

Questions and Answers Set # 1

Question 1: The scope of this project is "interoperability," but the design of a new statewide radio system requires meeting day-to-day "intra-operability" requirements (i.e., the individual agencies' autonomous wireless needs) as well as the inter-agency "interoperability" needs. Are we to capture both function requirements, including system capacity, to meet both intra-operability and interoperability needs? If not, will "intra-operability" needs be provided for each stakeholder by the State at Contract start?

Answer 1: The Contractor will be required to capture both functional requirements (inter and intra), including system capacity, to meet the intra-operability and interoperability needs of each stakeholder during the data collection phase (Task 2 to collect the information and Task 3 to develop functional requirements). The RFP will be amended accordingly.

Question 2. Paragraph 1.1.3 States "The Procurement Officer shall issue a Notice to Proceed (NTP) for any or all of the discrete priced deliverable tasks identified in the RFP Section 2.5 depending upon the available funding and the successful accomplishment of previously ordered tasks." Later in the same paragraph, the following appears: "A Notice to Proceed (NTP) for Tasks 1 - 7 will be issued at Contract execution." Can you clarify this? Does this simply mean that NTPs will be issued at Contract execution for whatever of the seven tasks that the State chooses to pursue?

Answer 2: You can anticipate an NTP will be issued for the first seven tasks, as a block, to begin at Contract execution.

Question 3. Paragraph 2.5.4.2 indicates that Task 9 is optional and may or may not be exercised. Paragraph 1.1.3 says "At the sole discretion of the State, a specific Notice to Proceed (NTP) will be issued for Task 8 and possibly Task 9, if warranted." Paragraph 1.4 of the RFP States that the Contract duration shall be two years. Are Tasks 8 and/or 9 excluded from the two-year duration?

Answer 3: No. Tasks will be executed with sufficient lead-time to allow for completion before the end of the contract performance period.

Question 4: RFP Paragraph 1.1.18 States "Neither multiple nor alternate proposals will be accepted." Does this preclude options for the performance of a given task within the proposal? This question refers to offering the State options for the performance of a specific task and not the recommended strategic options mentioned in Paragraph 2.5.3.3 of the RFP.

Answer 4: No. Section 1.1.18 refers to the overall proposal level. Although the State is looking for your best solution for each task, the best way to perform or complete a task could involve alternatives to those we have outlined.

Question 5, Part I: Who is to be responsible for meeting the propagation coverage requirements? We believe that the radio vendor (whoever might be selected ultimately) would bear this responsibility - and insist on doing so or NOT guarantee performance. However, if the State (with the support Contractor) specifies the sites, the radio vendors are not likely to accept the coverage requirements imposed given the pre-defined sites. Paragraph 2.5.3.4 of the RFP calls for "Recommended identification of the specific site(s) and associated justification for selection."

Answer 5, Part I: The radio vendor who is ultimately selected to provide the new Statewide Radio System will be responsible for meeting the State's required coverage

Wireless Interoperability Requirements and Proof of Concept
RFP # 050R6800087

levels around the State. The winning Offeror for this procurement will provide propagation coverage studies to allow the State to continue developing its infrastructure and validate the existing sites' abilities to support future State communication needs.

Question 6: Conduct Project Initiation

Part I: 1.1 RFP Paragraph 2.5.2.4 States "The Contractor shall facilitate a Project Kickoff Meeting to include the project teams from both parties and the project's Executive Sponsor, for the purpose of conduction introduction, defining roles and responsibilities, logistical details, and communicating expectations." The expression "Executive Sponsor" is not defined in the RFP. Does it refer to the State's Project Manager (and their team), the State Interoperability Executive Committee (SIEC), or another State entity?

Answer 6, Part I: The State's Executive Sponsor is Mr. Ellis Kitchen, Chief of Information Technology. Section 1.2 of the RFP will be so amended.

Part II: Does the expression "both parties" refer to the State and the Contractor?

Answer 6, Part II: Yes, "both parties" refers to the State project team and the Contractor's team for this procurement.

Question 7: Task 6 – Develop System Implementation Plan

6.1 RFP Paragraph 2.5.3.3 States "The Contractor shall develop an optimum implementation strategy based on a balance of service reliability, satisfying functional requirements, time to implement, and estimated costs." Support for the optimum implementation strategy may very well be provided by the offerings of more than one vendor. With this in mind, doesn't it make sense to conduct the Proof of Concept with alternative vendors' products (evaluated in sequence)?

Answer 7: There is no "6.1" in the RFP, but if you mean the initial task description under Section 2.5.3.3, then the State has included two Proof of Concept Validation sites to both study different terrain, as well as give us the flexibility to consider more than one equipment vendor.

Question 8: Task 8 – Proof of Concept Validation Site One

8.1 What State entity will "approve" of the "proof-of-concept" test site? What are the criteria and requirements for this approval?

Answer 8: There is no "8.1" in the RFP, but if you mean the initial task description under Section 2.5.4.1, then the Department of Budget and Management will approve of the "proof-of- concept" test site(s) for this procurement. The criteria and requirements for this approval are not needed by the Offeror to propose on this procurement.

Question 9 Part I: Task 8.2: Is radio coverage engineered at the "proof-of-concept" test site considered to be a "measure of interoperability"?

Answer 9 Part I: There is no "8.2" in the RFP, but if you mean the task description in Section 2.5.4.1, Task 8, then the answer is No.

Question 10 Task 8: Is the inter-operation of users within the same radio system or between disparate radio systems at RF adequate to prove "inter-operation" irrespective of radio coverage?

Answer 10: The goal of this radio system is to create interoperability by constructing (and developing technical standards for) a Statewide Radio System. The Contractor is not responsible for measuring the ability of this system to interoperate with other radio systems.

Wireless Interoperability Requirements and Proof of Concept
RFP # 050R6800087

Question 11: Task 8.4. Is the State's intention to eventually include the Concept Verification Site(s) as operational site(s) or are the site(s) intended to serve only for the Proof of Concept? The stipulation in RFP Paragraph 2.5.4.1 that "If sufficient room is unavailable in the existing shelter the manufacture at no cost to the State will be required to provide a shelter that conforms to industry standards for such a structure." seems to imply permanence. Otherwise a separate temporary shelter could be provided to support the additional space needs of the Concept Verification.

