

Date: January 18, 2013

TO: ALL OFFERERS

FROM: Delaware Emergency Management Agency

SUBJECT: Contract No. SHS-12-007-ThermoCam (Thermo Imaging Camera)

ADDENDUM #1

The following questions and answers are provided to all proposers responding to the above referenced bid solicitation. All other terms and conditions remain the same.

| Question | Answer |
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| 1. I know you are requesting pricing for a spare battery but how many batteries do you want? For example, if they come with 2, would you still want pricing for a spare battery? Or do you want pricing for a spare because they only come with one? | We are asking for a price for one battery unit. If the camera uses one battery, provide a price for one battery. If the camera comes with a multi-battery pack, the battery pack is considered one unit. |
| 3. Page 20, section 33 of the bid. What kind of reporting do you need? | Column I of the Usage Report is used by the vendor to report items sold to the State in a given reporting period that are environmentally preferred. Reporting is due on the 15 th of each month (or next business day after the 15 th) in electronic format to contracting@state.de.us It is important to note that the Usage Report must be submitted as a unlocked Excel File (not PDF). If no sales/purchase activity occurred in a reporting month submitting the Usage Report is still required and zero (0) should be entered on the appropriate lines and columns; entering No Sales Activity or other commentary in place of the zero entry will cause the report to be rejected and considered a vendor performance matter. |
| 4. Can it be a certificate showing items are green? | Certification as <i>environmentally preferred</i> may be obtained from: The Chlorine Free Products Association, EcoLogo, EnergyStar, EPEAT, Forest Stewardship Council, Green-e, Green Guard, Green Seal, Green Building, Council (LEED), and Environmental Choice. For products not so certified or recognized by these organizations, vendors may submit an affidavit from a certified |

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| | laboratory stating that the products quoted meet or exceed the performance and health and environmental criteria and demonstrating a cost benefit of these products over established certified products. Such certification or affidavit should be provided when the vendor delivers its proposal and it is recommended that these certifications be product/item/service specific. |
| 5. Is a list of all components that are built into the camera required? | A list of components is not required. The certification of the product or item is required per item four (4) above. |
| 6. Is this a long term contract that departments can utilize to purchase imagers off of on an individual department basis over the course of the contract or has some funding been allotted where the State or State Agency will do a one-time purchase of all 61 imagers designated in the bid and assign them to departments like what happened a few years ago? | This contract is for one year, to meet the immediate requirements for our State Fire Service. We anticipate that all 61 cameras will be purchased at one time. The contract is available to all other public entities at state and local levels. No other known requirements exist at this time. There is a one-year extension option to allow for any unknown requirements beyond the one-year period. |
| 7. How does the State intend to use the camera (rotary/fixed wing aircraft installation, vehicle mounted? Structure mounting? How many? Any size restrictions? Is this a replacement for an existing camera or potentially a new system? What hardware/software does the camera have to be compatible with? Will you need contractor service support following the sale? Operator training? Any technical description of your requirement would help us select which of our sensors might best suit your needs. | These cameras are for hand-held purposes for entering buildings, not installation on aircraft and are not to replace existing units. Any standard software for thermal imaging camera is acceptable. The estimated requirement is stated in the bid quotation section of the bid. Any reference relating to size is stated in the specifications. Operator training shall be included in the cost proposal. The awarded vendor must honor whatever warranty is offered in his proposal. Our option to award any extended warranty that is stated on the bid quotation page. |
| 8. Please confirm that no bonds are required for the bid submission and or contract fulfillment. | Bid and Performance Bonds are not required. |
| 9. Please confirm that the coverage amounts cannot be less than those listed under MANDATORY INSURANCE REQUIREMENTS: | The awarded vendor must maintain the minimum coverage stated in Item 12. General liability and product liability coverage apply for this particular contract. |