

**Q&A #2 to  
Request for Proposals (RFP)  
Statewide Public Safety Wireless Communications System  
RFP #060B9800036  
September 5, 2008**

Ladies/Gentlemen:

The Department of Information Technology received the following questions by e-mail for the above referenced RFP, and they are answered below for all Offerors:

42. We plan to team, as a sub, with a number of primes bidding on the above RFP. Is that ok? We are an MBE/DBE certified with Maryland DOT.

**Answer: Yes. Subcontractors can be a subcontractor to more than one prime on this procurement.**

43. Section 1.18 – Minority Business Enterprises, This Article states an MBE subcontractor goal of 12% of the dollar value of the Contract minus subscriber equipment. Will second level subcontracts (subcontracts of a subcontractor) with MBEs be considered in the 12% total contract dollar amount (minus subscriber equipment) goal?

**Answer: Second level subcontracts (subcontracts of a subcontractor) will not count toward the 12% goal. There must be a contract between the prime contractor and the MBE subcontractor for the work to count toward the MBE goal.**

44. Section 1.34 – Contract Price Adjustments: This Article states that prices should all be in today's dollars and that fixed price elements and fixed labor rate elements are subject to annual adjustments based on the CPI. Since Article 1.4 states that contract commencement will be on or about 1/1/2009, would the State consider allowing the Offeror to price the proposal using rates established for 2009 as opposed to using 2008 rates? Using 2009 rates will result in a more accurate price base.

**Answer: As stated in the RFP, prices proposed in the Attachment F price sheets should be in today's dollars.**

45. Section 3.8 Invoicing and Payment: The last sentence of this Article states that travel performed as part of the fixed price elements of the contract will not be reimbursable. If a change order is issued that results in additional scope under the fixed price elements, will travel costs be reimbursed?

**Answer: For travel performed as part of the fixed price elements of the contract, there is no travel reimbursement.**

46. Attachment A – The States Contract, Article 9 – Indemnification: Article 9.1 states that the Contractor shall indemnify the State against liability for any suits, actions, or claims of any character arising from or relating to the performance of the Contractor or its subcontractors under this Contract.

Please confirm that the indemnification is limited to the negligence or the lack of the Contractor and or its Subcontractors to perform and not of any negligence on the part of the State or any other forces beyond the Contractor's control.

**Answer: This is already stated in Article 9.1.**

47. Attachment A – The States Contract Article 19 – Delays and Extension of Time: This Article states that no charges or claims for damages shall be made by the Contractor for any delays or hindrances, regardless of the cause. If the delay time is extensive and the Contractor is required to remobilize or if the delay causes additional costs to the Contractor, would the State consider granting an equitable adjustment to the Contractor?

**Answer: Article 19 already addresses delays. The State is not changing Article 19.**

48. Section 1.8 Questions: Is there no closing date for questions? Will our questions be disclosed to the other bidders and vice versa?

**Answer: See Q&A set #1, question #4 for closing date information. All written questions will be answered with a written response and sent out to the Procurement Officer's distribution as well as being posted on the DoIT website and the eMarylandMarketplace website.**

49. Section 1.31 Living Wage: Section 1.31 references the "Living Wage Affidavit of Agreement" as attachment N. Please confirm the correct attachment is attachment K

**Answer: The correct attachment is attachment K. Also, Attachment J is misidentified as Attachment M. See Addendum 5, Item #1.**

50. Section 3.6.2.1 Break/Fix Operations: Who is responsible if system degradation/failure is caused by someone else's RF interference?

**Answer: The Contractor is responsible to perform a comprehensive intermodulation analysis designed to minimize the possibility of system degradation of RF. The Contractor will know, prior to system implementation the frequencies a) currently in use (as authorized by the FCC) at a state or local government owned tower b) State 700 MHz frequencies as proposed by the Contractor c) general pool frequencies as contained in the approved Region 20 plan and d) all other transmitters within a 10 mile radius of the tower as evidenced in the FCC database. The Contractor shall be responsible to resolve any interference generated by a source identified by a) through d) above. The resolution shall be accomplished at the Contractor's expense and to the satisfaction of the State Project Manager. Any interference not caused by a) through d) above will be documented and presented to the Project Manager in writing. The Project Manager will review and render a decision regarding interference resolution. The decision of the Project Manager will be binding on the Contractor.**

51. Section 4.4.5.15 APCO PROJECT 25 Trunked Repeaters: Should the reference to {3.3.2 Radio Transmission Sites} be 3.3.2.1?