Answer 11: There is no "8.4" in the RFP, but if you mean the task description under Section 2.5.4.1, Task 8, then the State's intent is to include the "proof-of-concept" site as an eventual and future operational site. The intent of this requirement is to ensure that the radio vendors, regardless of implementation size, provide all required hardware, infrastructure, and shelters necessary to successfully test their equipment. The Contractor or radio vendor may provide a temporary shelter, if needed.

Question 12: Where will the State's program management office for this project be located and will the State provide office space for the contractor at that location to facilitate the exchange of information and meetings?

Answer: 12: The State's program management office for this project is split between State offices located in the City of Annapolis, 45 Calvert Street and the City of Baltimore, 301 W. Preston Street. The Contractor may be required to meet at either location to provide the required status reports. Meeting space only will be provided by the State, as no other office space is available. Note that the RFP does not offer or provide any office space.

Question 13: What weight will fulfillment of the MBE goal have in the overall proposal evaluation and selection?

Answer 13: None. The MBE goal is not evaluated. See Section 4 of the RFP. However, when the Offeror submits an MBE goal in its proposal, and agrees to meet that goal, compliance becomes a contract performance issue for the selected Offeror (Contractor).

Question 14: We would like to be sent an "as is" copy of the State's inventory report cataloging the physical characteristics of the State's 316 radio towers.

Answer 14: The winning Offeror will have access to the ongoing Statewide Tower Infrastructure inventory as it is completed per RFP Sections 2.2.3 and 2.11. There is no "as is" copy at this time.

Question 15 Part I: Will the State allow the contractor to propose any tasks included under this procurement to be awarded on a basis other than FFP?

Answer 15, Part I: No. See the contract type in Section 1.3 (FYI, contract is FP not FFP).

Question 16 Part II: Can we bid any tasks which are not boundable by the contractor on a CPFF basis?

Answer 16 Part II: No. The discrete tasks to be accomplished under this contract are described on a fixed price basis. See RFP Sections 1.1, 1.3 and 2.1.

Question 17: Will there be multiple awards?

Answer 17: No. See RFP Section 1.1.4.

Wireless Interoperability Requirements and Proof of Concept
RFP # 050R6800087

Question 18: In Task 8 and Task 9 does the 'no cost to the State' refer to the equipment manufacturers and not to the Contractor? Please clarify.

Answer 18: In Task 8 and Task 9, the "no cost to the State" refers to the equipment manufacturers hardware, technical resources, etc. that could be offered at no charge. Recognizing that some equipment manufacturers may not be willing to provide those types of resources for free, the Prime Contractor may be compelled to buy equipment to be used in the performance of the POC. In this instance, the fixed price offered for Tasks 8 and 9 may include those amounts but the State asks that you footnote those costs and charge no more than what the Contractor pays. Contractor profit and overhead should be considered in the fixed price offered for the Contractor's role in Tasks 8 and 9, such as planning, execution, monitoring and reporting. The RFP Sections 2.5.4.1 and 2.5.4.2 will be amended to so state.

Question 19: Developing the System Implementation Plan is dependent on completing the System Detailed Design Document yet the RFP schedule indicates a due date of NTP + 8 months for both tasks. Is it the expectation of the State to have these tasks completed concurrently?

Answer 19: How the tasks are completed will be up to the Contractor as approved by the State in accordance with the RFP. The State has provided the NTP + X months schedule as a "no later than" time structure to allow some flexibility to the vendor. NTP + 8 months is the maximum time allowed to complete both tasks mentioned and they may be worked on concurrently or done sequentially if desired as long as the maximum time for each task is not exceeded.

Question 20: Is it the States intention to have this project span the two-year cycle indicated in the RFP?

Answer 20: It is the State's intention for all tasks implemented under the contract to be completed on or before the two year performance period has passed. That means the project could be completed before the two years if the winning Offeror has a more aggressive schedule.

Question 21: Is there an option for the vendor to propose a shorter schedule than presented in the RFP?

Answer 21: Yes. Although not an "option" in contractual terms, the Offeror's single proposed solution may be shorter than the schedule in the RFP but not longer.

Question 22: Who will be the PM representative for the State of MD for this contract?

Answer 22: The State's project manager (PM) will be named on or before execution of the Contract.

Question 23: Is the Proof of Concept Validation limited to one site?

Answer 23: No, up to two sites may be required under this RFP per Tasks 8 and 9.

Question 24: Does the Proof of Concept Validation site represent the management site for interoperability?

Answer 24: The Proof of Concept site is the location where proposed vendor hardware will be tested by the State. See RFP Section 2.4.3. The POC is not a management site for interoperability.

Wireless Interoperability Requirements and Proof of Concept
RFP # 050R6800087

Question 25: Since this project does not include the development of a complete system, will the additional deliverables defined in the State's System Life Cycle be applicable or will the deliverables be limited to the ones specifically defined in the RFP?

Answer 25: Deliverables will be limited to the ones specifically defined in the RFP.

Question 26: Price Proposal Form: The RFP references a separate Excel spreadsheet for pricing. Where is this located?

Answer 26: The Excel spreadsheet is attached to this document.

Question 27 Task 3: The RFP States that the State will create a new network with new frequencies that all State public safety and first responder agencies can use to communicate with one another. Will the State's existing "stove pipe" networks need to be made interoperable with this new network? If so, is that part of this project or another project?

Answer 27: No. The consideration of the State's existing "stove pipe" networks is not part of this RFP.

Question 28 Task 4: A fleet map is a portable matrix carried by first responders that clearly identifies available communication channels to specific talk groups. Is the Contractor to develop a detailed talk group plan or "fleet map" as part of the State-wide Wireless Channel Plan? Has the State created a team to develop that, and if so are there any results? What is the current status of the State's fleet map development?

Answer 28: The Contractor is not required to develop a "fleet map" as part of the Statewide Wireless Channel Plan.

Question 29 Task 4: Please describe what is meant by "operational call groups".

Answer 29: "Operational call groups" is another term for "talk groups". The RFP will be amended to provide these definitions.

