

**Addendum 1**  
**RFP 24-16 Regional P25 Radio System**

PROPOSERS must acknowledge this Addendum in your proposal cover letter. All addendums will be posted to Montgomery County Procurement Website.

The deadline for proposal submission remains August 2, 2024, at 3 PM.

Please see [modifications](#) to the following sections:

NRVECRA has extended the Q&A period to May 31st, 2024.

Appendix A –miscalculation of points under coverage Adequacy

<b>Technical (70 Points)</b>	
System Configuration and Design – Major Exceptions	10
Coverage Adequacy	20

Update coverage Adequacy

<b>Technical (70 Points)</b>	
System Configuration and Design – Major Exceptions	10
Coverage Adequacy	25

Appendix D -

Portable Radio Package- See RFP requirements - P25 Phase 2 (TDMA)

Updated quantities have been listed on the PS Subscribers tab.

Included in this Addendum is a copy of the updated version of Appendix A – Evaluation Criteria, updated Appendix D – Price Proposal Form, Proposal Sign in Sheet with pre-proposal vendor attendee information, Pre-proposal Power Point presentation, existing tower/antenna information, and Appendix F - Proposers questions and answers.

## Appendix A – Evaluation Criteria

Proposals will be evaluated based on the categories below:

Category	Points Allocation
<b>Pricing (30 Points)</b>	
Infrastructure / Subscriber Costs	25
14 Year Ongoing Costs (Operations & Maintenance)	5
<b>Technical (70 Points)</b>	
System Configuration and Design – Major Exceptions	10
Coverage Adequacy	25
Responsiveness to the Intent of the Specification – Minor Exceptions	10
Responsiveness to the Intent of the Specification – Questions	5
Project Manager Experience	5
Lead Engineer Experience	5
Warranty and Maintenance Service Organization Experience	5
Schedule	5
<b>Total Base Evaluation Points</b>	<b>100</b>
<b><i>OPTIONAL Additional (10 Points)</i></b>	
Oral Presentation	5
Value Added	5
<b>Total Evaluation Points</b>	<b>110</b>

## Grounds for Rejection

A proposal may be rejected for any of the following reasons:

- Failure to accept the Terms and Conditions as written in Section 3 of the RFP
- Failure to accept the Montgomery County Form of Contract Document.
- Submitting a Technical Proposal containing pricing information.
- Failure to provide a *redacted* Technical Proposal, in electronic PDF format, that is compliant with Code of the Commonwealth of Virginia.
- Failure to provide a complete proposal, based upon the requirements of RFP Section 2.
- The proposed system is incomplete, e.g. specified subsystems or interfaces to existing equipment are not proposed.
- The proposed radio system will not provide the capacity to support the number of users specified in the RFP.
- Failure to provide a coverage guarantee.

- The PROPOSER'S schedule is unrealistic. A schedule may be deemed unrealistic if *important tasks or milestones are omitted* or if insufficient time is allocated to tasks.
- The PROPOSER's Price Proposal Worksheet does not provide the required details in the Pricing Sheets. Bundling pricing will not be accepted.
- Including scope of work and technical assumptions in sections other than Section 4 of the Technical Proposal.

## Evaluation Categories

### PRICING

*Pricing shall be scored based upon the last pricing workbook submitted to Montgomery County prior to final evaluation.*

The pricing evaluation is separated into two subcategories: Infrastructure / Subscriber Costs, and 14-year running costs.

**Infrastructure / Subscriber Costs: Shall comprise the total initial cost for the system infrastructure and all subscriber units.**

#### Infrastructure:

Infrastructure costs shall include all fixed equipment (Radio and Microwave systems), physical facilities (shelters, towers, generators, HVAC, access roads, etc.) all dispatch equipment (consoles, back-up control stations, logging recorder, etc.), alarm system, software, all costs associated with acquisition, designing, staging, delivery, installation, construction, implementation, configuration, testing, cutover, and all services (project management, engineering, training, etc.).

Infrastructure costs shall include all costs associated with first-year operation of the base system, including the following:

- purchase or 1st year lease of sites or property
- 1st year lease of equipment room and/or tower space
- 1st year lease of connectivity network (e.g. fiber-optic)
- regulatory fees
- setup and implementation of utilities
- initial full tank of generator fuel
- 1-year warranty

Subscribers:

Subscriber costs will be based on pricing information in the Price Proposal worksheet, provided the proposed subscribers are compliant with the RFP. Where proposed subscriber equipment is not compliant or list prices are unavailable, the evaluation team will estimate the cost for compliant subscriber equipment based on proposed list prices.

Subscriber costs include the following:

- subscriber units (mobiles, portables, pagers, control stations)
- all ancillary items required to operate and charge the unit
- subscriber services (delivery, programming, installation)
- required features and functionality specified by the RFP
- accessories requested by Montgomery County in the RFP
- 3-year warranty

The following costs are excluded in the calculation of infrastructure/subscriber costs:

- operations and maintenance
- contingent discounts
- mandatory options identified in the RFP
- options offered by the PROPOSER.

Points will be awarded to each proposal based on the following formula:

$$PIC_n = \frac{MinIC}{IC_n} \times PIC_0$$

Where:

$PIC_n$  is the points awarded to Proposal  $n$  for this subcategory

$MinIC$  is the lowest Initial Costs of all valid proposals

$IC_n$  is the Initial Costs of Proposal  $n$ ; and

$PIC_0$  is the total points allocated to this category.

***Where infrastructure or subscriber costs are not included in the Proposal, they will be estimated by the evaluation team.***

**14 Year Ongoing Costs**

14 Year Ongoing Costs include the following long-term costs:

- Years 2-15 maintenance plan
- annual radio infrastructure preventive maintenance and site inspections
- bi-annual subscriber preventive maintenance

- system refresh or any incremental upgrades necessary to maintain system operations for 15 years
- software and system updates/upgrades necessary to maintain system operations for 15 years
- new site lease costs – if Montgomery County must lease property to build a tower
- existing site lease costs - tower space and/or ground space for shelter/generator
- connectivity network maintenance
- dispatch equipment maintenance plan (consoles, control stations, logging recorder, etc.)

**Where these costs are not included in the Proposal, they will be estimated by the evaluation team.** These costs will be based on pricing information in the Price Proposal worksheets, provided that proposed warranty and maintenance services are compliant with the RFP. Where proposed services and support is not compliant, the cost will be estimated based on proposed prices for compliant services and support. If proposed prices are unavailable for RFP required services and support, the evaluation team will estimate the cost of compliant support.

