



Department of Purchasing & Contract Compliance

Cecil S. Moore, CPPO, CPPB, CPSM, C.P.M., A.P.P
Director

Fulton County, GA

03/24/2010

Re: Bid# 10ITB72485B-BR
Videoconferencing Systems, Components and Services

Dear bidders:

Attached is one (1) copy of Addendum 1, hereby made a part of the above referenced BID (ITB).

Except as provided herein, all terms and conditions in the bid referenced above remain unchanged and in full force and effect.

Sincerely,

Brian Richmond
Assistant Purchasing gent

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This Addendum forms a part of the contract documents and makes changes and answers questions asked by interested vendors via email and those questions asked by vendors who attended the pre-bid conference on Friday, March 19th:

The due date has been changed to Tuesday, April 6, 2010, 11 AM.

Question: For the Fulton County RFP 101TB72485B-BR, would not having an electrical or low voltage license (most videoconferencing companies do not) automatically disqualify us from consideration? We coordinate with Electrical/Low Voltage contractors for integrated videoconferencing implementations, however, we work independently. Specific job responsibilities would be clearly outlined in our conferencing Scope of Work. Would Fulton County consider writing an addendum to amend this prerequisite?

Answer: Fulton County is not willing to amend this prerequisite. These installations do require some electrical components, and a low voltage license to insure safety of County facilities and quality installations is important. The vendor indicates they coordinate with vendors when necessary—they would just need to list a viable vendor as a subcontractor.

Question: We offer video tele-presence products which are equal to or exceed the capabilities of the products listed in Section 7 and are capable of offering those equal or better products at a lower cost of acquisition than the products listed in Section 7. It our belief that Fulton County, in this time of extreme budgetary pressure on public agencies, would be well served to consider relaxing the restrictive nature of the specifications in Section 7 to allow us, via one of our authorized resale partners, to respond. We respectfully request that Fulton County do so by either removing the "No Substitution" restriction or adding us to the list of manufacturers listed.

Answer: The requirement "NO SUBSTITUTES" for videoconference components is hereby removed. However, it is the intention of the County to standardize on exactly TWO separate and independent comprehensive videoconference component product lines as a result of this bid. Therefore, any substitute brand submitted in place of Tandberg or Polycom must be consistently submitted throughout all of that respective brand's product listings on the price sheet. Also, any substitutes submitted for Tandberg product must be of a different manufacturer than any substitutes submitted for Polycom product, and vice-versa.

Question: Why has this project bid been put bid back for bid again?

Answer: A 2009 bid which was titled "Video Conferencing System for Superior Court" was determined to be too narrow and limiting in scope. The County anticipates internal demand for videoconferencing systems to continue and expand beyond the sole requirements of Superior Court. Therefore, it was decided to issue the current ITB. The current ITB will establish County videoconferencing equipment standards as well as provide a procurement vehicle for purchasing a wide variety of videoconferencing items and systems on an as/when needed basis.

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Question: Is the basis of award solely on the bottom line price or individual price?

Answer: Each pricing schedule (A, B, and C) shall be evaluated independently, which could result in an in-part award to more than one vendor. However, the County does reserve the right to award this bid in whole or in part to one or more vendors.

Question: If someone subs part of the bid out does the contractor have to be certified as well?

Answer: Depends upon specific task(s) being performed by subcontractor.

Question: Does the price have to be fixed for the length of the contract?

Answer: See item "K" on page 11 of ITB.

Question: If the bid is awarded to a video team can you go outside the dollar amount?

Answer: Contract may not exceed the maximum dollar amount of the award, unless the amount of the award is modified.

Question: Will the county buy from the manufacturer?

Answer: The County may buy from whichever vendor(s) are made an award as a result of this bid.

Question: What happens if manufacturer bought by another manufacturer?

Answer: An acquisition or merger involving a manufacturer of County standard equipment does not inherently present any foreseeable problems.

Question: Is there a possible multiple awards?

Answer: Yes.

Question: Is there a section that addresses ongoing maintenance?

Answer: See item "H" and item "I" on page 58 of ITB. 3 years of maintenance and support is required. Ongoing maintenance, beyond the initial 3 year period, is not addressed in this bid.

Question: Should you add this amount to pricing (look at page 58, item 3.0-H and I)?

Answer: Yes. Cost for the required 3 years of maintenance and support should be included in line item component prices listed in pricing schedule "A".