Question 30 Task 4: What degree of interoperability and integration with the existing local 800 MHz networks is contemplated for the proposed design?

Answer 30: The proposed design under this RFP does not take into consideration existing radio systems.

Question 31 Task 4: Is there a design requirement for the Consultant to engineer interoperability of the existing State/Federal/County/City/Town networks with the State's new interoperable network? We did not see that explicitly called out in the RFP.

Answer 31: There is no design requirement for the Contractor to engineer interoperability of the existing networks with the State's new interoperable network.

Question 32 Task 5: On page 11, will the statewide tower site analysis be made available to support the design? Will this information be made available "as is" prior to the May 2006 completion date? This information is required at project kickoff to begin the network and channel design.

Answer 32: Yes, but not necessarily at the kickoff. This information will be provided to the Contractor as the inventory is completed.

Wireless Interoperability Requirements and Proof of Concept
RFP # 050R6800087

Question 33 Task 5: What is meant by Processing Logic as part of the Detailed Design Document?

Answer 33: The intent was to require a “Propagation Study.” Accordingly, the State will amend the RFP to change “Processing Logic” to “Propagation Study”.

Question 34 Task 7: Who is expected to manage the 24/7/365 SLA developed by the Contractor? Is it to be managed by the State and the Contractor, the State and a third party (manufacturer) or the Contractor and a third party (manufacturer)?

Answer 34: The Contractor is expected to create a SLA under Section 2.5.3.4 and manage the Service Level Agreement (SLA) for only the Proof of Concept site, if the State chooses to execute Tasks 8 and 9.

Question 35 Task 8: Has the State already negotiated with a manufacturer for the zero cost proof of concept site?

Answer 35: No. In Task 8 and Task 9, the “no cost to the State” refers to the equipment manufacturers hardware, technical resources, etc. that could be offered at no charge. Recognizing that some equipment manufacturers may not be willing to provide those types of resources for free, the prime Contractor may be compelled to buy equipment to be used in the performance of the POC. In this instance, the fixed price offered for Tasks 8 and 9 may include those amounts but the State asks that you footnote those costs and charge no more than what the Contractor pays. Contractor profit and overhead should be considered in the fixed price offered for the Contractor's role in Tasks 8/9 such as planning, execution, monitoring and reporting. The RFP Sections 2.5.4.1 and 2.5.4.2 will be amended to so state.

Question 36 Task 8: Please confirm that Contractor's fees to manage the proof of concept site are to be quoted as part of the proposal response.

Answer 36: The Contractor's fees to manage the Proof of Concept site are to be quoted as part of the proposal response. See response to Question 19. In Task 8 and Task 9, the “no cost to the State” refers to the equipment manufacturers hardware, technical resources, etc. that could be offered at no charge. Recognizing that some equipment manufacturers may not be willing to provide those types of resources for free, the prime Contractor may be compelled to buy equipment to be used in the performance of the POC. In this instance, the fixed price offered for Tasks 8 and 9 may include those amounts but the State asks that you footnote those costs and charge no more than what the Contractor pays. Contractor profit and overhead should be considered in the fixed price offered for the Contractor's role in Tasks 8/9 such as planning, execution, monitoring and reporting. The RFP Sections 2.5.4.1 and 2.5.4.2 will be amended to so state.

Question 37 Task 8: Also confirm that the manufacturer's cost of participation in the proof of concept site is to be fully covered by the selected manufacturer.

Answer 37: In Task 8 and Task 9, the “no cost to the State” refers to the equipment manufacturers hardware, technical resources, etc. that could be offered at no charge. Recognizing that some equipment manufacturers may not be willing to provide those types of resources for free, the prime Contractor may be compelled to buy equipment to be used in the performance of the POC. In this instance, the fixed price offered for Tasks 8 and 9 may include those amounts but the State asks that you footnote those costs and charge no more than what the Contractor pays. Contractor profit and overhead should be considered in the fixed price offered for the Contractor's role in

Wireless Interoperability Requirements and Proof of Concept
RFP # 050R6800087

Tasks 8/9 such as planning, execution, monitoring and reporting. The RFP Sections 2.5.4.1 and 2.5.4.2 will be amended to so state.

Question 38 Page 18: Is the cost for the Contractor's Criminal Justice Information System (CJIS) certification process being covered by the State?

Answer 38: No. This cost should be included in one or more of the fixed price tasks in the Contractor's financial proposal.

Question 39: Is Contractor's staff expected to work in their corporate facilities or in State offices? Where are these State offices located? And where is the State's office for this project located?

Answer 39: The Contractor's staff is expected to work in their corporate facilities but be able to attend meetings specified in RFP Section 2.8. No State office space is provided under this RFP. See response to Question 13.

The State's program management office for this project is split between State offices located in the City of Annapolis (45 Calvert Street) and the City of Baltimore 301 W. Preston Street). The Contractor may be required to meet at either location to provide the required Status reports. Only meeting space will be provided by the State as no other office space is available. Note that the RFP does not offer or provide any office space.

Question 40: Will the State consider partial milestone payment process for this project?

Answer 40: No

Question 41: Which firm(s) provided assistance to the State to generate this RFP? Is this firm(s) excluded from responding to this RFP?

Answer 41: The State independently created the RFP with no outside or private assistance. Accordingly, the second question is not applicable.

Question 42: Is there any requirement to interoperate with Federal or other State Agencies? It will change the scope and increase the number of stakeholders that need to be interviewed

Answer 42: The scope of this RFP is the design of a new Statewide Radio system; there is not a requirement to make the system interoperable with Federal or another State's Agencies.

Question 43: RFP paragraph 3.4.9 (pg 27) states "The proposed work plan, due dates for milestones and deliverables tasks, labor categories proposed, and resource hours estimated for each proposed labor category shall become part of the Contract with the selected Offeror." The labor categories proposed and resource hours estimated for each proposed labor category are inconsistent with and should not be included in a fixed price contract. Request this sentence be modified to remove reference to the "labor categories proposed and resource hours estimated for each proposed labor category" shall become part of the Contract with the selected Offeror.