Points will be awarded to each proposal according to the following formula:

$$P14YearCost_n = \frac{Min14YearCost}{14YearCost_n} \times P14YearCost_0$$

Where:

$P14YearCost_n$  is the points awarded to Proposal  $n$  for this category

$Min14YearCost$  is the lowest 14 Year Ongoing Costs of all valid proposals

$14YearCost_n$  is the 14 Year Ongoing Costs of Proposal  $n$ ; and

$P14YearCost_0$  is the total points allocated to this category.

## **TECHNICAL**

### **System Configuration and Design**

Evaluation points will be awarded for proposed system configurations and designs that meet the RFP requirements. This category also evaluates system capacity (current and future), guaranteed coverage, planned locations with existing or new radio sites, connectivity network topology, simulcast design, interoperability, redundancy, reliability, functions, and features. If the evaluation team determines that the Proposal has not met the RFP requirements, the evaluation team will mark the non-compliance as a major exception at their discretion.

The following are examples of possible major exceptions, not meant to be exhaustive or all-inclusive:

- failure to **substantially** comply with RFP Terms and Conditions
- failure to accept the Sample Contract Document

- submission of additional Terms and Conditions that are in conflict with the RFP Terms and Conditions
- failure to propose all equipment and services (to include physical facilities upgrades) necessary to provide a complete and working system as specified in the RFP
- proposing equipment that fails to meet specifications at numerous points
- proposing equipment that does not meet the specifications, however the PROPOSER has a product line that does meet the specifications
- proposing equipment that is not public safety grade
- the proposed system's modes of operation inhibit the ability of a user to perform his duties safely and efficiently
- a system configuration that significantly affects dependability
- system redundancy that is significantly less than specified in the RFP
- system traffic loading capacity fails to meet current and future voice & data communications specified by the RFP and/or does not comply with public safety industry standards
- Acceptance Test Plan not compliant with the RFP requirements
- failure to comply with the RFP re-testing requirements

Points for this category will be awarded based on the higher score obtained by one of the following two methods:

1. Two (2) points will be deducted for each major exception; or
2. Points will be awarded based on the following formula:

$$PConfig_n = \frac{E_1 + E_2 + \dots + E_N - E_n}{E_1 + E_2 + \dots + E_N} \times PConfig_0$$

Where:

$PConfig_n$  is the points awarded to Proposal  $n$  for this category

$E_n$  is the number of major exceptions found in Proposal  $n$

$N$  is the number of valid proposals; and

$PConfig_0$  is the points allocated to this category.

### **Coverage Adequacy**

Evaluation points will be awarded according to coverage guaranteed. All PROPOSERS meeting the coverage specifications will be provided 100 percent (100%) of the points for this category.

For proposals not meeting the coverage specifications, a one-point deduction shall be assessed for each

one percent inadequacy in meeting the specification in any direction (talk-out and/or talk-in) for each service area.

### **Responsiveness to the Intent of the Specifications – Minor Exceptions**

Points in this category will be deducted if minor exceptions in equipment, system specifications, or pricing are found by the evaluation team. The following are examples of minor exceptions, though this list is not intended to be all-inclusive or exhaustive:

- Equipment proposed does not meet the specifications, and the PROPOSER’S product line does not meet the specifications.
- Proposed equipment does not meet the specifications, and the Proposal states “Exception” in the Compliance section (Appendix B).
- Proposed equipment does not meet the specifications, but the Proposal states “Comply” or “Comply with Clarification” in the Compliance section (Appendix B).
- Proposed equipment can meet the specifications and stated “Comply”, but the Proposal would require purchasing additional system features or functions listed “optional”.

1. One quarter (1/4) points will be deducted for each minor exception; or
2. Points will be awarded based on the following formula:

$$P_{Minorex_p_n} = \frac{E_1 + E_2 + \dots + E_N - E_n}{E_1 + E_2 + \dots + E_N} \times P_{Response_0}$$

Where:

$P_{Minorex_p_n}$  is the points awarded to Proposal  $n$  for this subcategory,

$E_n$  is the number of minor exceptions found in Proposal  $n$ ,

$N$  is the number of valid proposals; and,

$P_{Response_0}$  is the points allocated to this category.

### **Responsiveness to the Intent of the Specifications – Questions**

If sections of the technical or price proposals are missing items, require clarification or require additional explanation to determine if the proposal meets or deviates from RFP requirements, the evaluation team will submit written questions. The total number of questions for each proposal will be calculated and points will be awarded using the following:

1. One quarter (1/4) points will be deducted for each question; or
2. Points will be awarded based on the following formula:

$$PQuestion_n = \frac{Q_1 + Q_2 + \dots + Q_N - Q_n}{Q_1 + Q_2 + \dots + Q_N} \times PResponse_0$$

Where:

$PQuestion_n$  is the points awarded to Proposal  $n$  for this subcategory,

$Q_n$  is the number of questions asked for Proposal  $n$ ,

$N$  is the total number of valid proposals; and,

$PResponse_0$  is the points allocated to this category.

### **Project Manager Experience**

The evaluation team will contact each of the three (3) references submitted by the PROPOSER, for the project manager. The evaluation team will ask several questions and the reference will submit a rating response to each question: 5 Excellent, 4 Good, 3 Satisfactory, 2 Fair, 1 Poor. If no response is received from a reference, or a question is not answered, the evaluation team will assign 0. The responses to each question from a single reference will be averaged to produce a total score for that reference. The total scores from all references will be averaged to produce an overall score for the category.

### **Lead Engineer Experience**

The technical evaluation team will contact each of the three (3) references, submitted by the PROPOSER, for the lead engineer. The evaluation team will ask several questions and the reference will submit a rating response to each question: 5 Excellent, 4 Good, 3 Satisfactory, 2 Fair, 1 Poor. If no response is received from a reference, or a question is not answered, the evaluation team will assign 0. The responses to each question from a single reference will be averaged to produce a total score for that reference. The total scores from all references will be averaged to produce an overall score for the category.

### **Warranty and Maintenance Service Organization Experience**

The technical evaluation team will contact each of the three (3) references, submitted by the PROPOSER, for the service organization proposed to perform the warranty and maintenance work. The evaluation team will ask several questions and the reference will submit a rating response to each question: 5 Excellent, 4 Good, 3 Satisfactory, 2 Fair, 1 Poor. If no response is received from a reference, or a question is not answered, the evaluation team will assign 0. The responses to each question from a single reference will be averaged to produce a total score for that reference. The total scores from all references will be averaged to produce an overall score for the category.



