying American whenever possible, there is no “buy American” statement in the RFP and the funds being used for this project do not require a certification.
- 13. Will the submission deadline be changed to allow more time for the vendors to submit their proposals based on the change in Appendix 1?**
No.
- 14. Will the results of the proposal be made public?**
The responses are of public record once they have been reviewed by the review committee; however, proprietary information will not be made public record. You may submit of letter from your legal council to specify proprietary information that is not protected under the current Delaware Code, Title 20, Chapter 100. (Code link will be provided on web site.)
- 15. Can you provide the schedule requirements?**
The scheduling of installation will be done in rapid succession. The scheduling of buildings is dependant upon the occupants. The majority of work will be completed during the day. There will be no work done on the weekends, but some buildings may require nights.
- 16. Can you clarify the insurance requirements on page 23?**
If a requirement is not listed, then it is not required by the State.
- 17. The price increase is based on CPI. Can the hardware prices be based on MPI?**
This is standard contract language. If you are quoting prices based on MPI, you may annotate that in your response.
- 18. How many vendors will be chosen for the award?**
The proposal allows for the award of one or several vendors. The State would prefer one vendor, for the ease of maintaining like products, but that determination cannot be made until the proposals are reviewed.
- 19. Is it okay to work with multiple contractors?**
As long as there is a primary contractor and the other sub-contractors are identified in Attachment 7.
- 20. The RFP requires copper based applications. Is this specific to the desire of the design?**
Yes. Coax only. Price as cooper based application.

SHS-11-012-InBldgComE RFP

Questions and Answers

August 30, 2011

- 21. Can you clarify the alarm reporting criteria? The document describes a voice call to the 911 centers.**

The alarms can be reported by either by email or via telephone line to a pager. Not DSP 911 call center.

- 22. The RFP asks for private and commercial systems. What systems are we utilizing?**

The State is only concerned with the 800 MHz System, not commercial cellular carriers, or private voice carriers.

- 23. Will there be a material list for filters due to the broad range of cost?**

No material list will be given, vendor will use whatever is recommended for their individual design.

- 24. Can you provide critical dates listed on Page 44?**

Appendix A 1.11.1.5 Section 5- Project Schedules Under Task.

- 25. Can you clarify spare parts inventory listed on Page 48?**

Spare parts are determined my manufacturer recommendation.

- 26. The bond requirement was waived that is normally a requirement for public works contracts. Was that done in error or is that valid?**

The contract will not require errors and omissions insurance. The requirement for a bid-bond is still waived, but public works contracts do require performance bonds and payment bonds. Please see addendum 2 to the RFP for the payment and performance bond forms.

- 27. The specifications require that the system is fully integrated. Can you clarify that statement?**

End user must be able to transition from the exterior of building to interior without having to change channels on their radio.

- 28. Page 52 requires the vendor to provide board level schematics for repairs made at the component level. Is that still a requirement based on the type of equipment?**

Yes this should be included with the As-Built documentation.

- 29. The RFP states that labor for installation of cable must be paid at prevailing wages. Please confirm that the prevailing wage rate is that of an electrician for all cabling, including low voltage cable?**

The prevailing wage rate is that of an electrician including low voltage cable. According to Delaware Department of Labor Web site.

- 30. What are the design requirements for the sample building floor plans to be provided by the State of Delaware?**

See revised Appendix I.

SHS-11-012-InBldgComE RFP

Questions and Answers

August 30, 2011

- 31.** Section IV Subsection 25, Page 25, Required Reporting. Is there a specific MWBE requirement under this contract? **No**
- 32.** Section IV Subsection 28, Page 27, Method of Payment. Please define a "P-Card" payment. **Purchasing card.**
- 33.** Section 1.8.13, Page 16, Building Plans. In what format will the SOD provide building or construction plans? Are electronic plans available? **PDF format. Yes.**
- 34.** Section 2.4.4, Pages 25-26, Alarm Reporting. Will the SOD require immediate response or call outs to system failures? If so, what is the expected response time? **All the SOD requires is to be notified of the Alarm. No response from vendor is required.**
- 35.** Will the SOD consider a supplemental pricing format that is more in line with our provided Technical Approach (Section 1.11.1.1) in addition to the base format provided in Appendix B? **NO**
- 36.** Page 7 - Section M. vs Appendix A - Technical Section Page 18 - Section 1.11.1
There is a discrepancy on the number of proposal copies required for submission; ... five (5) paper copies and one (1) electronic copy be submitted and that one of the paper copies shall be marked as "Master Copy" vs ... one (1) hardcopy (marked "ORIGINAL") and six (6) electronic copies of the proposal.
Please clarify the submission requirements. **Six (6) paper copies, one (1) marked "original" or "master" with live signatures and one (1) Electronic copy. The additional paper copies can have photocopied signatures.**
- 37.** Pg 23 section 18, c. Do all subcontractors need Product Liability Insurance, as some may only supply services? **Primary contractor is responsible for his subcontractors.**
- 38.** Page 23 section 18 are any potential subcontractors required to have these levels of coverage as well as the lead or prime? **Primary contractor is responsible for his subcontractors.**
- 41.** Please provide clarification on all the forms (Starting on page 36) and confirm the following:
All forms for bid submission need to be filled out. Only awarded vendors will fill out forms related to contract award.
- Attachment 1 - does not need to be included in a proposal
 - Attachment 2 - only needs to be completed by the lead firm, not subcontractors
 - Attachment 3 - only needs to be completed by the lead firm, not subcontractors
 - Attachment 4 - does not need to be included, per Addendum
 - Attachment 5 - needs to be completed by lead firm and any subcontractors
 - Attachment 6 - needs to be completed by lead firm and any subcontractors
 - Attachment 7 - needs to be completed by lead for each subcontractor and includes original signatures of said subcontractor and lead
 - Attachment 8 - included for reference only as it pertains to awarded contracts
 - Attachment 9 - included for reference only as it pertains to awarded contracts
 - Attachment 10 - does not need to be included