Answer 43: The State is entitled to know and to evaluate the level of effort and the resources the Contractor intends to commit to this project. Note the State does not ask for labor rates, precisely because this is a fixed price contract. Remember that the technical and financial proposals are mutually exclusive until the end where ranking for each area is collectively considered to determine the most advantageous offer to the State. Accordingly, this portion of the RFP will not be revised.

Wireless Interoperability Requirements and Proof of Concept
RFP # 050R6800087

Question 44: Will the State provide contact information and assist in brokering discussions with the Public Safety frequency coordinator for the State and surrounding jurisdictions?

Answer 44: Yes

Question 45, Part I: Do the 316 towers, identified as part of the facility inventory, represent the total tower assets available to the State?

Answer 45, Part I: Yes

Question 45 Part II: Does this total include the local public safety agency assets?

Answer 45, Part II: Yes, if available to the State for our use.

Question 46: How will the tower assessment be made available and will any portion of that information be available prior to May 2006?

Answer 46: The winning vendor will have access to the ongoing Statewide Tower Infrastructure inventory as it is completed per RFP Sections 2.2.3 and 2.11.

Question 47: Has the project's executive sponsor been identified?

Answer 47: The State's Executive Sponsor is Mr. Ellis Kitchen, Chief of Information Technology. Section 1.2 of the RFP will be so amended.

Question 48: Are copies of current radio communications strategic plans available?

Answer 48: No. See RFP Section 2.5.2.3, first bullet—part of data collection should be to gather what you need to meet requirements.

Question 58: Are current radio communications asset inventories available for participating agencies?

Answer 58: No. See RFP Section 2.5.2.3, first bullet—part of data collection should be to gather what you need to meet requirements.

Question 49: Is there an identified list of interviewees beyond the member of the SIEC? If so can that list be provided?

Answer 49: No. The interview process is limited to the members of the SIEC as reflected in the RFP, Section 2.2.4. They, and only they, will participate in the survey:

Question 50: Is there a State frequency coordinator who will be made available to support the wireless channel plan development?

Answer 50: Yes

Question 51: What is meant by and expected regarding "processing logic" in the detailed system design section requirement?

Answer 51: The intent was to require a "Propagation Study." Accordingly, the State will amend the RFP to change "Processing Logic" to "Propagation Study".

Question 52: Currently, the system implementation plan is scheduled to be due at the same time as the system design. Would the State consider modifying that sequence so that the implementation plan would not be due until after the State approves a design concept?

Answer 52: No. The Contractor will be working with and reporting to the State on a weekly basis through out the Tasks identified in the RFP. The Contractor may get approval for the System Detailed Design Document at any point of time after the NTP

Wireless Interoperability Requirements and Proof of Concept
RFP # 050R6800087

and prior to the 8-month deadline. If the Contractor requires this approval before beginning work on the Implementation Plan, they should allot that time in the schedule and complete the previous task accordingly.

Question 53: Is remote participation in the bi-weekly DBM progress report meetings permitted?

Answer 53: No

Question 54: Section 1.21 states in the second and third sentences: "Any exceptions to this RFP or Contract must be clearly identified in the Executive Summary of the technical proposal. A proposal that takes exception to these terms may be rejected."

Part I: If an Offer takes exception that is not acceptable to the State, will the proposal be summarily rejected?

Answer 54 Part I: No; the Offeror will have at least one opportunity to withdraw the exception without prejudice; the process will involve written notice of the State's position regarding your exceptions.

Part II: Will the State give the Offeror the opportunity to withdraw the exception without prejudice? What is the process in this regard?

Answer 54 Part II: Yes per Part I response. If the State and the Offeror cannot reach an accord on exceptions, the Offeror's proposal might be rejected at that time.

Question 55: Under section 3.4.6 entitled Offeror Experience and Capabilities, it states: "Offerors shall include information on past experience with similar projects and *particularly with the "cabling and wiring services."* (emphasis added is ours (vendor's).

Can the State clarify whether the particular interest in cabling and wiring services is just a typo from another RFP and is to be ignored, or if in fact it is an appropriate emphasis of this project? If it is an appropriate emphasis of this project, can the State explain this particular interest in more detail?

Answer 55: The terms cabling and wiring services are in error. Replaced via Amendment #1, to say, "wireless interoperability".

Question 56. The following questions are all related to the issue of any prohibition of the selected Offeror for this RFP to participate in follow on work for the State. For practical purposes, these questions are consolidated as follows and a single answer given

There appears to be nothing in the RFP about Contractor support to the preparation of RFPs for the solicitation of Offerors for the system implementation. Does the State intend to have the winning Contractor provide this capability in this project or in future?

Conflict of Interest (P 8) – Has the State made a determination whether the firm selected for the Wireless Interoperability Requirements and Proof of Concept RFP will be limited in participate in the implementation of wireless system? If not, will this determination be made prior to submissions of proposals for this RFP?

Will the contractor/subcontractor(s) awarded the contract resulting from this RFP be excluded from any follow-on contracts subsequent to Completion of this awarded contract?

Wireless Interoperability Requirements and Proof of Concept
RFP # 050R6800087

Will the prime contractor and its lower tier subcontractors for this effort be disqualified from any future projects including the implementation of a statewide wireless interoperable voice and data communication system?

If a vendor participates in the proof of concept even if they are not the prime bidder, would that be considered a "conflict of interest" for any future RFP that may be issued to provide the proof of concept service that was provided under this solicitation?

Answer Question 56:

See section 1.31.1 of the RFP. As stated in the RFP, the impact of the State Ethics Law, State Government Article § 15-508, will depend on the specific factual circumstances of a follow up procurement if there is one, and if so, whether the vendor's participation in the initial procurement results in its having assisted in the drafting of the specifications for that follow up procurement. To the extent the selected Contractor may be considered to have assisted in the drafting of specifications, an invitation for bids, or a request for proposals for a future procurement based on the results of this solicitation, the selected Contractor may be prohibited from participating in the future procurement for which the specifications are used. The central issue is the vendor's involvement in the prior procurement and the extent to which it is deemed by its involvement to have assisted in the drafting of the specifications for the follow up procurement. Under SG §15-508, if the vendor helps draft the specifications for the procurement in any capacity, it may not bid or propose on that procurement. Obviously, at this point, the State does not know the outcome of this procurement and cannot opine as to whether or not future procurements will result from this one. Please see Ethics Commission Advisory Opinions 98-09, 95-13, 00-01 for additional discussions of how SG §15-508 has been interpreted by the Ethics Commission at <http://ethics.gov.state.md.us/>.