### **Schedule**

All points in this category will be awarded to each PROPOSER that proposes a schedule that meets the specified schedule in Section 2. If the proposed schedule does not meet the specified schedule, points will be awarded based on the following formula:

If  $Sched_n \leq RFPSched$ , then

$$PSched_n = PSched_0$$

If  $RFPSched < Sched_n < 2 \times RFPSched$ , then

$$PSched_n = PSched_0 \times \left( 2 - \frac{Sched_n}{RFPSched} \right)$$

If  $Sched_n \geq 2 \times RFPSched$ , then

$$PSched_n = 0$$

Where

$PSched_n$  is the points awarded to Proposal  $n$  for this category;

$RFPSched$  is the number of days in the schedule specified in the RFP

$Sched_n$  is the number of days in the schedule proposed in Proposal  $n$ ; and

$PSched_0$  is the points allocated to this category.

### **OPTIONAL Additional**

Montgomery County may elect, at their sole discretion, to exercise the following Optional Additional Evaluation Categories if they believe it is in best interest of the project.

#### **Oral Presentation**

Points in this category will be allocated based on the following criteria:

- oral presentation agenda, as provided by the Montgomery County, is followed;
- each topic on the agenda is substantively covered;
- if specific questions are provided by the Montgomery County, each question is adequately addressed;
- if demonstrations are allowed by the Montgomery County, each piece of equipment demonstrated works properly;
- proposed Project Manager and Lead Engineer participate in the presentation;
- time constraint for the oral presentation is met;
- no discussion/reference of pricing during the oral presentation.

Each criteria described above will be given a score: 5 Excellent, 4 Good, 3 Satisfactory, 2 Fair, 1 Poor and all criteria will have equal weighting. Each Montgomery County representative attending the oral presentation will be given the opportunity to provide a score and all scores will be totaled and averaged to determine the final score for the PROPOSER.

### **Value Added**

Montgomery County may elect, at their sole discretion, to award points for any value-added radio system, subscriber, and maintenance elements offered in proposal submissions. Each review team member will complete a written evaluation form with a score. Scores will be averaged for the evaluation team and awarded to PROPOSERS.

## **FINAL SELECTION**

Montgomery County shall select the PROPOSER which, in its opinion, has made the best proposal and provides the best value to Montgomery County.

Montgomery County shall notify all PROPOSERS of the Notice of Intent to Award. Upon issuing a Notice of Intent to Award, Montgomery County will expect the selected PROPOSER to negotiate in good faith and execute a contract within sixty (60) days. Failure to execute a contract within sixty (60) days may be grounds for Montgomery County to end negotiations with the selected PROPOSER and begin negotiations with the next highest ranked PROPOSER.

Montgomery County reserves the right to waive any informalities or irregularities. Montgomery County may cancel the RFP at any time and may reject all Proposals, or any portion thereof, if it is deemed in their best interest.

NRVE CRA

RFP Public Safety Radio Communications System Pre-bid Site Visits

April 29

Sign-In Sheet

	Company	Attending	Email	Phone Number
1	Ceragon	Glenn Garbowski	Glenn@ceragon.com	443-655-8282
2	L3Harris	William kennedy	william.kennedy@l3harris.com	434-455-9647
3	L3HARRIS	JIM JUNKINS	JIM.JUNKINS@L3HARRIS.COM	434-258-8395
4	Backhaul Engineering	Cindy Lambert	clambert@backhauleng.com	804-629-6708
5	Backhaul Engineering	Chuck Braun	cbraun@backhauleng.com	804-814-6632
6	Stephan Motorola	Stephan Benford	Stephan@motorolasolutions.com	443-718-8640
7	Motorola	Amy Ogden	amy.ogden@motorolasolutions.com	434-944-3497
8	L3HARRIS	H. WAYNE DUFF, JR	wayne.duff@L3HARRIS.COM	434-258-8688
9	Motorola	BRIAN HASTON	brian.haston@motorolasolutions.com	546-539-0121
10	Alto Towers	Dominick Arcubi	darcuti@altotowers.com	804-980-7884
11	MCA, INC	Gandy Edwards	gandy.edwards@rcall.com	276-725-0727
12	L3Harris	Chris Males	Chris.Males@L3Harris.com	204-640-8933
13	L3Harris	Tracy Stemper	tracy@emil-saris.com	740-975-1896
14	JVC	Sharon Rousseau	sharon.rousseau@eficom.com	214-232-0805
15	Motorola Solutions	Paul Kethner	Paul.Kethner@motorolasolutions.com	484-626-2706
16	MSE	Joy White	Joy.White@MSE.com	434-432-6786
17				
18				



NRVE CRA

RFP Public Safety Radio Communications System Pre-bid Site Visits

April 29

Sign-In Sheet

	Company	Attending	Email	Phone Number
1	MONTGOMERY COUNTY	JEFF GROSECROSE	GROSECROSE@MONTGOMERYCOUNTYVA.GOV	540-382-5784
2	JUCKENWOOD	Sonia Alonzo	sonia.alonzo@effi.com	678-978-2033
3	JUCKENWOOD	Ronald Pasion	RONALD.PASION@effi.com	972 404 8991
4	JUCKENWOOD	Aishwarya Patil	aishwarya.patil@effi.com	940 3151905
5	L3 Harris	Patricia Michael Diaz	Patricia.michael@l3harris.com	434.941.8996
6	Tower Systems	Rand Sampson	rsampson@towersystems.com	317 697 3771
7	"	Danta Sampson	dsampson@towersystems.com	317 697 3770
8	Arint Networks	Dan Muscularis	Dan.Muscularis@arint.net	410-978-7525
9	International Towers	Nick Vespa	nvespa@itowersllc.com	708-825-3091
10	"	Jonathan Vinet	jvinet@itowersllc.com	480-749-8585
11	Allo Towers	Sam Halawi	shalawi@allotowers.com	703-371-9692
12	CELPUAN TECHNOLOGIES INC	IVAN CAMPOUDE	IVAN@CELPUAN.COM	703-259-4029
13	Mobile Com Am	Andrea R. B. Len	andrea@mobile.com	757-266-3159
14				
15				
16				
17				
18				

A collage of emergency scene images. The top left shows firefighters in brown gear with oxygen tanks. The middle shows a paramedic in a green uniform and white gloves attending to a patient. The bottom shows a firefighter in black gear with a "SCOTT" tank and a police officer in a blue uniform with "POLICE" on the back. The collage is partially obscured by a green and blue curved graphic element.

# New River Valley Emergency Communications Regional Authority

## Pre-Proposal Meeting Montgomery County Va RFP 24-16 Regional P25 Radio System

April 30, 2024



NRVECRA seeks to replace the legacy NRVECRA UHF conventional analog radio systems. The NRVECRA requires a single contractor to provide a P25 trunked radio system: infrastructure, dispatch consoles, connectivity network, and subscriber radios necessary to support the new radio system that will provide services throughout the entire NRVECRA service area.

For the new radio system, there should be a public safety grade connectivity network using fiber or microwave equipment configured in a ring topology or with monitored hot standby (MHSB) equipment for microwave spur links.

