



Department of Purchasing & Contract Compliance

May 17, 2013

Re: 13RFP88502C-DR, APCO P25 Phase 2 TDMA 800 MHZ Simulcast Trunked Radio System

Dear Bidder(s):

Attached is one (1) copy of Addendum 2, hereby made a part of the above referenced **13RFP88502C-DR, APCO P25 Phase 2 TDMA 800 MHZ Simulcast Trunked Radio System**.

Except as provided herein, all terms and conditions in the **13RFP88502C-DR** referenced above remain unchanged and in full force and effect.

Sincerely,

Donald R. Riley

Donald R. Riley, CPPB
Assistant Purchasing Agent

Winner 2000 - 2009 Achievement of Excellence in Procurement Award • National Purchasing Institute



**13RFP88502C-DR, APCO P25 Phase 2 TDMA 800 MHZ Simulcast Trunked Radio System
Addendum No. 2
Page Two**

This Addendum forms a part of the contract documents and modifies the original RFP documents as noted below:

1. See attached document, concerning all questions submitted concerning this proposal.

For additional information regarding this addendum, contact Donald R. Riley, Assistant Purchasing Agent at (404) 612-7916.

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

Failure to return a signed copy of this addendum could render your bid non-responsive.

ACKNOWLEDGEMENT OF ADDENDUM NO. 2

The undersigned proposer acknowledges receipt of this addendum by returning one (1) copy of this form with the proposal package to the Department of Purchasing & Contract Compliance, Fulton County Public Safety Building, 130 Peachtree Street, Suite 1168, Atlanta, Georgia 30303 by the RFP due date and time **May 24, 2013 at 11:00 A.M.**

This is to acknowledge receipt of Addendum No. 2, _____ day of _____, 20__.

Legal Name of Bidder

Signature of Authorized Representative

Title

Questions concerning 13RFP88502C-DR, APCO P25 Phase 2 TDMA 800 MHZ Simulcast Trunked Radio System

We would like to request clarification/additional information on the following items specific to the RFP document:

1. The radio upgrades specified in the RFP require software that can only be purchased from Motorola. While Motorola can supply this software to the customer directly, all other bidders must buy this software from Motorola, subject to whatever discount Motorola is willing to offer. This dynamic gives Motorola an overwhelming cost advantage that precludes meaningful competition. Therefore, we recommend that this requirement be removed and handled outside of this procurement or at a minimum, not be considered in the total proposal evaluation.

Response: The RFP does not specify radio software upgrades. As stated in Section 1.1, "Proposals can be for a new system with new subscriber assets, or a new system with integration of existing subscriber assets. This infrastructure must be equipped with backwards compatibility to APCO P25 Phase 1 FDMA on all channels". As stated in Section 1.2.1, "All agencies that utilize the existing system have P25 capable subscribers with Phase 1 software"... "A limited number of P25 Phase 2 capable subscribers currently exist within the user agencies".

2. Appendix A shows that Consoles are connected via Landline to the Superior Court site. What type of landline is this; copper twisted pair, T1, or fiber optic.

Response: The connection method is copper wire, multiple twisted pair phone cable.

3. Is there fiber available between the 911 Communications Center and the Superior Court?

Response: No, there is currently no fiber directly between these two locations.

4. Section 3.4.14 refers to the local and remote control stations. Are any of the local control stations accessed via the front panel of the control station or microphone connected to only the control station without a handset?

Response: The 21 control stations at the PSAPs all require the **Trunking** Remote Control Units as specified in Section 3.4.14. The control stations at the other locations are controlled by the front panel and a microphone. **However, as mentioned in the note at the end of section 1.3 (page 1-10):** "Equipment above represents the best estimates currently available. The County reserves the right to modify quantity requirements. The Proposer agrees to sell the County the revised quantity of items at the unit price as stated in the RFP regardless of quantity changes."

5. Harris requests the forms in an editable format.

Response: No. The forms cannot be provided in an editable format.

6. Could you verify and post in response to this question all the addresses and associated LAT/LONGs coordinates of all the eight (8) new sites?

As you know time is of the essence here and completion of any/all site surveys needs to be done ASAP so this info can be used in the RFP responses to allow these responses to be as accurate as possible.

Response: The proposed site information has been checked and here is the revised information for the proposed new sites.

Revised Appendix B: New Proposed Site Details

Proposed Location	Address	Lat, Long	New Systems	Location Source
Milton Site	Freemanville	34-10-38 N, 084-18-32 W	Trunking Microwave	Field Survey
East Roswell Park	2039 Eves Road Roswell	34-00-02 N, 84-17-44.7 W	Trunking Microwave	Field Survey
Riverwood Building	100 Cumberland Circle, Atlanta, Cobb County	33-52-49.4 N, 84-27-44.7 W	Trunking Microwave	FCC License WQHN949 Loc. 3
Fire Station 21	3201 Roswell Rd NE, Atlanta	33-50-33.4 N, 84-22-40.7 W	Trunking Microwave	FCC License KNNH557 Loc. 6
Fire Station 31 Ben Hill	2406 Fairburn Road, Atlanta	33-41-18.4 N, 84-30-39.7 W	Trunking Microwave	FCC License KNNH557 Loc. 4
Chester Avenue	315 Chester Ave, Atlanta	33-44-40.4 N, 84-21-34.7 W	Trunking Microwave	FCC License KNNH557 Loc. 2

Southwest Site	6250 Northcut Road, Fairburn	33-35-32.8 N, 84-40-15.6 W	Trunking Microwave	Field Survey
Palmetto ATC88516	11208 Hutcheson Ferry Rd. Palmetto	33-31-39.43 N, 084-45-13.83 W	Trunking Microwave	American Tower #88516

7. Motorola interprets this RFP to allow vendors to propose either a new system integrating existing subscribers or to propose a new system and new subscribers. Motorola further interprets this to mean that the vendors do not have to propose an option including new subscribers. This interpretation comes from the language below. Is this a correct understanding of the RFP?