SHS-11-012-InBldgComE RFP

Questions and Answers

August 30, 2011

42. Pg 10 section 1.6 (continued from pg 9) the RFP requests a “system design that is standardized in all Building(s) throughout the state”. Is it the request of the State that the responses confirm and respond with the same systems that have previously been implemented in the initial deployment phase? If so, please provide manufacturer and technical specifications for currently deployed infrastructure. **no**
43. Pg 10 section 1.7 – are all systems only to be fed by coaxial cable and as such, is the State precluding any systems or designs that would operate more efficiently and which would be based on a fiber architecture for signal distribution? **No – However, pricing for this RFP should be done using only coaxial cables so a fair comparison can be made.**
44. Pg 15 section 1.8.12 if the award is made to multiple qualified vendors, are all CPMs required to attend weekly meetings regardless of having any current active task orders? **NO**
45. Pg 18 section 1.11.1 this section defines page format and we wanted to know if preprinted brochures are exempt from the page numbering requirement? **Yes**
46. Pg 24 section 2.4.1 states ...BDA shall be menu driven with a built-in LCD screen that also displays relative output level and status... will any other product type be excluded without this specific feature? **Yes**
47. Pg 29 section 2.4.13 and pg 33 section 3.2.2.3 Please verify that all Telco based facilities must be copper, as opposed to fiber or protected fiber systems and must have gas tube protection prior to equipment connection.
For purpose of response to RFP they must use Telco facilities.
48. Pg 33 section 3.2.2.4 please verify whether all inside building wiring must be enclosed in EMT conduit and all Telco must be enclosed in GRS conduit. **No**
49. Pg 24 section 3.2.4 please identify if/how vendor will handle situations where existing grounding systems fail test prior to any new equipment connections. **That is up to vendor to determine.**
50. Pg 24 section 3.2.4 is vendor required to perform 3 point test which is typical of macro system installation?
Testing required will be 10x10 grid coverage testing and also performance testing of equipment to make sure the equipment meets manufacture specifications.
51. Pg 36 section 4.1.2 please clarify software testing as it relates to testing of software features in a BDA system?
Software testing is required to test equipment functionality.
52. Pg 40 section 5.1.6 (continued form pg 39) since the RFP is for in-building systems please explain why CATP requires testing for “Appropriate In-street Signal Levels”. **Looking for comparable signal level between in building and Street.**
53. Pg 50 section 10.0 While discussed during the mandatory pre-bid conference on 8-30-11, to have 3 training classes of 4 people each please amend the RFP to reflect the change in quantity down from the original 12 people per session. **For RFP purposes bid it out at 4 people per session.**
54. While discussed during the mandatory pre-bid conference on 8-30-11, amend the RFP to reflect that all responses will be based upon one single “typical “building with floor plan an subsequent details to be provide by SOD and that designs shall assume that the building is “dark” with no RF coverage.
Correct
55. Pricing proposal – the current table for hardware has a single line item for “spare parts”. What equipment does the State want to see within this single line item? **Vendor needs to determine what spare parts are needed to maintain the system for 10 years and price accordingly.**

SHS-11-012-InBldgComE RFP

Questions and Answers

August 30, 2011

56. Based upon the variance of proposal response formats and discrepancies regarding content contained in the RFP (pg. 6, section III) and Technical Appendix A (pg. 18, section 1.11), we have extracted the sections and information we believe SOD has requested to receive in the RFP responses. Please confirm the following response outline and content so we ensure a proper and complete response, avoiding any potential of a non-conforming proposal.