- ⌘ Pre-Proposal Conference
- ⌘ Site Visits
- ⌘ Proposer Questions
- ⌘ Response to Questions
- ⌘ RFP Addenda
- ⌘ Proposal Submission
- ⌘ Technical Evaluation
- ⌘ Technical Proposal Questions
- ⌘ Competitive Negotiations
- ⌘ Notice of Award
- ⌘ Contract Negotiations

## Procurement Schedule

The anticipated schedule in Table 1-1. NRVECRA reserves the right to postpone the date and time for submission of Proposals at any time prior to the Proposal deadline, all changes will be made via the addenda process and posted to Montgomery County procurement site.

Scheduled Event	Date
RFP Release	April 2, 2024
<b><i>MANDATORY</i></b> Pre-Proposal Conference & Site Visits	April 30 - May 2, 2024
Deadline for PROPOSER Questions	May 24, 2024
Deadline for Proposal Submission	August 2, 2024 @ 3:00 PM
Deadline for Redacted Proposal Submission	August 16, 2024
Anticipated Project Completion	Contract Execution + 32 months



RFP Table 9-1 provides site information for consideration.

**PROPOSERS** are responsible for visiting sites involved in this project prior to submission of a Proposal.

Site visits will occur after the pre-proposal conference.

 See schedule provided

Name and Address	Owner	Radio Equipment
NRV 9-1-1 Center, 1 E Main St, Christiansburg	Montgomery County	Existing Dispatch
Tyler Rd. Water Tank (Potential Site) 2425 Fire Tower Rd	Montgomery County PSA	None
Snowville FD Tower 4551 Lead Mine Rd, Hiwassee	Pulaski County	None
Marshall 5850 Riner Rd, Riner	American Tower	Existing UHF System
Price Mtn. 2080 Oilwell Rd, Blacksburg	NRVECRA	Existing UHF System
McCoy (Potential Greenfield Site) Dead end of Fallam Rd, Blacksburg	Virginia Tech	None
Lane Stadium 185 Beamer Way, Blacksburg	Virginia Tech	Existing UHF System
Clay St Water Tank 907 Clay St SE, Blacksburg	Town of Blacksburg	Existing UHF System
North Main Water Tank 1710 N Main St, Blacksburg	Town of Blacksburg	Existing UHF System
Brush Mtn. 2801 Forest Service Rd 188, Blacksburg	Blacksburg FD	Existing UHF System
Fisher View Mtn. 4341 Fishers View Rd, Pilot	Private Landowner / Monticello Media	Existing UHF System
Poor Mtn. VSP 9393 Honeysuckle Rd, Elliston	VSP	Existing UHF System
Pedlar Hill 1748 Pedlar Rd, Elliston	Crown Castle	Existing UHF System
Buffalo Water Tank, 1306 Buffalo Dr NW, Christiansburg	Christiansburg	Existing UHF System

## Questions regarding this RFP

All questions regarding this RFP shall be submitted in writing and must be received by May 24, at 4:00 PM

[NRVECRA@cta-c.com](mailto:NRVECRA@cta-c.com)

- ⌘ 1 General Instructions
  - Key dates
- ⌘ 2 Proposal Instructions
  - How to submit
  - What to submit
- ⌘ 3 General T&Cs
- ⌘ 4 Statement of Work
  - Contractor Services

- ⌘ 5 General System Requirements
  - Equipment Standards
- ⌘ 6 Radio System Requirements
- ⌘ 7 Connectivity Network Requirements
- ⌘ 8 Subscriber Equipment Requirements
- ⌘ 9 Physical Facilities Requirements
- ⌘ 10 Abbreviations



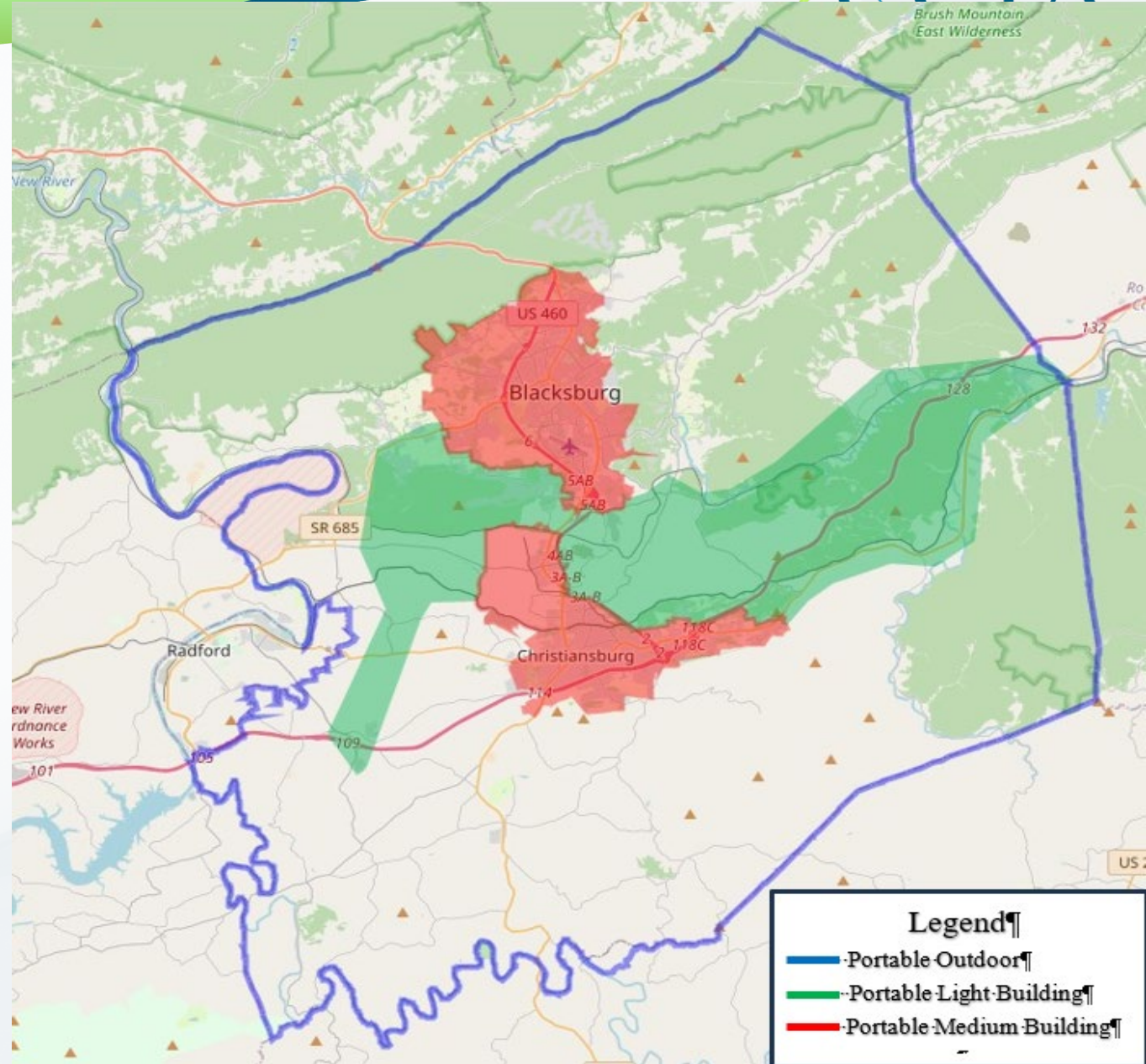
# Coverage Services Areas

Countywide: Portable on the Hip (Talk-out & Talk-In)