<Signed>

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Procurement Officer

**Wireless Interoperability and Proof of Concept
RFP # 050R6800087
Questions and Answers, Set #2**

Question 1. *Refers to question 5, Part II (of first set of questions sent by State dated November 18, 2005):* Are these sites to be imposed on the implementation Contractor(s), or are they meant (primary) to provide a basis for estimation of the cost for implementation?

Answer 1: Assuming the question is referring to the State's inventory of existing sites (316 in total), site references are meant to be the basis for implementation cost estimates.

Question 2: Task 4 – Develop Statewide Wireless Channel Plan.

4.1 The RFP makes no mention of performing a traffic loading analysis for voice and data wireless. This data allows estimation of the number of channels required and is normally a prerequisite for preparation of a channel plan for the use of available spectrum. Will the State be providing the loading data or estimates?

Answer 2: The State does not have loading data or estimates available. If this data is required to complete Task 4, the Contractor, as part of Task 2, is responsible for identifying the information necessary to satisfy all remaining project deliverables, and under Task 3, capture this data through documentation review and interviews.

Question 3. Refers to Task 5 – Develop System Detailed Design Document

5.1 Included in RFP Paragraph 2.5.3.2 is the development of detailed design. The "detailed design" is subject to considerable interpretation. Can the State be more exact regarding what is expected? Our interpretation is that the desired detail is that necessary to determine what technologies best satisfy the requirements. An extreme interpretation would include the preparation of equipment elevation and interconnect diagrams.

Answer 3: Answer 3: Section 2.5.3.2 Task 5 - Develop System Detailed Design Document has been re-written. Please see Amendment #3.

Question 4. Data Communications (P 10) - With respect to the State's intent to provide first responder voice and data communications, to what extent does the State intend to include high speed data, and/or broadband data in the project design and for what purposes?

Answer 4: The extent to which data communications is required will be documented in the Functional Requirements Document completed as Task 3. All data required to complete Task 3 is to be identified by the Contractor in Task 2, and captured under Task 3 through documentation review and interviews. The recommendations on how best to satisfy the requirements and which solution (i.e. high speed data and/or broadband data) is the responsibility of the Offeror and are to be documented in fulfillment of Task 5 of RFP.

Question 5: It is stated that in developing the Functional Requirements Document, requirements are to be categorized over a 0-5, 6-10 and 10+ years timeframe. Does the State commit to working with the Contractor to determine prioritization of applications into the three timeslots? Is so, how does the State envision the prioritization process?

Answer 5: The State is committed to the success of this project and will work with the Contractor to establish the criteria by which requirements are prioritized. One such methodology is:

Wireless Interoperability and Proof of Concept

RFP # 050R6800087

Questions and Answers, Set #2

- Immediate (0 – 5 years): Those requirements that must be supported by the system in order to provide basic operational requirements. Without these requirements being satisfied, users cannot be migrated from legacy systems.
- Interim (6 – 10 years): Those requirements that, once the Immediate Requirements are satisfied, available resources would be directed towards satisfying. These requirements provide either a higher level of operational efficiency or customer service, but are not impediments to migrating users to the new systems and decommissioning of legacy systems. These requirements may be satisfied through baseline functionality of the proposed solution and become available upon initial system implementation.
- Long Term (10 + years): Those requirements that may materialize at some time in the future, or otherwise are considered insignificant to improving operational efficiencies or customer service delivery. If left unsatisfied there would be no material affect on service delivery, nor would using agencies missions be jeopardized

Question 6: Refers to Task 4: Has the State determined the number of users or the capacity requirements of the proposed network? Will this information be provided to the Contractor at NTP if available?

Answer 6: No. Based on the data collected in Phase I of the Contract, the State expects the Contractor to draw conclusions from the data in both Phases I and II to include this information in the “functional requirements document” the “statewide wireless channel plan” and the “system detailed design document” (Tasks 3-5).

Question 7. Refers to Task 8: Is the proof of concept site to include both a voice and data solution?

Answer 7: All immediate requirements (reference definitions provided in response to question 5 above) and any interim and/or long-term requirements available as a result of the baseline recommended solution, are to be included in the proof of concept.

Question 8: Refers to Task 8 in RFP: How many subscribers does the State envision participating simultaneously in the proof of concept site test? How many different agencies does the State anticipate participating simultaneously in the proof of concept site test?

Answer 8: The State envisions at least 100 users, from three to five agencies participating, simultaneously, in the proof of concept site test.

Question 9: Who will be the State’s Project Manager (*PM*) for this project and how many people will staff this project?

Answer 9: The number of State people to staff this project and the State’s PM will be established on or before execution of the Contract.

Question 10: The expected completion dates for specific tasks in the RFP do not reflect best practices for projects of this type. Can the contractor propose modified completion dates for those tasks to bring them in line with best practices, thereby reducing the overall risk to the project?

Answer 10: Your assertion that the schedule would violate best practices is not supported by facts or specifics. If you have any input where you feel the State’s specification is in error, please tell us what you think the error is and why you believe it is so. If your input has merit, the State will consider an amendment, however please

**Wireless Interoperability and Proof of Concept
RFP # 050R6800087**

Questions and Answers, Set #2

recognize the sequence of tasks in the RFP is very basic and focuses on reaching an end result described in the RFP. Normally, it is incumbent upon Offerors to propose the resources necessary to meet the schedule, whatever they might be.

Question 11: What incentives might the State offer to manufacturers to make a business case to provide equipment and labor at no cost to the State for each of the proof of concept validation sites?

Answer 11: None will be offered, however the proof of concept represents an opportunity for a manufacturer who is not involved in the design of a network or system to showcase its technology to the State.

Question 12. With regard to the development of a Statewide Wireless Channel Plan, will the State provide the contractor with detailed information (i.e. current voice and data message/application models, "talk group" configurations, call traffic data, etc.) required to adequately build a channel plan?