**Answer: Reference is correct as stated. Section 3.3.2 identifies the requirements for the trunked repeaters.**

52. Section 1.17 – Multiple or Alternate Proposals: "Because there may be feasible non-LMR solutions, Offers may submit one alternate proposal that by design and engineering may or may not be strictly considered land mobile radio systems." Can the State provide examples of non-LMR solutions?

**Answer: No, that is for the vendor to propose.**

53. Pricing: Is the State anticipating pricing to include only the first region or all of the regions?

**Answer: Pricing must be included for all regions.**

54. General Question: Who will be performing the management of the system

- Radios,
- Network infrastructure equipment, and
- Circuitry?

**Answer: The State does not understand the question. The Offeror needs to define what they mean by system management.**

55. Section 3.3.4 - System Management Equipment and Supporting Software: Where will the management equipment be housed: at a MD facility or a Contractor facility?

**Answer: The management equipment will be housed at a MD facility approved by the State.**

56. General Question: Will there be additional network build out required for the backbone infrastructure – circuitry and/or network equipment (routers, switches, etc)?

**Answer: The Offeror should review the existing backbone infrastructure and propose any additional equipment required to implement the Offeror's design.**

57. General Question: Does the State want coverage in the WMATA tunnels in Montgomery County or in the rail tunnel under the Baltimore Harbor?

**Answer: Areas requiring special coverage are noted in Appendices 8 and 9. There is an interoperability requirement to interface to other systems – WMATA, Prince Georges County, Montgomery, District of Columbia, CSX, etc. The State does not necessarily need its own system coverage in the WMATA tunnels or the rail tunnel.**

58. General Question: Would the State consider restructuring the solicitation such that large firms that can bid on the design and installation of the infrastructure as well as the subscriber units but allow other firms to bid only on the different subscriber equipment? We note that the system needs to be compatible with three manufacturers subscriber's equipment, but we didn't see where you would implement this competitive approach.

The whole point of the P25 standard is so that customers such as the State of Maryland can mix different manufacturers to get the best price and latest technology.

**Answer: No, the RFP is structured purposefully to include both infrastructure and subscriber equipment in a single procurement.**

59. General Question: Relationship of the Master Radio Contracts to this procurement - We are one of the Master Contractors and would like to know the relationship of this procurement to the State's Master Contractor?

**Answer: There is no relationship between vendors on existing contracts and those bidding on the 700 MHz RFP. They are separate contracts and are treated accordingly.**

60. General Question: Minority/Woman Owned Contracts - It appears that you are concerned with setting aside part of this project to minority contractors which is good. However, you exclude the equipment from the percentage. We are a woman owned and sell equipment. Have you considered setting part of the procurement for firms such as ours and not limiting us to lower technology roles?

**Answer: A prime contractor can use an MBE subcontractor to provide subscriber equipment and this will be counted toward the 12% MBE goal. Subscriber equipment is only excluded from the denominator in the MBE % calculation.**

61. Attachment N - Non-Disclosure Agreement: Would it be possible to provide an NDA that does not require a commitment to bidding on the project? I would appreciate the opportunity to review the documents, and I understand the need for confidence with the materials.?

**Answer: The State is limiting access to confidential information to those companies who intend to submit a proposal.**

62. General Question: It probably would be better if the selected contractor be required to provide any schedules in a commonly used format such as MS-Project or Primavera, and to provide them to the State in native softcopy (not PDF). I know at least one major radio vendor that does not typically do this; it makes it more difficult to evaluate project schedules and to manage & track project progress. If any schedules are required in the proposal I would make the same suggestion for those as well. If you wish I can provide an explanation of the risks and challenges associated with being unable to have a native softcopy to review.