∞ 95% Outdoors

∞ 95% Light Building

∞ 95% Medium Building



## Appendices

- ∞ Appendix A - Evaluation Criteria
- ∞ Appendix B - Compliance Matrix
- ∞ Appendix C - Responsibilities Matrix
- ∞ Appendix D - Price Proposal Workbook and Instructions
- ∞ Appendix E – Proprietary Confidential Information
- ∞ Appendix F – Questions Template

∞ Compliance Review

∞ Technical Review

➤ Questions submitted to Proposers

∞ References

➤ References will be sent a survey; they *must* reply to receive points

∞ Pricing Review

∞ Proposer Presentations

∞ Competitive Negotiations



# Appendix A Evaluation Criteria



Category	Points Allocation
<b>Pricing (30 Points)</b>	
Infrastructure / Subscriber Costs	25
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<b>Technical (70 Points)</b>	
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Responsiveness to the Intent of the Specification – Questions	5
Project Manager Experience	5
Lead Engineer Experience	5
Warranty and Maintenance Service Organization Experience	5
Schedule	5
<b>Total Base Evaluation Points</b>	<b>100</b>
<b><i>OPTIONAL Additional (10 Points)</i></b>	
Oral Presentation	5
Value Added	5
<b>Total Evaluation Points</b>	<b>110</b>



# Appendix B Compliance Matrix



The PROPOSER shall provide this completed excel file as part of the PDF Proposal submission and in its native Microsoft Excel format. The compliance spreadsheet provides space for a compliance response and explanation for each section of the RFP.

Response	Meaning
Comply	Proposal <i>fully</i> complies with all requirements as stated in the numbered section.
Comply with Clarification	Proposal complies with the intent of the requirements as stated in the numbered section; however, the means of implementing the requirement necessitates a clarification.  * If PROPOSER provides an unsatisfactory explanation of their compliance, Amelia may, at their discretion, consider this an exception.
Exception	Proposal does <i>not</i> comply with requirements of the section. Explain the nature of the exception(s). If you take exception to more than one part of a section, identify the number of exceptions taken and provide explanations for each.  <b>Any item not explicitly identified as an exception in the Proposal will be considered compliant.</b>
Not Applicable	This category should <i>only</i> be used if the section does not apply to the PROPOSER'S Proposal or system configuration. <i>Use this response with caution.</i>

The PROPOSER shall review the excel file and if not in agreement with the responsibility as listed shall provide an explanation in the Notes column. This file shall be provided as part of the PDF Proposal submission and in its native Microsoft Excel format.

- ✘ PM/General Responsibilities
- ✘ Detail Design Review (DDR)
- ✘ General Site Responsibilities
- ✘ Site 1, 2, etc.
- ✘ System Integration Stage Test
- ✘ Shipping and Inventory

- ✘ System Infrastructure Install
- ✘ Connectivity Network
- ✘ System Optimization
- ✘ Field Acceptance Testing
- ✘ Terminal Equipment
- ✘ System Cutover
- ✘ Final Acceptance

The PROPOSER shall enter detailed pricing for the proposed system(s), equipment, software, and services in the Microsoft Excel workbook provided.

**ABSOLUTELY NO PRICE INFORMATION SHALL BE INCLUDED IN THE TECHNICAL PROPOSAL. TECHNICAL PROPOSALS CONTAINING PRICE INFORMATION MAY BE DISQUALIFIED.**

- ∞ Obtain necessary site costs, Site Visits are critical
- ∞ Obtain necessary technical & scope information via Proposer Questions

- ⌘ Carefully review RFP requirements, including Terms & Conditions
- ⌘ Ask Questions – if you need more time to ask questions let us know
- ⌘ Submit **all** required information and forms in your Proposal
- ⌘ Rely on official written responses **only**
- ⌘ Proposal submission:
  - Clear, comprehensive, and aligned with Sections 2
  - Each clarification question required deducts points
  - T&C **will not** be negotiated, with the exception of insurance
  - Initial Compliance may not be changed in negotiations
  - All available Mandatory Options must be offered and priced



# Any Questions



Thank you for sharing your time  
with us.

Contact us:

CTA Consultants, LLC

800-878-1436

[NRVECRA@cta-c.com](mailto:NRVECRA@cta-c.com)

