



Addendum No. 3

Date: 6/8/2017

REQUEST FOR PROPOSAL NO. 17-016

Contract for SUBSCRIBER RADIOS (REGIONAL)

Rick Konrad, *Cooperative Purchasing Program Manager*

Email: rkonrad@mwkog.org

Proposers shall submit one (1) original and five (5) copies of their written Proposal and six (6) CD's or USB's with the complete Proposal to:

Cooperative Purchasing Program Manager

c/o Rick Konrad

Metropolitan Washington Council of Governments,

777 North Capitol Street, NE, Suite 300

Washington, DC 20002

Submission Deadline: **June 22, 2017**

Time: 2:00 PM EDT

Notes

1. The RFP opening date has been moved to Thursday, June 22, 2017 at 2 PM. The final day for submitting questions will be by noon, Monday, June 12, 2017. Final addenda, if needed will be released by end of business (5:00 PM EST) June 15, 2017.
2. Please use the revised bid label (Attachment E Revised) on page 5 of this document.
3. Please see with a revised breakdown of the subscriber radios type and quantities in Attachment A on page 4 of this document.
4. Please be advised the DBE section of the RFP Specifications has been removed as per question #2 (see revised Specifications Section IV.1 on pages 6-8 of this document) and the scoring matrix has been revised in Attachment H (page 9 of this document).

Questions / Answers

1. *Page 3, Section 1.6* In what form or format does the vendor need to provide its proof of insurance or can a Certificate of Insurance be provided within 30 days after an executed contract? **The preferred form is an Accord 25 Form. The form must be provided before the contract has been executed if a Memorandum of Insurance from the insurer is provided with the RFP response as per below. Otherwise the Certificate of Insurance should be provided with the RFP.**

Can the vendor respond with a Memorandum of Insurance from its underwriter in the bid response, then produce the actual Certificate post-contract award? **YES.**

2. *Page 11. Section IV – 1.5* How can the vendor or COG calculate the DBE participation when there is no contract value? A vendor's response gets 15 points for 35% participation. 35% of what? **Due to the difficulties in measuring this participation effectively the DBE Requirement has been removed (see page 6) and the scoring has been revised. Please see the revised Attachment H page 9 of this document.**
3. *Page 13, Section IV – 3.3* In order to comply with this section, the Vendors need to know the features and characteristics of each individual jurisdictional radio system such that those features and characteristics can be listed in the price pages for all Vendors to comply with and set a price for. Please provide all these items such that comprehensive radio builds that pertain to each Agency can be shown correctly.

The National Capital Region (NCR) is comprised of 15 Disparate Radio Systems. Each Radio System is Project 25 (P25) compliant and is either Phase 1 or Phase 2 or

a combination or both. The region requires the subscribers to operate on Phase 1 or Phase 2 P25 compliant radio systems.

4. *Page 13, Section IV – 3.4* Please confirm that “over-the-air” means via the Agency LMR system. **Yes. Agency LMR System.**
5. *Page 13, Section IV – 3.11.3* Did the RFP mean to say “UL” instead of “FM”? Or can the section be re-written to say “Intrinsically Safe” and then have the Vendors describe how they manufacture an Intrinsically Safe radio? **The manufacturer is required to present an Intrinsically Safe certification for the subscribers in the proposal. Please indicate the type of manufacture (UL, FM, or other) that is being offered.**
6. *Page 31 – Proposal Form* Please provide a pricing item for the Vehicular Adapter. **Please provide pricing for a Vehicular Adapter in the proposal as a separate option on the proposal.**
7. Addendum 1 While we understand that different radio builds can be offered as options, please confirm that only those radios that meet the specifications will be used to score the winning bid. **This solicitation is being offered as a RFP to allow the ability to review all offerings. The review committee reserves the right to review submissions that include exceptions to the specifications and to determine the best proposal that meets the region’s needs.**

Attachment A

Revised Breakdowns of Subscriber Radio Quantities.

Subscriber Radios Current Types

Agency/Jurisdiction	Mobile	Portable	Totals
Alexandria	900	1200	2100
Amtrak		12	12
Arlington County	474	1421	1895
Charles County	700	1300	2000
City of Fairfax PD	61	80	141
District of Columbia	1529	7003	8532
Fairfax County	2000	5300	7300
NCR CIG	50	1250	1300
Fairfax County Sheriff	125	700	825
Falls Church	30	90	120
Fredrick County	1500	3000	4500
MCFRS	1000	2000	3000
Montgomery County PD	2000	2000	4000
MWAA	750	1350	2100
Prince Georges County	4000	7000	11000
Prince Willian County	2292	3043	5335
Stafford County	400	600	1000
Supreme Court Police		200	200
Loudoun County	900	1700	2600
TOTAL	18711	39249	57960

Attachment E REVISED

PROPOSAL REPLY LABEL

SECURE TO THE OUTSIDE OF YOUR RESPONSE ENVELOPE.