**Answer: The State strongly prefers that Offerors use Microsoft Project (no older than MS Project 2003) as a scheduling package. The contractor shall provide any schedules to the State in native MS Project and PDF formats.**

63. Offeror was the consultant to the Maryland Transportation Authority (MdTA) and assisted in the preparation of system specifications for their Two-Way Radio Upgrade Project. This project was subsequently cancelled. Does this prior involvement with MdTA preclude our firm from submitting a proposal for this project?

**Answer: No, your previous contract does not preclude your firm from submitting a proposal on this contract. The MdTA contract was a separate project much smaller in scope with a significantly different specification.**

64. Does the participation of a Maryland registered Women-Owned Business Enterprise (WBE) on the project contribute towards meeting the 12 % MBE goal of the project?

**Answer: Only Maryland MBEs certified by Maryland's Department of Transportation, see ([http://www.mdot.state.md.us/MBE\\_Program/Index.html](http://www.mdot.state.md.us/MBE_Program/Index.html)), count towards the 12% MBE goal.**

65. What is the procedure for adding names of employees or agents to the Non-Disclosure Agreement?

**Answer: Additional names should be added to the original Exhibit A of Attachment N. The Signing Authority for the Offeror (see Section 11 of Attachment N) will then sign next to the added employees or agents. The revised Exhibit A will then be sent to the Procurement Officer, who will countersign Exhibit A and the return executed Exhibit A to the Offeror.**

66. Are subcontractors on the team considered agents in terms of the Non-Disclosure Agreement and does the procedure for adding additional employees and agents to the NDA apply them?

**Answer: Subcontractors are not considered agents listed on the Offeror's NDA. If a potential offeror determines that a potential subcontractor should receive confidential information, the potential offeror will email the Procurement Officer and request that the Offeror provide the subcontractor the confidential information. The Procurement Officer will email back his approval. Once the Offeror receives the Procurement Officer's approval, the Offeror can provide the subcontractor with the necessary confidential information.**

67. Section 2.1 Minimum Qualifications: Regarding minimum qualifications, will the qualifications of the team or prime be considered when factoring in if the offeror has the minimum qualifications per the RFP. Should the team or prime possess these qualifications?  
**Answer: The team must meet all minimum qualifications in total.**

68. Section 2.1 Minimum Qualifications, #4: Please clarify: Three independently operating entities.  
**Answer: For example, three independent operating entities might be three state agencies, county public safety departments, etc.**

69. Offeror is a Fortune 100 company that has unique qualities in the area of wireless network site design and deployment. We are the Prime contractor on the Rescue 21 Program for the US Coast Guard and the Integrated Wireless Network (IWN) for the Federal Government. Both of these programs involve national LMR network design and build responsibilities; the IWN program is designed to be a nationwide interoperable program and our firm has demonstrated its solution to provide interoperability among all major LMR OEM's equipment as well as interoperability with commercial wireless and the PSTN network. We have also designed, built and or modified over 38,000 sites across our Public Sector and commercial practice. We feel we are uniquely qualified as an equipment agnostic Large System Integrator to offer the State of Maryland the best value for their Statewide communications system.

Question: The minimum bid requirements are extremely limited to one specific program that would restrict the ability to submit an offer as the Prime contractor. Was it the intent of the state to limit the participation of Prime contractors by detailing minimum bid requirements that can only be met by 2 or 3 of the LMR OEM's?

**Answer: The minimum qualifications are not limited to one specific program thereby restricting the ability of a potential Offeror to submit a proposal. If an Offeror had four different projects and each one satisfied a different qualification listed in Section 2.1, this would satisfy the State's minimum qualifications.**

70. I would like to know if we would still be considered as a sub-contractor if we are in the process of becoming MBE? Since this is a lengthy process, I am not sure if we will be certified as MBE prior to the proposal due date.  
**Answer: The MBE subcontractor must be a MDOT certified MBE on or before the due date of the proposal.**

71. Appendix-2, pages 1-4: Can MDIT provide more information on the purpose of the "Bounded Areas" definitions, as shown in Appendix-2, pages 1-4? If coverage must be 95% for all areas within the State, then what is the purpose of the bounded area definitions shown? For example, the Bounded Area defined for Region 1A is a subset of Baltimore County, i.e. Region 1.  
**Answer: Region 1A is a separate region for purposes of system design, implementation and testing.**

72. If one assumes that because of a staged build-out of the system, a Notice to Proceed (NTP) may only be issued for the "Bounded Areas" then should vendors propose subset designs as part of their RFP response?