Appendix F - PROPOSER Questions					
Date Submitted	#	RFP Section Number/ Name	RFP Requirement	Clarification Request	Client Response/ Clarification
4/16/2024	1	4.8.5.1.5 MANDATORY OPTION: Maintenance Re-used Equipment	The <b>CONTRACTOR shall provide maintenance</b> for any existing equipment the <b>PROPOSER</b> plans to reuse in the proposed system. The <b>contract shall</b> be renewable on an annual basis.	Can the County and NRVECRA please provide an itemized list of existing equipment they wish proposers to provide maintenance for in their proposals?	The intent of this section is for the Proposer to provide maintenance on any equipment the Proposer intends to reuse as part of the proposed radio system.
4/16/2024	2	4.8.5.1.5 MANDATORY OPTION: Maintenance Re-used Equipment	<b>Provide</b> pricing in Appendix D for any <b>maintenance</b> on equipment that may be re-used, including any existing <b>subscriber</b> units planned to receive P25 software upgrades.	Can the County and NRVECRA please provide an itemized list of existing equipment they wish proposers to provide maintenance for so that proposer can provide pricing?	See response to question #1.
4/16/2024	3	6.3.3.4 Tower-top Amplifier Systems	Receive antenna systems may utilize a tower-top amplifier (TTA) system comprising a tower mounted pre-selector and amplifier, and an indoor rack-mounted multi-coupler. The TTA system shall be powered by a 120 VAC power supply. The TTA shall receive DC power transmitted via the transmission line.	Is a DC powered receiver multicoupler and TTA acceptable?	Yes
4/16/2024	4	Section 8 Subscribers & Appendix D	Section 8.2; Table 8-1, 8.14 Portable Radio Equipment The portable radio unit shall be small and of such a form factor that normal operation can be accomplished with one hand. The portable radio shall be supplied with antenna, and two (2) Li-ion polymer rechargeable batteries. The batteries shall maintain a minimum capacity of 80% rated after one (1) year of service. Each portable radio shall be provided with a carrier or belt clip options and a single-unit charger.	Section 8.14 states that "The portable radio unit shall be small and of such a form factor that normal operation can be accomplished with one hand. The portable radio shall be supplied with antenna, and two (2) Li-ion polymer rechargeable batteries. The batteries shall maintain a minimum capacity of 80% rated after one (1) year of service. Each portable radio shall be provided with a carrier or belt clip options and a single-unit charger." However, there are specific numbers of batteries and accessories spelled out in the price pages. Should vendors supply these accessories based on the price pages, or for instance, Section 8.14 with respect to batteries, chargers, and clips? How should the base portable be configured and are the batteries and chargers in Appendix D Accessories tabs spares? i.e. 923 PS portable radios, 923 PS portable desktop chargers. Is the ask for a total of 923 and captured in accessories or for 1846 desktop chargers?	It is the RFP wording to which the Proposer will be held accountable for technical and price compliance. It is reasonable for the Proposer to rely upon the quantities in Appendix D and if the Proposer believes there to be a discrepancy between these quantiles and the RFP wording the Proposer may make a pricing assumption, clearly stating the pricing assumption on the Notes Sheet. Appendix D has been updated to match quantities specified in the RFP. Please provide pricing for the quantities listed in the pricing pages.
4/16/2024	5	8 - Subscriber Equipment 8.13	Subscriber equipment shall be capable of voice communication to the home radio system over Wi-Fi networks.	Can the County and NRVECRA further define "communicating over Wi-Fi networks and/or LTE networks"?	As an option, subscribers radios shall be capable of making voice calls on the radio system via a Wi-Fi connection, or a commercial cellular LTE network connection.
4/16/2024	6	8 - Subscriber Equipment 8.15	Subscriber equipment shall be capable of voice communication to the home radio system over LTE networks.	Can the County and NRVECRA further define "communicating over Wi-Fi networks and/or LTE networks"?	Refer to response to question #5.

Date Submitted	#	RFP Section Number/ Name	RFP Requirement	Clarification Request	Client Response/ Clarification
4/16/2024	7	4.8.9 Assets Management	PROPOSERS shall include as a Mandatory Option, an asset management system to allow for effective and efficient management of the inventory of assets that make up the P-25 radio system, both subscriber and infrastructure assets. The solution shall be a Commercial Off-The-Shelf system, configurable by the end user and the contractor shall perform all conversion/importing of existing and new inventory data necessary to roll out the solution.	Can the county provide number of core user and light user licenses needed for asset management? Do you want vendor and/or their subcontractor to host the asset management solution in their cloud environment or do you want it to reside on the county's network?	The asset management system shall be configured with five (5) concurrent core user licenses. The system shall be configured with five (5) light user licenses. The asset management solutions should reside at an NRVECRA location.
4/16/2024	8	3.12 Pricing and Payment	Payment Milestones	Would the County and NRVECRA be open to including a 10% payment upon contract execution to allow for typically upfront cost of project start-up.	Section 3.12 describes the Pricing and Payment requirements. The County is unable to provide payment at the time of contract execution. The Contract Design Review event can occur within 10 business days of contract execution upon agreement during contract negotiations.
4/16/2024	9	3.15 Performance and Payment Bonds	A Performance Bond and a Labor and Material Payment Bond, each in a sum equal to 100% of the negotiated price.	Please confirm if there is a bid bond requirement. If so, please detail that information in an addendum.	A bid bond is not reference in, or required by, the RFP.
4/16/2024	10	3.21 Liquidated Damages	For each and every day the system shall fail to be complete, and the delay is attributable to CONTRACTORS's non-performance of its obligations under the Agreement; beyond the date set for Final System Acceptance and any extensions granted under the contract, the CONTRACTOR shall pay to Montgomery County the total amount of \$2,500 per day as liquidated damages and not as a penalty. Liquidated damages may be deducted by Montgomery County from any money due or to become due to the CONTRACTOR as compensation under the contract. The total of Liquidated Damages shall not exceed ten percent 10% of the contract value. Montgomery County may, at its sole discretion, agree to a reasonable grace period prior to exercising liquidated damages.	We have 2 modification requests: 1) Change the LD trigger to "Final System Acceptance" to "Conditional Acceptance" or "Beneficial Use". The reason is LD's shouldn't apply when the County has obtained use of the full system, even if Final System Acceptance hasn't been obtained (i.e. close out punch list). 2) LDs sole remedy for delay. The reason is the LD monetary amount should represent the reasonable estimate of the County's damages in event of delay and not other damages (i.e. actual, consequential).	Request 1 is not accepted by the County.  Request 2, the County may consider changes and this will be negotiated prior to contract execution. Proposers may offer revised language by way of Comply with Clarification and this will not negatively affect scoring.
4/16/2024	11	Section 4.7.1/Appendix D	Training	Please provide the total number of training seats required for each type of training.	Proposers may use the following quantities to price training: Radio users - 0 Train the trainer - 30 Console operators - 55 Console Train the trainer - 6 System administrators/management - 4 Radio system maintenance - 4 Microwave network maintenance - 4

