

**Q&A #22 to  
Request for Proposals (RFP)  
Statewide Public Safety Wireless Communications System  
RFP #060B9800036  
February 1, 2010**

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:

212. Question Regarding Software Licensing Pricing

The State's recent answers to Questions 199 and 206 imply that the State is looking to obtain pricing to incrementally add or subtract components of the system as to best meet its requirements.

In submitting pricing for portions of the system that require incremental software licensing (unit capacity per region, number of OTAR-equipped units, number of AVL-equipped units, etc.), does the State wish to have the licensing fees for the ultimate system capacity specified included in the F1 system price, or does the State want a base system price plus optional prices for software licensing so that it can scale the system costs as agencies migrate onto the system?

The following ultimate system capacities have been identified in the RFP and Addenda:

- 100,000 units total (RFP Section 3.2.8.14)
- 10,000 unit KMF capacity (Addendum 18, Item 6/RFP Section 3.2.10.7)
- 20,000 AVL-equipped subscriber units (based on 20,000 Tier 2 and Tier 3 subscriber units specified on the F5 sheet)

**Answer:** Sheets F1 through F10 provide specific quantities of goods for which pricing is desired. Licensing fees for specified items, if any, should be incorporated as part of a unit cost, as applicable, based upon the quantities as specified in F1 through F10. As stated in Addendum #22: "During the detail design review for each Region, the State recognizes that the specific quantities of items may change". Unit cost identification will permit the State and the selected Contractor to identify a price for the required items of equipment.

Where licensing on a unit-cost basis is not applicable, pricing for licensing shall be incorporated within the cost categories specified in F1 through F10. Offerors may provide optional pricing for goods that exceed the quantities as specified in F1 through F10 and incorporate the incremental added costs for licensing as applicable. Optional features can be listed on additional sheets after Price Sheets F-1 thru F-10. However, only your submission in Price Sheets F-1 thru F-10 will be evaluated as your

financial proposal (BAFO) to the State. Again, Offerors are not to list any exceptions, notes, assumptions, etc. as part of their financial proposal (BAFO) to the State.