**Answer: Vendors should design and submit their proposal based on meeting the overall system goals as stated in the RFP, with the knowledge that the State reserves the right to initiate system build out in a staged manner. Testing and acceptance can be completed region by region.**

73. There appear to be typographical errors in the Bounded Area definitions for Region 1A and the W.P. Lane (Chesapeake Bay) Bridge areas. See the figure below. Can the MDIT check the coordinates and issue an Addendum?

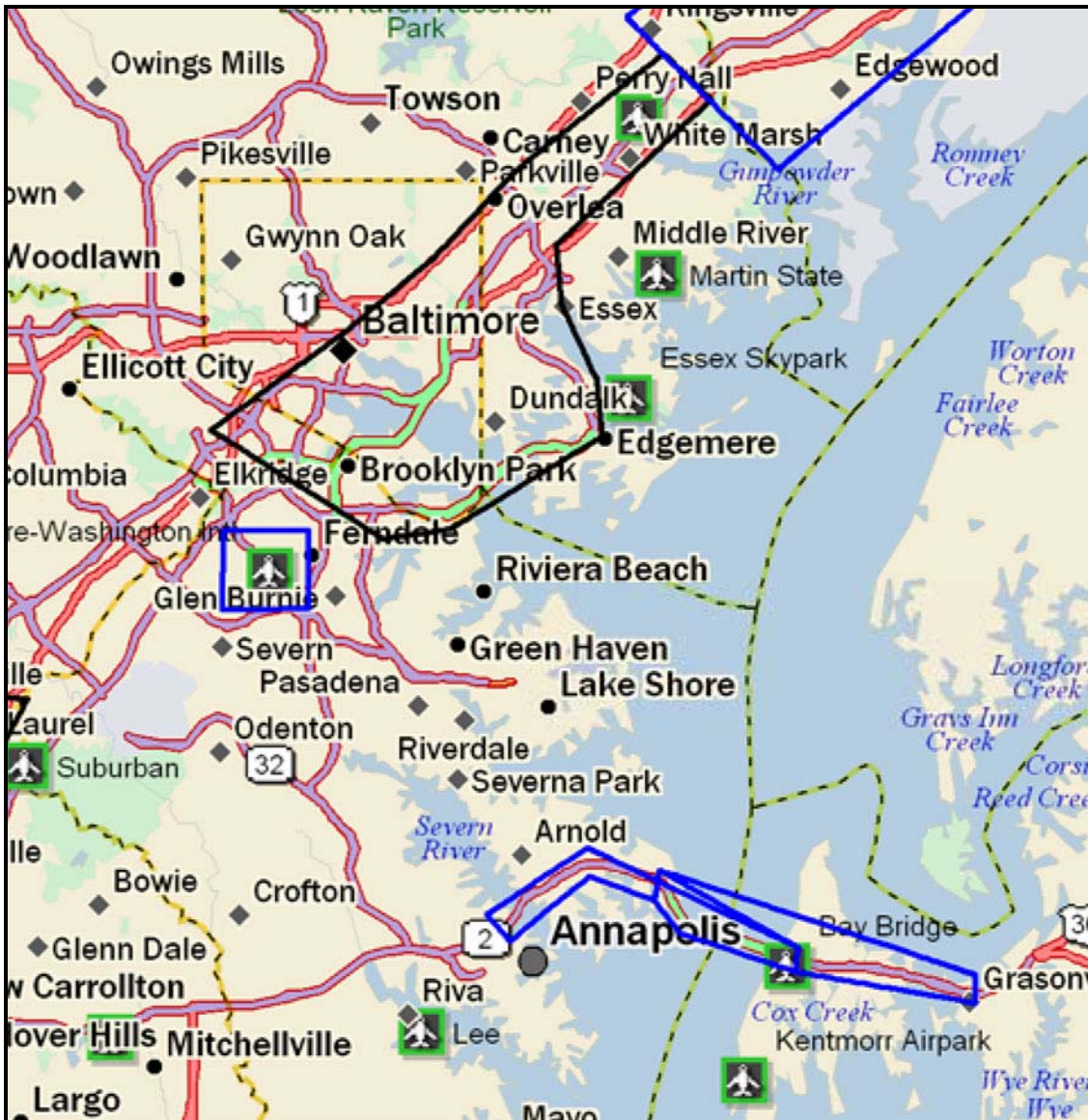
**Answer: The State has revised Appendix #2 with Appendix #2 (Revision #1). See Addendum #5, Item #2.**