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4/16/2024	12	4.3.18 Final Radio System Acceptance Test Plan	Conditional System Acceptance shall occur upon successful completion of all Acceptance Tests, Coverage Tests, the thirty (30) Day Performance Period, and successful Cutover. Upon Conditional System Acceptance, the CONTRACTOR will promptly memorialize this event by providing a Conditional System Acceptance Certificate. County and NRVECRA will sign the Conditional System Acceptance Certificate within ten (10) business days. Upon successful completion of Conditional System Acceptance, the initiation of the Warranty Period will begin. Punch list items that do not materially affect operation of the radio system or its sub-systems will not hinder conditional system acceptance.	Please clarify the length of time of Conditional System Acceptance.  There seems to be text missing from the final sentence of this requirement (regarding punch list items); please provide the missing information.	Section 4.4.10 describes Conditional System Acceptance. There is no set period of time for conditional system acceptance. There is no missing information in the text in section 4.4.10.
4/16/2024	13	4.8.9 MANDATORY OPTION: Asset Management	In addition to basic asset management requirements (asset #, serial #, location, personnel assignment, vehicle assignment, status, etc.), the solution shall have the capability to track configuration management of the complex radio equipment our agency is responsible to manage. This includes the assignment of one or multiple radio IDs to each subscriber asset record, as well as manage the configuration of each subscriber asset down to the software versions and options.	Can the County and NRVECRA provide number of core user and light user licenses needed for asset management? •Core users are typically the people who are in the system every day managing assets and inventory. Core users that could have the ability to add, modify, and delete information within the software solution. Core users may be given access to all the key modules / applications of the system, with the possibility to do the following depending on their permissions: •Create and edit agency records •Create and edit asset records •Create and edit parts inventory records •Create and complete work orders •Create and complete Quartermaster transactions •View the dashboard •Manage admin functions •Light users have limited access to records for a couple various tasks to be completed •view and edit specific asset records •submit a request for service, which creates a new work order	See response to question #7.
4/16/2024	14	4.8.9 MANDATORY OPTION: Asset Management	OFFERORS shall include as a Mandatory Option, an asset management system to allow for effective and efficient management of the inventory of assets that make up the P25 radio system, both subscriber and infrastructure assets.	Can the County and NRVECRA confirm how many user licenses the county will be needed? Do you want vendor and/or their subcontractor to host the asset management solution in their cloud environment or do you want it to reside on the county's network?	See response to question #7.
4/16/2024	15	6.2.5.4 Service Area Reliability	TDI	Our coverage maps display tiled coverage with both signal level reliability and TDI integrated as one color. If either component fails to meet overall reliability criteria the affected tile is colored as not having coverage. Is this acceptable?	This is acceptable if all tiles with TDI are shown as no coverage.



Date Submitted	#	RFP Section Number/ Name	RFP Requirement	Clarification Request	Client Response/ Clarification
4/16/2024	16	6.2.5.4 Service Area Reliability	OFFERORS shall provide separate unbounded coverage maps for each service area and direction (talk-out and talk-in) to support your guarantees.	Can the County and NRVECRA please clarify the following: Does "unbounded coverage" mean displaying coverage that extends past the County and NRVECRA borders, even if it is not included in Service Area Reliability calculations? If not, can the County further define unbounded coverage?	Unbounded coverage is coverage that extends past the RFP defined coverage areas, even if it is not included in Service Area Reliability calculations.
4/16/2024	17	6.1.5.2 MANDATORY OPTION: ISSI	An Inter-RF Subsystem Interface (ISSI) to facilitate connection with regional jurisdictions may be required.	Can the County and NRVECRA further clarify how many P25 jurisdictions it would like to connect to with the ISSI and how many concurrent talkpaths?	NRVECRA would like the option to connect to the directly surrounding jurisdictions that currently have P25 systems.
4/16/2024	18	6.2.4.2 MANDATORY OPTION: Geo-Redundant P25 System Cores	The radio system shall have two (2) geographically separated redundant cores. The two (2) cores must separate a minimum distance of five (5) miles, and both cores must be at sites on the connectivity network with a ring.	Does the County and NRVECRA accept non core based distributed architecture?	Non-core based distributed architecture will be accepted.
4/16/2024	19	7.2.3.1 Path Availability	Each microwave path shall be designed to provide a minimum two-way path (round-trip) availability of 99.9995 percent at a BER threshold of 1E-6. Note that a one-way microwave path (outbound or inbound) requires the minimum availability of 99.9999 percent at a BER threshold of 1E-6. Microwave path propagation predictions and designs shall be based on line-of-sight conditions conforming to the following obstruction clearance criteria: <ul style="list-style-type: none"> <li>• 0.6 F1 + 10 feet at K = 1.0</li> <li>• 0.3 F1 at K = 2/3</li> <li>• F1 at K = 4/3</li> </ul>	The RFP calls out the use of three (3) different clearance criteria. However, industry standard software like Pathloss only allows for the use of two (2) different clearance criteria at a time. Can you please specify which of the criteria are preferred for propagation analysis?	The Proposer is expected to use industry best practices and clearly explain the parameters used in the proposed design.
4/16/2024	20	4.7 training	4.7 training	Please provide the number of users for all training classes	Refer to response to question #11.
4/16/2024	21	7.6.2 Transport Node Equipment	In a loop configuration, the transport node equipment shall be fully redundant at the optical network line side and the DS3/DS1 electrical drop side.	What DS3/DS1 traffic is currently being carried right now? Are there legacy circuits that we need to consider? If not, can we delete this requirement?	This RFP section only applies if new DS3/DS1 equipment is proposed.
4/16/2024	22	2.2 Price Proposal	The Price Proposal shall be provided in a separately sealed package and follow the outline below: Transmittal Letter Executive summary Price Proposal Forms (Appendix D)	Is it required to have an executive summary for the Technical Proposal and the Price Proposal or will one executive summary suffice?	RFP Section 2.1 ABSOLUTELY NO PRICE INFORMATION SHALL BE INCLUDED IN THE TECHNICAL PROPOSAL. TECHNICAL PROPOSALS CONTAINING PRICE INFORMATION WILL BE REJECTED.  All Price information must be submitted separately. The Executive Summary allows Offerors the opportunity to highlight value-added aspects of the proposal. Both the technical and the price proposal shall have an Executive Summary as outlined in the RFP.