Question: If product cost is X and maintenance cost is Y, should line item cost be X + Y?

Answer: Yes. If product cost is "X", and required 3 yr. maintenance & support cost is "Y", then line item price in pricing schedule "A" should be ("X+Y").

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Question: There are several cart systems listed in pricing schedule "A". Can the component items of the cart systems be substituted?

Answer: No... The components of the carts must be consistent with cart manufacturer's items and part numbers for the listed model cart system.

Question: Do you need to show a separate price for installation?

Answer: Yes... Required specific component items pricing, with 3 years of maintenance and support included, are to be listed in pricing schedule "A". Installation services pricing, including miscellaneous parts and supplies related to the installation (wire, brackets, connectors, etc.), for representative samples of typical installations are to be listed in pricing schedule "B"

Question: Can vendor be located out of state, with local subcontractor(s) providing the services?

Answer: No... Successful bidder must have physical office, with installation personnel as well as technical and service personnel, located within the Atlanta Georgia metropolitan area.

Question: How much IP bandwidth is available between locations?

Answer: Different sites range from 10M to 100M.

Question: How much Internet bandwidth is available for each location?

Answer: Varies; depending upon location. Each location comes to the County's centralized data center for Internet connectivity regardless of the sites respective bandwidth. Internet connectivity from the data center to Internet is 500M.

Question: How many simultaneous calls are expected on the VTC Bridge and at what qualities?

Answer: Maximum expected is 5 calls @ 720p.

Question: What connection speeds or quality is expected between locations?

Answer: 720p

Question: Are there firewalls between any of the locations that will have VTC?

Answer: No.

Question: Is Fulton County Information Technology (IT) Department able to implement Quality of Service (QoS) to prioritize VTC data traffic?

Answer: Yes

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Question: Is the network at all of the locations that will have VTC equipment have enterprise quality managed switches with at least 100Mbps/Full Duplex Ethernet ports available?

Answer: Yes

Question: At the time of the installation will contractors be able to put their computers on the Fulton County network or will Fulton County provide computers for equipment configuration, testing and training?

Answer: Yes, with proper coordination

Question: Will IT staff be available during the installation for assistance with any troubleshooting and configuration changes as needed?

Answer: Yes, with proper coordination.

Question: If a substitution is used to replace either Polycom or Tandberg. If that substitution does not offer an integrated solutions (display and cart) could a substitution be used to include video conferencing codec from manufacture X, LCD from manufacture Y and Cart from manufacturer Z.

Example ;

120050	TANDBERG Profile 65" - 65" Full HD LCD with Codec C60 including NPP option and PrecisionHD 1080p Camera - Note: Choice of wall mount or floor standing must be specified
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Substitution : video conferencing codec from manufacture X, LCD from manufacture Y and Cart from manufacturer Z.

Answer: No... The substitution in the supplied example must be an integrated solution, designated by a single factory product number.

Question: The pricing requested in section 7 was discussed at the pre bid meeting and should include three year service (price product X plus price for service Y = total submitted). Should the pricing requested for Polycom or Tandberg Components not listed reflect the same structure? The bid asks for percentage discount from list.

Answer: No. Although the required 3 years of maintenance and support must be included in pricing submitted for all specific items listed by part number within schedule "A", do not include maintenance or support cost in the two blanks following schedule "A" at the bottom of page 64. Only a percentage discount from manufacturer's list price is required to be listed for those particular two items.

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Question: The Bid requests three year service with 24X7 telephone tech support. Will Fulton County accept Reseller Rebranded Service? Or should this service be direct from the manufacturer?

Answer: All maintenance services and telephone technical support must be either directly provided by the videoconference equipment manufacturer or alternately provided by a service organization which is specifically certified and authorized by the manufacturer to perform maintenance and support services.

ACKNOWLEDGEMENT OF ADDENDUM NO. 1

The undersigned bidder acknowledges receipt of this addendum by returning one (1) copy of this form with the bid package to the Purchasing Department, Fulton County Public Safety Building, 130 Peachtree Street, Suite 1168, Atlanta, Georgia 30303 by the **BID due date and time Tuesday, April 6, 2010, 11:00 A.M.**

This is to acknowledge receipt of Addendum No. 1, _____ day of _____, 2010.

Legal Name of Bidder

Signature of Authorized Representative

Title

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