74. Appendix-2: For Region 1A, there appears to be an error in the south-west latitude/longitude pair, in as much as the figure in Appendix-2 shows the southern boundary running parallel with the northern boundary of the BWI area definition.

**Answer: The State has revised Appendix #2 with Appendix #2 (Revision #1). See Addendum #5, Item #2.**

75. For W.P. Lane, there appears to be an erroneous data point on the east side of the bridge.

**Answer: The State has revised Appendix #2 with Appendix #2 (Revision #1). See Addendum #5, Item #2.**



76. Will the State of MD have a subscriber unit certification program for this system? This will allow subscriber units developed by radio manufacturers after the bid due date to be certified for use on this system. State agencies would be able to procure these items off of the existing radio communications contract.

**Answer: Certifying compliance of third party subscriber radios with the Safecom P-25 CAP is not part of this RFP.**

77. Section 3.1.4, Page 25: The RFP for the Statewide Communications System it calls for " The Contractor shall obtain a Criminal Justice Information Service State and Federal criminal background check, including fingerprinting, for each employee with direct access to system infrastructure....."

Currently many of my employees have obtained State of Maryland "Security Systems Technician" licenses which are issued by the Maryland State Police and require

fingerprinting and criminal background checks. This is required for all contractors selling, installing, servicing and monitoring alarm/security systems in Maryland. Will this be sufficient to satisfy the requirements contained in Section 3.2.10.8.2 ?

**Answer: No, employees must have a new background check in order to fulfill the requirements of the RFP.**

78. Section 3.2.12.3 - Regional Dispatch Groups: Please clarify what is meant by 20 regional dispatch groups with each dispatch group supporting a minimum of 200 operator positions. Does this mean that the system shall be capable of 4000 console positions?

**Answer: Yes, the system shall be capable of supporting 4000 console positions.**

79. Appendix 9: Please identify each tunnel that requires coverage as part of the Baltimore Metro System. Please provide the lengths of the tunnels identified.

**Answer: The entire Baltimore Metro system is to be covered. The overall length of tunnels is approximately 11 miles. Additional information is provided in Appendix #2 (Revision #1). See Addendum #5, item #2.**

80. Appendix 10: Are all sites referenced in Appendix 10 existing and can be used as part of the public service build out as defined in section 3.1.3.2? If they are existing sites, please provide missing information (i.e. tower heights and coordinates, etc.) What is the meaning of Column 1 referencing public service or public safety?

**Answer: The Column 1 listing for Public Service or Public Safety is not relevant and can be disregarded. All sites listed can be used in the overall system design. An updated listing of missing site coordinates and heights was provided in Addendum #4, item #11.**

82. Our company is currently under contract with the Maryland Transportation Authority on a task order contract. In this contract, we were tasked to design a leaky coaxial cable antenna system for the Baltimore Harbor and Fort McHenry Tunnels. This antenna system provides within each tunnel tube radio coverage for multiple frequencies including the rebroadcast FM, and 450 MHz and 700 MHz LMR. It is our understanding that MdTA is going to proceed with the construction of this project independent of the DoIT project and will make this antenna system available to the successful bidder for the 700 MHz project. This understanding is conflicts with Appendix 9.

We recommend that MdTA provide this information on the tunnel antenna system, through an addendum, to all bidders given that the Fort McHenry and Baltimore Harbor Tunnels are listed as critical buildings and Appendix 9 indicates that the design and installation of an antenna system for the MdTA tunnels is part of the project.