Answer 12. If this data is required to complete Task 4, the Contractor, as part of Task 2, is responsible for identifying the information necessary to satisfy all remaining project deliverables, and under Task 3 capture this data through documentation review and interviews.

Question 13. Will the State provide information regarding anticipated radio system user base growth projections? (i.e. demographic and radio usage growth projections)

Answer 13. If this data is required to complete any deliverable, the Contractor, as part of Task 2, is responsible for identifying the information necessary to satisfy all remaining project deliverables, and under Task 3 capture this data through documentation review and interviews

Question 14: Has the 700 MHz frequency plan been approved for the State? If not when is final approval anticipated?

Answer 14: Although this information is not needed to respond to this proposal, final approval date for the 700 MHz frequency plan is slated for April 7, 2009. (See amendment #3)

Question 15: Does the State have an identified list of "soon to be available" technologies that they want included in this analysis?

Answer 15: The Contractor is responsible to identify technologies that best meet the requirements of the State. These technologies should not be limited only to solutions currently available on the market. The Contractor should also consider technologies and solutions that meet the State's requirements that may soon (6 – 12 months) be commercially available.

Question 16: If task & recommended site selection is a component, has the State considered that most major system providers will not guarantee RF coverage unless they have a significant role in site selection?

Answer 16: Yes. It is expected that as part of Task 7, the Contractor will have engaged potential solution providers to ensure coverage requirements are satisfied for the recommended site(s). The actual coverage will be negotiated with the ultimate solution provider on a site-by-site basis.

**Wireless Interoperability and Proof of Concept
RFP # 050R6800087
Questions and Answers, Set #2**

Question 17: In a similar fashion, (*similar to question 16 above*) a “detailed”, as opposed to a “conceptual” system design is being requested. A detailed design document is normally vendor/technology specific and thus is typically provided by the system vendor and reviewed by the consultant. The consultant’s role is typically to develop the system requirements and to then evaluate the proposer’s (*Offeror’s*) compliance with those requirements and the system’s functional demands. In this case, does the State desire that the consultant develop the detailed system design, or is it the State’s intention that a conceptual design be developed with a detailed design only for the proof of concept site?

Answer 17: Please refer to Amendment # 3 and to answer # 3 in this set of Questions and Answers.

Question 18. The State is looking for a system solution that is "interoperable in itself". Does this mean that you're looking for statewide 700MHz system whereby, agencies across the state will be able to communicate with one another using a common 700MHz frequency? In other words, do you plan on replacing all your other systems (VHF, UHF, LB, 800) with a 700MHz system?

Answer 18: The State is requesting a Contractor to meet the requirements of the RFP in support of a future Statewide 700MHz system that will permit all agencies across the State to be able to communicate with one another. The RFP does not consider any existing radio systems or interoperability with those systems, and is not considering replacing these systems.

Question 19: Please provide a comprehensive list of stakeholders including agencies and departments. This is necessary to accurately scope the needs assessment effort.

Answer 19: Section 2.2.4 identifies the stakeholders referenced throughout the RFP.

Question 20: Could the State provide clarification of how the existing LMR's will utilize the proposed wireless network?

Answer 20: Existing radio systems are not part of this RFP and the integration of existing equipment into the new radio system is not required under this RFP

Question 21: Could the State provide a list of potential applications that will use the proposed wireless network?

Answer 21: Potential applications will be identified by the selected vendor (Contractor), as part of the process of gathering the functional requirements. The Contractor, as part of Task 2, is responsible for identifying the information necessary to satisfy all remaining project deliverables, and under Task 3, capture this data through documentation review and interviews.

Question 22, Part I: There was a discussion around pricing related to questions 35,36, and 37 (where the Contractor may have to purchase certain equipment that may not be donated as originally envisioned). Will there be an amendment to the RFP in this regard and if so when can we expect it?

Answer 22 Part I: The State hereby rescinds the answers to questions 35, 36 and 37 (located in first set of Questions and Answers #1 dated November 18, 2005). The answer to question 22 in this document is as follows:

The RFP will not be amended at this time with regard to pricing Tasks 8 and 9 of the RFP. The State is requesting that the Contractor provide the following activities identified in Tasks 8 and 9 of the RFP: to equip, install and make operational a proof of concept

**Wireless Interoperability and Proof of Concept
RFP # 050R6800087**

Questions and Answers, Set #2

site(s), at no cost to the State, with regard to these solution components: hardware, software, ancillary equipment, and engineering and technical resources.

The costs of the abovementioned solution components should not be included in the financial proposal response to the RFP. This means that once the Contractor identifies the recommended solution, the Contractor then shall pursue the manufacturer to obtain the hardware, at no cost to the State. It is important to note that the State will *not* take possession of hardware, software, ancillary equipment, engineering and technical resources; rather any agreements will be between the Contractor and the manufacturer.

Question 23, Part II: Also, has there been any discussion of extending the due date on the RFP to accommodate this change?

Answer 23, Part II: Please see amendment #2 dated Friday, November 18, 2005, changing the proposal due date to **December 12, 2005** at 2:00 PM.

Question 24: What is the State's expectation regarding the backhaul design of the new network?

Answer 24: Please refer to Amendment #3 and answer #3 in this set of Questions and Answers Set #2.

**Wireless Interoperability and Proof of Concept
RFP # 050R6800087
Questions and Answers, Set #3**

Question 1: Question with regard to Attachment H of the subject RFP: See the last sentence of item 8 of that attachment; it states: "If signed below by an individual employee or agent of OFFEROR under Section 2 of this Agreement, such individual acknowledges that a failure to comply with the requirements specified in this Agreement may result in personal liability."

Since a corporation is responsible for the acts of its employees acting within the scope of their employment, may we assume that the foregoing language indicating personal liability does not apply to an employee of a corporation signing this Attachment within the scope of his employment? Our Corporate Legal Counsel has a concern with the language the way it currently reads and I need to resolve the issue as soon as possible in order to obtain the information needed to complete our proposal.

That is, Is it the State's intent to hold an individual employee of a corporation personally liable (i.e. to sue the individual for his personal assets, such as his home) in addition to holding the corporation liable for the disclosure, if that individual employee was responsible for disclosing information covered by the NDA?