REQUEST FOR PROPOSAL

NO. 17-016

Submission Date: June 22, 2017
Time: 2:00 PM

Subscriber Radios

TO: Cooperative Purchasing Program Manager
Metropolitan Washington Council of
Governments,
c/o Rick Konrad
777 North Capitol Street, NE, Suite 300
Washington, DC 20002

IV. SPECIFICATIONS (REVISED)

1. AWARD CRITERIA

All Proposals should address the following criteria (See sample scoring sheet on Attachment H):

- 1.1 Cost (~~35%~~ 45%) – the unit cost as stated in the Proposal shall make up ~~35%~~ 45% of the scoring for this RFP.
- 1.2 Organizational Capacity (~~15%~~20) –
 - 1.2.1 Proposers must outline their ability to provide the product being procured by submitting information on key staff (and their experience), and their ability to provide the required volume of product in a timely manner.
 - 1.2.2 A credit and background check will be done as part of this evaluation process. A Dunn & Bradstreet number is required to evaluate the financial capacity of the Proposer (See Attachment A).
 - 1.2.3 Proposer will provide a plan on addressing future technology changes in subscriber radio equipment and services.
- 1.3 Experience and References (15%) – Proposers should also provide an outline of their corporate experience along with references of at least three (3) other government public safety organizations for which they provided a similar product and level of service projected on this procurement as set forth in Attachment D and section II.1.4.
- 1.4 Warranty and Service Agreement (20%) - the Proposer shall outline all warranties on equipment and submit options for ongoing service agreement(s). Proposal should describe their warranty to include standard and extended and any cost the customer would incur while the equipment is under warranty to include shipping, labor or other ancillary cost.
- ~~1.5 Disadvantaged Business Enterprise (MBE/DBE) (15%)~~
 - ~~1.5.1 DBE participation shall be a component of the Proposer selection process for this RFP. COG has established a DBE goal of 15% for this project. COG's DBE Policy may be viewed on its website~~

www.COG.org/purchasing-and-bids/dbe-policy/. Responding firms shall submit with their Proposals a DBE Participation Plan to meet this goal. The plan shall identify any DBE (defined in 49 CFR Part 26) that shall be participating in the project. The plan shall include the name and address of the firm, a copy of the firm's current DBE Certification from any federal, state or local government agency that certifies DBE ownership (please note only DBE certifications will be accepted by COG for this purpose).

1.5.2 — COG, in accordance with Title VI of the Civil Rights Act of 1964 and 78 Stat. 252, 42 USC 2000 d — 42 and Title 49, Code of Federal Regulations, hereby notifies all bidders that it will affirmatively ensure that any contract entered pursuant to this advertisement will afford minority business enterprises full opportunity to submit bids in response to this invitation, and will not discriminate on the grounds of race, color, sex, or national origin in consideration for an award.

1.5.3 — Federal Law — CFR Part 26.37 (Monitoring Performance) requires the Metropolitan Washington Council of Governments to include a monitoring and enforcement mechanism to ensure that work committed to DBEs at contract award is performed by DBE's. To comply with this requirement, the awarded vendor(s) will be required to submit a monthly report and supporting documentation (DBE invoices, check registers, etc.) showing timely payments to the DBE's listed in your proposal. This information should be submitted by the 30th of April 30th and the 31st of October 31st of each year on all contracts made pursuant to this RFP in conjunction with other required reporting.

1.5.4 — A total of 15 possible points (out of a maximum of 100 points) may be awarded for DBE participation, as measured in dollars, either as the Contractor or "Subcontractor". In the event of a tie score between two or more Proposals, the Proposal with the largest percentage of DBE participation, as measured in dollars, will be awarded the contract. DBE points are to be awarded as follows:

PARTICIPATION POINTS	
10% to 14%	3
15% to 19%	6
20% to 24%	9
25% to 34%	12
35% or more	15

SAMPLE DBE PARTICIPATION PLAN

DBE SUBCONTRACTOR		PERCENTAGE OF CONTRACT
Subcontractor:		
Address:		
Certifying State:	DBE Certification #	
Subcontractor:		
Address:		
Certifying State:	DBE Certification #	
Subcontractor:		
Address:		
Certifying State:	DBE Certification #	

NOTE: See Attachment H for a sample scoring sheet

ATTACHMENT H REVISED

PROPOSAL EVALUATION FORM FOR RFQ #17-016

All Proposals will be evaluated using the criteria set out below:

Offeror's Name: _____

Reviewer's Name: _____

Reviewer's Agency: _____

Product meets the minimum specification YES_____ NO_____

FACTOR	MAXIMUM POINTS	AWARDED POINTS
Cost per unit	45	
Organizational Capacity (Staffing, Supply, Delivery)	20	
Experience and References	15	
Warranty and Service Agreement	20	
Total Points	100	

Comments: _____

Signature _____ Date _____