**Answer: The 700MHz contractor may use the cable that will be installed in all six tunnels legs. The cable will be shared with the FM broadcast band. The 700MHz Contractor shall evaluate, design, supply and install all necessary equipment including any intermediate amplifiers, band pass filters and power in the tunnels and any other above ground equipment necessary to make the 700 MHz system fully operable. All other sections of the RFP are still required. The MdTA will incur no additional expense for making this resource available.**



83. Section 3.2.13.9, Page 39: This section states that the existing backhaul network, consisting of digital microwave and fiber, should be used to the maximum extent. Appendix 7 provides a list of digital microwave paths but provides no information regarding fiber optic connectivity used within the network and available for backhaul. Since this is a part of the existing backhaul network, can information regarding the location and deployment of these fiber links be provided?

**Answer: The State is providing Appendix 21. This provides a map showing existing fiber links.**

84. Appendix 7: The information provided in Appendix 7 lists the individual microwave paths which make up the existing backhaul network. A portion of this list can be correlated to the site list in Appendix 10 however there are several sites which cannot be correlated. A network diagram showing the microwave sites and their interconnectivity would be very helpful to maximize the utilization of this existing resource. Can a network diagram be provided showing microwave node location, interconnectivity and redundancy configurations? Can this be expanded to include fiber optic connectivity?

**Answer: The State is providing Appendix 22. This provides a network diagram showing the existing microwave links and a map showing the fiber links referenced above.**

85. Appendix 2: The exact boundaries of each region can vary depending on which GIS program bidders choose to use. This is particularly true along the shoreline and waterways within Maryland. To facilitate consistent coverage modeling among the bidders will the State provide GIS shape files for regions 1, 1A, 2, 3 and 4 for all bidders to use in generating coverage statistics?

**Answer: Shape files will not be provided. However, the State has provided additional information in Appendix #2 (Revision #1). See Addendum #5, Item #2.**

86. Appendix 16, sections 8.2 & 8.4, Page 29 & 30: The RFP Appendix 16, sections 8.2 & 8.4 refer to the term "Actual Audio Quality (AAQ) of 3.4". Was this meant to read as Delivered Audio Quality (DAQ), as defined by the TIA in TSB88? Many other references in the RFP do refer to DAQ. If the term "Actual Audio Quality" (AAQ) is intended, would the State define the term and how it relates to the other references to DAQ?

**Answer: Section 8.2 has been revised to change all references from AAQ to DAQ. Addendum #5, Item #3**

87. Appendix 6: The RFP provides dispatch locations for console operator positions. Can the State provide additional information that shows a break down of each dispatch locations by region?

**Answer: No, this is for the Offeror to determine.**

88. Section 3.2.1, 3.2.4 & 3.2.4.1, Page 27: The RFP contains several requirements pertaining to APCO Project 25 Phase 2. In Section 3.2.1 it states that the "radio system

shall be an APCO Project 25 Phase 2 digital trunked” radio system. In Section 3.2.4 it states that “the system shall be compatible with all APCO Project 25 Phase 2 requirements and standards,…” In Section 3.2.4.1, the RFP states that “if the technology solution is not compliant with APCO Project 25 Phase 2, the technology solution must include a guaranteed timeframe for” migration to 6.25 KHz TDMA in four years from contract award.

Would the State please clarify what the distinction is between “compatible” and “compliant?” Is full compliance with APCO Project 25 Phase 2 within 4 years a mandatory requirement?

**Answer: With respect to the specific question, the terms “compatible” and “compliant” as related to P25 Phase II should be considered as synonymous. An important goal of the RFP is to identify a land mobile radio system that will comply fully with P25 Phase II standards when they are adopted in totality by the Telecommunications Industry Association (“TIA”). The State recognizes that TIA is still finalizing some of the standards for P25 Phase II and we do not wish to delay the RFP process until the standards adoption process is completed. Accordingly, the State seeks a roadmap from all Offerors that depicts their path to full P25 Phase II compliance when the standards have been finalized by TIA. With respect to the issue of the State’s timeline, Maryland is affected by 47 CFR §90.529(b) as well as 47 CFR §90.535(d). Offeror proposals will be reviewed with sensitivity towards those requirements as well as others of the Commission to which the State is subject.**

89. Section 2.1, Page 21: Would the State confirm that only formally and fully accepted system deployments will be deemed as “successful experience?” Systems still under construction or only conditionally accepted would not meet this requirement.