Answer 1: Under section 2 of Attachment H, Non-Disclosure Agreement (NDA), each employee or agent of the contractor who has access to the State's confidential information agrees to execute an NDA in his or her individual capacity. The justification for this requirement is that individual employees have access to and control over the confidential information and by signing onto the NDA, they acknowledge their personal responsibility to ensure that the information is not released.

Amendment # 5 (forthcoming) will read: "The individual signing (the contract) warrants and represents that they are fully authorized to bind OFFEROR to the terms and conditions specified in this Agreement. If signed by an individual employee or agent of OFFEROR under Section 2 of this Agreement, such individual acknowledges that a failure to comply with the requirements specified in this Agreement may result in personal liability with regard to such person's actions.

Question 2: Section 3.4.6.3 requests at least 3 references from customers. Must these references be signed by the customer or can we just give a citation with points of contact?

Answer 2: No. References do not have to be signed. The State will research references, but the information required by Section 3.4.6.3 must be submitted.

Question 3: We intend to use a subcontractor in performance of the contract that will be using several independent consultants. We also intend to include in the proposal commitment letters from these independent consultants. Is this acceptable?

Answer 3: Yes but be certain you identify your intended subcontractors and their roles in accordance with the RFP Section 3.4.14.

Question 4: Section 1.21 states in the second and third sentences: "Any exceptions to this RFP or Contract must be clearly identified in the Executive Summary of the technical proposal. A proposal that takes exception to these terms may be rejected." If an Offer

**Wireless Interoperability and Proof of Concept
RFP # 050R6800087**

Questions and Answers, Set #3

takes exception that is not acceptable to the State, will the proposal be summarily rejected? Will the State give the Offeror the opportunity to withdraw the exception without prejudice? What is the process in this regard?

Answer 4: The Offeror will have at least one opportunity to withdraw the exception without prejudice; the process will involve written notice of the State's position regarding its exceptions. If the State and the Offeror cannot reach an accord on exceptions, the Offeror's proposal might be rejected at that time.

Question 5: Amendment #3 has clarified the coverage requirements for the proof of concept network. Are there any additional requirements in terms of

- 1) On-ground signal strength, and
- 2) Expected data rate?

Answer 5: To clarify your question, Amendment #3 provided the coverage requirements for the System Detailed Design Document, which will be used to choose a "proof of concept site", not a complete "proof of concept network". I.) There are no additional requirements for on-ground signal strength for the System Detailed Design Document. ii.) There are no additional requirements in terms of the expected data rate in the RFP because the contractor will be responsible for gathering this data from the identified Stakeholders in the Functional Requirements completed as Task 3 of the RFP. For further clarification, please see question 4 of the Q & A, Set 2.

Question 6: Is there a due date for the submission of RFP related questions?

Answer 6: The State does not routinely cut questions off entirely; rather we will use our judgment and reserve the right to determine if the question is substantive. If it is, the question will be answered and if in the State's judgment, it is not substantive, the question may not be answered.

Question 7: What is meant by the 'Not to Exceed' wording. Is this the same as 'Fixed Price' contract?

Answer 7: The not to exceed language has been removed. See Amendment # 4

Question 8: Would the State support a Prime Contractor bid and a subcontractor bid (via another Prime Contract proposal) from the same company?

Answer 8: Yes, a vendor that is responding to an RFP by sending in a proposal as a prime, can also be available to another vendor as a sub-contractor on the same RFP.. For example, Firm A wants to bid a job as the Prime. They respond to the RFP as the Prime. In case they do not win, Firm A is willing to sign on with Firm B as a sub-contractor. This is acceptable to the State.

Question 9: Does "alternative" proposal mean the same thing as "alternate" proposal?

Answer 9: Yes, the words mean the same thing in reference to this RFP. "Alternate" is the more widely accepted method to describe a single proposal. The key point is that alternate proposals will not be accepted per RFP Section 1.18.

**Wireless Interoperability and Proof of Concept
RFP # 050R6800087
Questions and Answers, Set #3**

Question 10: Has the State identified and secured funding for Phases I through III of this effort?

Answer 10: The State will fund any contract it awards with the caveat for multi-year contracts in Attachment A, Section 16.

Question 11: During the pre-bid conference the State mentioned it did not have a firm contract award date. For contractor pricing purposes, we recommend the State establish an assumed contract award date for contractors to use to develop the contract price.

Answer 11: When the evaluation process is complete, the State intends to make an award recommendation subject to approval by the Board of Public Works. Although we cannot predict or assume when that might happen, the State is proceeding with an urgency of need to award as soon as practical."

Question 12: During the pre-bid conference a question was raised from the floor regarding if the use of land mobile radio technology was mandatory for this system, or if other technology could be considered. Please identify the State's intent in this area.

Answer 12: The State's intent is to use land mobile radio technology (LMR) for the Statewide Interoperable Radio System.

Question 13

MBE participation, while a stated goal in the RFP, is not going to be evaluated as a factor for award. Recommend the State reconsider this position and include MBE participation as a factor for contract award. Without MBE being a factor for contract award, there is no incentive meet the stated goal.

Answer 13: It is not legally permissible to use MBE participation as an evaluation factor. However, offerors who commit to an MBE participation level less than what has been established in the RFP (in this instance 25%) must request a waiver at the time of proposal submission (see RFP Attachment D-1). Upon completion of the proposal evaluation phase (see RFP Section 4.5) if such an offeror is notified by the State that they are the apparent awardee, its waiver documentation will be requested and reviewed at that time. If the waiver request is denied, the Department, pursuant to COMAR 21.11.03.10D, may withdraw the award recommendation. So, although MBE participation does not factor into the evaluation process itself, any offeror who does not meet the MBE requirement greatly increases its risk of not being awarded the contract, despite being otherwise qualified.

Question 14: Request the State allow contractors to modify completion dates for tasks identified in the RFP to reflect best practices for projects of this type so long as the overall set of tasks can be completed within the two-year time period required by the State. Specifically, request the expected completion dates for Task 6, "Develop System Implementation Plan", and Task 7, "Develop Phase III Detailed Design and Project Management Plan", be adjusted to NTP + 11 months and NTP + 12 months respectively. This would allow all tasks to be completed within the two year limit specified by the State and would result in a better set of products to be delivered by the Contractor.