The Issuance of this Request for Proposal, Fulton County, GA is seeking qualified firms to provide an APCO P25 Phase 2 TDMA 800 MHz simulcast trunked radio system infrastructure, incorporating all applicable guidelines of the Association of Public -Safety Communications Officials (APCO). Proposals can be for a new system with new subscriber assets, or a new system with integration of existing subscriber assets.

Response: Yes, vendors have the option of proposing either a new digital infrastructure using the existing digital subscriber units, or propose a new digital infrastructure with new digital subscriber units.

8. Motorola would like clarification on the accurate radio subscriber count that Fulton County would like re-programmed or replaced. The quantities referenced in the body of the RFP document specific to the portable and mobile counts are all the same. However the totals identified in the Exhibit 2 Cost Proposal Summary are different for both the portables and the mobiles.....here it reflects a quantity of 5628 portables in lieu of a quantity of 3627 portables and 3401 mobiles in lieu of 1364 mobiles. It appears that the Exhibit 2 Cost Proposal Summary might not have been updated from the original RFP to reflect the current RFP changes. Please clarify the appropriate subscriber quantities and the cost proposal template desired.

Response: RFP Section 1.2.1; Page 1-6

Control Stations: Quantity of 131 Motorola- (13) Astro Spectra, (6) APX, (4) XTL2500, (108) XTL5000

Mobiles: Quantity of 1,364 Motorola - (125) APX, (115) XTL 1500, (100) XTL2500, (1 ,024) XTL5000

Portables: (3,627) Motorola- (250) APX, (150) XTS1500, (550) XTL2500, (2,677) XTL5000

RFP Section 1.3; Page 1-9,10

Proposer shall quote the cost to reprogram to P25 Phase 1 existing mobiles and portables of the following models and quantities:

Motorola XTS Series Portables: 3377

Motorola XTL Series Mobiles: 1239
Motorola XTL Series Control Stations: 131

Proposer shall quote the cost to reprogram to P25 Phase 2 existing mobiles and portables of the following models and quantities:

Motorola APX Series Portables: 250
Motorola APX Series Mobiles: 125

RFP Section 3.11; Pages 370 – 371
Section 2-Completed Cost Proposal Forms

Proposer shall quote the cost to reprogram to P25 Phase 1 existing mobiles and portables of the following models and quantities:

Motorola XTS Series Portables: 3377
Motorola XTL Series Mobiles: 1239
Motorola XTL Series Control Stations: 131

Proposer shall quote the cost to reprogram to P25 Phase 2 existing mobiles and portables of the following models and quantities:

Motorola APX Series Portables: 250
Motorola APX Series Mobiles: 125

9.0 Exhibits

Exhibit 2 Cost Proposal Summary
Motorola XTS Series Portables: 5628
Motorola XTL Series Mobiles: 3401
Motorola APX Series Portables: 200
Motorola XTL Series Control Stations: 131

The subscriber quantities listed in sections 1.2.1 are considered currently the most accurate subscriber quantities. However, as mentioned in the note at the end of 3.10 Section 2, (page 3-63): “ NOTE: The size and scope of this project is subject to design changes if the county enters into partnerships with other radio system owners. Such partnerships would result in scope changes and affect the deliverables and minimum milestones as listed.”

9. May we provide the five (5) copies required of the technical proposal in PDF format on a thumb drive in lieu of the CD media asked for in Section 3.1.2 ?

Response: The County will accept five (5) thumb drives in lieu of the five (5) CD media disk.

10. We request clarification regarding Section 6- Local Preference. Is this only applicable for the prime bidder or would the prime bidder qualify for some points under the evaluation criteria should our offering include a subcontractor meeting all the eligibility requirements for Local Preference?

Response: The prime bidder and/or Joint Venture must show local preference as defined within the bid document in order to obtain the five (5) points. Sub-Contractor(s) local business address cannot be used to obtain local preference points.

11. Points of clarification within the proposal document:

1. The last day for clarification questions was Wednesday, May 15, 2013 at 2:00pm; not Tuesday, May 14, 2013 at 2:00 pm as stated within the proposal document.
2. The footers in Section 3 of the current RFP has the old proposal number listed; the corrected proposal number is 13RFP88502C-DR.
3. There is an error in Section 3.7.1 (footer page #3-59). In the second paragraph it states: "three thousand five hundred (3,600)", but should say "three thousand six hundred (3,600)"

12. Please provide the quantities of local control stations and remote control stations

Response: There are (21) local control stations in use at Fulton 911, Roswell 911 and Alpharetta 911 connected to the ceb. There are and additional (45) remote control stations in use at other locations (fire stations, jail, sheriff, marshal) which are connected via RF to the system. However, as mentioned in the note at the end of section 1.3 (page 1-10): "Equipment above represents the best estimates currently available. The County reserves the right to modify quantity requirements. The Proposer agrees to sell the County the revised quantity of items at the unit price as stated in the RFP regardless of quantity changes."