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4/16/2024	23	6.1.3 Frequency Plan and Traffic Loading Analysis	<p>The CONTRACTOR shall develop and recommend a frequency plan for the radio system based upon a traffic loading analysis and identify the most appropriate frequencies for its system design. The Owner requires: Busy Hour Impact – Must measure the busiest hour in a year to use mobiles, portables, desktop radios and consoles, Delayed Call Grade of Service Limits &lt; 1%, and Maximum Acceptable Call Delay &lt; 1 second</p> <p>The CONTRACTOR shall use the initial number of radios (mobiles, portables, desktop radios and consoles) for all Departments and Agencies from the Owner listed in Appendix D Price Proposal Workbook and project the future growth for fifteen (15) years after Final System Acceptance. The Owner estimates 0.1% growth per year; so, the CONTRACTOR shall multiply the initial number of radios by 1.5% to obtain the number of radios for traffic loading analysis.</p> <p>The number of channels shall include talk-paths (voice) and the control channel.</p> <p>The CONTRACTOR shall use public safety industry best practices traffic data in their traffic loading analysis – number of messages per unit per hour (Busy Hour Impact), and the length of each message, usually separated by discipline. The CONTRACTOR shall include and identify the Working Channel Call Overhead to the number of seconds needed for channel access time.</p>	Can the County and NRVECRA provide the # of users during a normal shift and during the busy hour?	NRVECRA does not have busy hour data for the existing conventional analog radio system. Refer to RFP Table 6-1 provides for traffic loading analysis information.
4/16/2024	24	6.6.3.3 Backup Control Stations	Each console position shall be equipped with one (1) full-featured backup control station. The control station may be located at the console position, or a remote controller may be located at the console position with the control station in a separate equipment room.	Is it the intent of the County and NRVECRA to procure a single band full featured control station or an all band full featured control station for each console position?	Section 6.6.3.3 states " Each console position shall be equipped with one (1) full-featured single-band backup control station."
4/16/2024	25	1.8 Instructions for Submitting Proposals	1.8 Instructions for Submitting Proposals	For the RFP submission, would the County and NRVECRA entertain an electronic filing of the proposal as the prime	RFP Section 1.8 requires the submission of both hard copies and electronic soft copies before the submission deadline.
4/16/2024	26	Oral Presentation	The PROPOSER shall provide a PDF version of the Oral Presentation in redacted and non-redacted to Montgomery County Procurement Officer within two (2) working days from the conclusion of the Oral Presentation.	Confirming that the nonredacted and redacted presentation will be sent to Montgomery County Procurement Officer within two (2) working days from the conclusion of the Oral Presentation via email.	Confirmed
4/16/2024	27	Appendix A – Evaluation Criteria	Total Points =100	Would the County and NRVECRA revise the points since the total doesn't add up to 100 presently.	The corrected copy was provided at pre-proposal meeting and is posted on the county procurement web site.
4/16/2024	28	General	General	Will NRVECRA please provide the CTA needs assessment?	This was provided at the Pre-proposal Meeting to all Primes that signed an NDA.
4/30/2024	29	section6.2.5	Radio Coverage	Can the County and NRVECRA provide the shape files for the required service areas?	These files are on the County procurement website as part of the RFP package.
4/30/2024	30	6.6.6 MANDATORY OPTION: Remote Dispatch Consoles	6.6.6 MANDATORY OPTION: Remote Dispatch Consoles	Can the County and NRVECRA provide number of remote dispatch consoles required to support the console system?	The PROPOSER shall provide the pricing for a single remote dispatch console for this option.

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4/30/2024	31	6.2.5.4 Service Area Reliability	6.2.5.4 Service Area Reliability	Can the county & NRVECRA provide the antenna height for the coverage predictions for portable-on-hip outdoors, portable-on-hip-light-bldg, portable-on-hip-medium-bldg, portable-on-hip-heavy-bldg? Is it 3.3ft?	Portable on-the-hip coverage should be run with a portable antenna height of 3 ft.
4/30/2024	32	6.2.5.4 Service Area Reliability	6.2.5.4 Service Area Reliability	Can the county & NRVECRA provide the portable antenna loss? Is it 8.5db?	Portable antenna loss is equipment specific based on the antenna that is used by the PROPOSER. PROPOSER should use body loss that is specific to their subscriber equipment and antenna configuration.
4/30/2024	33	6.2.5.4 Service Area Reliability	6.2.5.4 Service Area Reliability	Can the county & NRVECRA provide what the antenna height should for mobile? Is it 5ft?	Standard antenna height for a mobile radio is 5 ft.
4/30/2024	34	6.2.5.4 Service Area Reliability	6.2.5.4 Service Area Reliability	Can the county & NRVECRA provide the mobile antenna loss? Is it 1db?	Standard mobile antenna should be a unity gain antenna.
5/6/2024	35	Site visits	section6.2.5 Radio Coverage	Is it the intent of County and NRVECRA to place the new radio antennas that are co-located with the UHF paging NEXedge system, at a higher position on the tower giving the new radio system priority?	NRVECRA would like to reuse existing antenna locations on existing towers as much as possible. NRVECRA is willing to prioritize antenna placement for the new system to maximize coverage of the new system. Antenna positions for existing and new antennas will be evaluated on a per tower site basis as to not cause significant downtime or existing system coverage loss during the overlap period.
5/6/2024	36	Site visits	section6.2.5 Radio Coverage	Can County and NRVECRA supply the make and model of the existing UHF antennas, position on the existing towers at each of the existing sites?	NRVECRA has provided a spreadsheet with existing antenna info as part of Addendum #1.
5/6/2024	37	Site visits	section6.2.5 Radio Coverage	Can County and NRVECRA supply the license for the UHF system?	Refer to response to question #36.
5/6/2024	38	Site visits	section6.2.5 Radio Coverage	Is it the intent to decommission the Ingles site? There is UHF system equipment there today.	PROPOSERS <b>shall not</b> use the Ingles tower as the existing tower and shelter are at full capacity and cannot support additional antennas or equipment in the shelter. NRVECRA will not accept this site as part of the PROPOSER's design.
5/6/2024	39	Site visits	section6.2.5 Radio Coverage	Would the County and NRVECRA allow for an additional week for questions?	NRVECRA has extended the Q&A period by one week in Addendum #1. The new Q&A deadline is May 31st, 2024.
5/6/2024	40	Questions	section 1.7 and Prebid	As per the Pre-Bid, would the county and NRVECRA add an addition 7 business days onto the Q&A period.	Refer to response to question #39.
5/6/2024	41	Site Visits	NRV9-1-1	What is the height of the rooftop where existing antennas are mounted on NRV9-1-1 Center?	The NRV9-1-1 building is a five story building, approximately 80 feet in height to rooftop.
5/6/2024	42	Site Visits	NRV9-1-1	Does the Cable conduit from the rooftop equipment room, go directly to the dispatch equipment room? Is there room for additional cables in the existing conduit? Are there unused cables in the conduit that can be removed to create additional space in the conduit?	Yes, the conduits go directly to the dispatch equipment room and there is additional room in existing conduit. There will also be unused cables in existing conduit as we decommission existing back-up control stations.

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5/6/2024	43	Site Visits	NRV9-1-1	How is the existing UHF simulcast paging connected to the dispatch consoles?	The existing UHF simulcast paging is connected to the existing Telex IP consoles via 4-wire audio via Telex IP-224 at the Buffalo site.
5/6/2024	44	Site Visits	NRV9-1-1	Are there additional interfaces/control stations needed to connect to the UHF NRVECRA legacy systems?	NRVECRA is planning on keeping a minimum of four existing UHF simulcast channels active as a backup. NRVECRA requires 4 interoperability gateway paths at each of these sites: Buffalo Water Tank, NRV 911 center and Poor Mtn VSP and 6 interoperability gateway paths at Price Mountain.
5/6/2024	45	Site Visits	Blacksburg PD/VT PD	How will connectivity to the dispatch consoles at Blacksburg and VT Police Departments be achieved?	There are existing commercial Metro-E fiber links between NRV911 Center and Blacksburg PD, and NRV911 and VT PD. These fiber links are used today for CAD connectivity. Existing data traffic never exceeds 10 Mbs. Circuit is 1Gbps.