Answer 14: The State will provide an answer to this question as soon as possible.

**Wireless Interoperability and Proof of Concept
RFP # 050R6800087**

Questions and Answers, Set #3

Question 15: Is the contractor performing the Statewide Tower Assessments excluded from being awarded a contract, or a subcontract, for this procurement?

Answer 15: No, so long as the inventory it produces and the work it does on the Statewide Tower Equipment Installation and Services RFP are not viewed as assisting the State in drafting the specifications for this RFP. To the extent that the vendor's involvement is limited to the inventory collection, is of an administrative nature, is available to all vendors, and does not place the Tower contractor at an unfair advantage over the other vendors for this RFP, the vendor would not be disqualified from participating in this procurement.

Question 16: What measures have been or will be instituted by the State to ensure that necessary stakeholders will be available when required to interact with the contractor during information gathering activities to minimize cost and schedule risk under this fixed price contract?

Answer 16: The State Project Team will assist the Contractor in contacting the stakeholders, most of which are actively involved with the development of some aspect of the Statewide Interoperability Radio System, thus have a vested interest in the success of this RFP.

Question 17: Will the tower assessments, to be completed in March 2006, contain a current engineering load analysis for each tower and the amount of available shelter space at each tower location?

Answer 17: The tower assessments, to be completed in May 2006 will not contain a current engineering load analysis for each tower, but will document the available shelter space at each tower location.

Question 18: Page 7 of the RFP says that "Before a corporation can do business in the State it must be registered with the Department of Assessments and Taxation, State Office Building, Room 803, 301 West Preston Street, Baltimore, Maryland 21201. It is strongly recommended that any potential Offeror complete registration prior to the due date for receipt of proposals." Is this applicable to all sub-contractors involved with an effort or merely the "Offeror"?

Answer 18: Under Maryland law, all foreign corporations doing business in the State, including those acting as subcontractors, must be registered with State Department of Assessments and Taxation (SDAT). The cited provision applies to the subcontractor as well as the Offeror. Foreign means businesses registered outside the State of Maryland.



**DEPARTMENT OF
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**Wireless Interoperability and Proof of Concept
RFP # 050R6800087
Questions and Answers, Group #4**

Question 1: Request the State allow contractors to modify completion dates for tasks identified in the RFP to reflect best practices for projects of this type so long as the overall set of tasks can be completed within the two-year time period required by the State. Specifically, request the expected completion dates for Task 6, "Develop System Implementation Plan", and Task 7, "Develop Phase III Detailed Design and Project Management Plan", be adjusted to NTP + 11 months and NTP + 12 months respectively. This would allow all tasks to be completed within the two year limit specified by the State and would result in a better set of products to be delivered by the Contractor.

Answer 1: It is incumbent upon the Contractor to meet the schedule requested by the State.

Question 2: I have a question about how the proposal contents should be numbered so it can be mapped back to the RFP. I've provided an outline below with the way I understand it. Can you please let me know if this is correct? If not, how should it be numbered?

Answer 2: Please see attached spreadsheet for proper format.

~Effective Resource Management~

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Volume I - Technical Proposal Format: Reply Instructions		
Vendor Proposal Section	Description & Corresponding Section in RFP	
3.4.1	Transmittal Letter	
3.4.2	Additional Required Technical Submissions	
	A.	
	B.	
	C.	
3.4.3	Format of Technical Proposal, as follows:	
3.4.4	Title and Table of Contents	
3.4.5	Executive Summary	
3.4.6	Offeror Experience and Capabilities	
3.4.6.1	Overview of Experience	
	A.	
	B.	
	C.	
	D.	
3.4.6.2	Org Chart	
3.4.6.3	Three References	
	A.	
	B.	
	C.	
3.4.6.4	Examples of Previous Work	
	A.	
	B.	
	C.	
3.4.7	Offerer Technical Response to RFP Requirements	
	2.3 - 2.8	
3.4.8	Personnel	
	2.9	
	2.10	
3.4.9	Proposed Project Mgmt Plan, Project Work Plan and Assumptions.	
	Project Management Plan (PMP)	For each major task in RFP Section 2.5
Phase 1	2.5.2.1	Task 1
	2.5.2.2	Task 2
	2.5.2.3	Task 3
Phase 2	2.5.3.1	Task 4
	2.5.3.2	Task 5
	2.5.3.3	Task 6
	2.5.3.4	Task 7
Phase 3	2.5.4.1	Task 8
	2.5.4.2	Task 9
	Project Work Plan (PWP)	For each major task in RFP Section 2.5
Phase 1	2.5.2.1	Task 1
	2.5.2.2	Task 2
	2.5.2.3	Task 3
Phase 2	2.5.3.1	Task 4
	2.5.3.2	Task 5

Wireless Interoperability and Proof of Concept RFP # 050R6800087 QSheet1 Group #4
Question #1

Volume I - Technical Proposal Format: Reply Instructions		
	2.5.3.3	Task 6
	2.5.3.4	Task 7
Phase 3	2.5.4.1	Task 8
	2.5.4.2	Task 9
3.4.10	Financial Capability and Statements	
3.4.11	Legal Actions Summary	
	A.	
	B.	
	C.	
3.4.12	Certificate of Insurance	
3.4.13	Economic Benefit Factors	
	A.	
	B.	
	C.	
	D.	
3.4.14	Subcontractors	



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**Wireless Interoperability and Proof of Concept
RFP # 050R6800087
Questions and Answers, Group #5
12/06/2005**

Question 1. We searched www.dbm.maryland.gov and could not find a reference to a PWP. We are assuming the PWP is a MS Project Plan, is that correct?

Answer 1: The PWP (or Project Work Plan) is a subset of the PMP (or Project Management Plan) required by the RFP as added information. The PWP is mentioned twice in the RFP: First as a contract requirement in the Scope of Work (Sec 2.5.2.1, second bullet) and second as a submission requirement for a proposed PWP (Sec 3.4.9, first paragraph) that would be refined as part of the Task 1 deliverable in Sec 2.5.2.1.3. The contract requirement from Sec 2.5.2.1 is to have "a detailed PWP that identifies each project milestone and associated deliverable." Use Microsoft Project software.

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