Cover Letter (from RFP pg 6 E)

Table of Contents (from RFP pg 6 F)

List of Exhibits (from Appendix A pg 18)

Description of Services and Qualifications

 Lead (from RFP pg 7 G)

 Subs (from RFP pg 7 G)

Discount (from RFP pg 7 H)

Acknowledgement of Understanding of Terms (from RFP pg 7 J)

Requirements of the Vendor (RFP pg 14 D)

 Brief History of the organization and Accreditations

 Offeror's Experience providing similar services

 Brief history of the subcontractor(s) of the organization

 Describe the methodology/approach used for this project including a sample work plan and time line

 Insurance certificates

 Business licenses

Appendix A - Technical Section

 Section 1 - Technical Approach

 Proposal Overview

 Contract Statement of Work

 Implementation Plan

 Responsibility Matrix

 Training

 Warranty

 Testing

 Section 2 - Assumptions to the RFP Requirements

 Section 3 - Compliance

 Section 4 - Technical Literature

 Section 5 - Project Schedule

 Section 6 - Drawings

 Appendix 1 - Sample Detailed Building Coverage Design Requirements (Appendix A pg 59 – sample building

 to be supplied by SOD)

 Appendix 2 - SOD Radio System Architecture (Appendix A pg. 60 - to be supplied by SOD)

 Appendix 3 - SOD Frequency Information (Appendix A pg 61 - to be supplied by SOD)

Appendix B - Pricing Proposal

 Installation Equipment

 Labor

Appendix C - Attachments 1-10

 Attachment 1 - No Proposal Reply Form (is not needed if responding)

 Attachment 2 - Non-Collusion Statement

 Attachment 3 – Exceptions

 Attachment 4 – Removed per Addendum #1

 Attachment 5 – Confidentiality and Proprietary Information

SHS-11-012-InBldgComE RFP

Questions and Answers

August 30, 2011

Attachment 6 – Business References

Attachment 7 – Subcontractor Information Form

Attachment 8 – Monthly Usage Report (for reference only)

Attachment 9 – Subcontracting (2nd Tier Spend) Report (for reference only)

Attachment 10 - Office of Minority and Women Business Enterprise Certification Application (not needed)

Appendix D - Samples and/or Brochures (RFP pg 7 I)

Appendix E - Additional Information

Confirmed

57. Detailed Requirements

60. Proposal Response

Paragraph 4

If items are listed with a zero quantity.....

Would the SOD please delete this paragraph as it appears to pertain to open end purchases?

NO

61. Paragraph 5

Vendors' proposal must respond to each and every requirement in order to be considered responsive.

Would the SOD please clarify as to how one is to reply to each and every item in pages 1-35 and remain concise, whereas if ones submittal is not considered concise, this is grounds for being considered as non-conforming

A vendor would answer the questions to the best of their ability while being concise.

62. C. Proposal Evaluation Committee:

Bullet 6

Select more than one vendorbased on....

Price, product evaluation, and prior history of service and capability

Yet....

E. Criteria and Scoring

Lists price as last.

Would the SOD delete or change bullet 6 to reflect exactly how the vendors are to be evaluated?No – We feel that criteria is clear

SHS-11-012-InBldgComE RFP

Questions and Answers

August 30, 2011

63. D. Requirements of Vendor

This is the same information as requested on Page 5 D. Detailed Requirements and therefore if the vendor does not answer both, is this considered non-conforming?

Would the SOD please clarify? Refer to previous answers.

64. Information Requirement

Would the SOD please clarify this requirement? Do you want what the cost was that the vendor paid or the price that the SOD paid? When is this information required as is this not a "firm fixed" price? Cost for the State.

65.

Also, if telephone lines are required to each and every BDA and UPS, who will be responsible for ordering the circuit, (building owner or the SOD) and for paying the monthly bill? Telephone lines are the responsibility of the building owner as well as the monthly charges.

66.

The CPM will be required to coordinate the design, installation and testing with all private licenses and commercial licensees

Would the SOD please delete this sentence? Not required by SOD

67. 3.2.2.4 Conduits and Raceways

Would the SOD please remove all references to placing cable in conduit? Conduits not required, this will be removed.

68.

Would the SOD please remove the requirement to measure the BDA Amplifier Sensitivity as there is not a means by which to do so? This refers to the minimal signal required by the BDA manufacturer to produce an output.

69. This discount shall be part of the pricing sheets.

Would the SOD please amend the pricing sheets to note where spare parts are to be priced per the desire to receive a discount? Put the spare part price where all of the other parts are priced.

70. In Task Order #3, System Platform, for the purposes of standardization the contractor shall propose one of the following BDA equipment platforms:

Powerwave

TX/RX

Is this a requirement for this RFP? YES

71. In Task Order #3, Alarm and Control Unit, The State has standardized on the DPS Telecom Alpha-Max alarm unit.

Is this a requirement for this RFP? YES