**Answer: The State will determine whether the relevant experience meets the minimum vendor requirements. The State would consider significant completion of major subparts of projects and projects that have been partially accepted and in service. Many systems are accepted in part and are in use without total completion/acceptance of the entire system. The state reserves the right to determine if the partial deployment meets the minimum requirements.**

90. Appendix 16 Section 8.5, Page 32: The RFP states that building losses should be designed to 24dB within the specified urban areas boundaries, and 12dB outside of this area. This section also specifies that the service area also includes state waterways and the Atlantic Ocean 10 miles out to sea of the coast.

Does the state require 12dB in building coverage on the Atlantic Ocean 10 miles out to sea, Chesapeake Bay, and waterways?

**Answer: Page 34 of the System Acceptance Test Plan states that any grid that is more than 75% water should be tested as an in building simulated test.**

91. Appendix 6 & Section 3.2.1.12: Please clarify the number of new consoles required. Appendix 6 shows the following:

a) Pages 1 - 2

46 locations with 104 total existing consoles - Should all of these be replaced with new consoles?

**Answer:**

**The Offeror should review the console inventory and determine if the existing consoles will work on the proposed system. If the existing consoles will work on the proposed system, then the answer is “No”. The Offeror should identify how the operators are going to access the new system and propose appropriate hardware/software and supply documentation supporting their response.**

b) Location 21 (Agency = MSP - Frederick Law Mall) has a zero quantity). Can the State specify the quantity of consoles needed at this location?

**Answer: The State Police share two Motorola Gold Elite dispatch consoles and a shared supervisor position at the Law Mall with Frederick County. The Offeror should review the equipment inventory and determine if the existing equipment will work on the proposed system. The Offeror should identify how the operators are going to access the new system and propose appropriate hardware/software and supply documentation supporting their response.**

c) Please confirm if lines 1 - 98 need to be replaced with control stations. Does wireline refer to a remote console?

**Answer: The Offeror should identify how the operators are going to access the new system and propose appropriate hardware/software and supply documentation supporting their response. Wireline refers to a method of control and not the specific hardware. Consoles and/or control stations can be wireline or wireless.**

d) Pages 3 - 5

Line 1 - 98

- 36 different locations with a total of 734 wireline control stations/desktop remote
- 61 different locations with a total of 125 RF control stations/desktop remote
- 1 location (MSP-CVED - Delmar Scalehouse) is not listed as wireline or RF. Can the State confirm which configuration is required at this location?

**Answer: The Offeror should identify how the operators are going to access the new system and propose appropriate hardware/software and supply documentation supporting their response. Wireline refers to a method of control and not the specific hardware. Vendors should propose both wireline and wireless solutions for each location. The Offeror must identify both recurring and non-recurring costs for each solution.**

e) Line 1 - 65 RF control stations (Page 3 of Appendix 6) Confirm if these are new.

- Line 2 - 600 Wireline Consoles (Page 3 of Appendix 6) Can the State confirm if these are new consoles and where they need to be installed?
- Lines 3 - 100 Wireline Consoles (Page 3 of Appendix 6) Can the State confirm if these are new consoles and where they need to be installed?

**Answer: The Offeror should review the equipment inventory and determine if the existing equipment will work on the proposed system. If the existing equipment will work on the proposed system, then the answer is “No”. The Offeror should identify**

**how the operators are going to access the new system and propose appropriate hardware/software and supply documentation supporting their response.**

92. Can you please tell me if the State will be open to negotiations on the terms and conditions? Please let me know. I would greatly appreciate it.  
Thank you.

**Answer: If there is a term or condition that the Offeror wants to negotiate, the Offeror should take exception/s and list these exception/s in the Executive Summary of the Offeror's Technical Proposal.**