



Department of Purchasing

100 N. Main Street, 2nd Floor
Suffolk, VA 23434
(757) 925-6762 Fax (757) 942-4333

December 5, 2019

To All Interested Parties:

**Subject: Addendum #1, RFP-1720-P
IP Intercom Systems**

Please note the following responses to questions received regarding the above Request for Proposal. These are questions that came from both the mandatory pre-proposal conference and questions that have been received since the meeting.

Question: Is there a preferred cable color?

Answer: Yellow

Question: Is there hard ceilings in the kitchen area of the cafe?

Answer: Yes

Question: Are our Wan links multicast?

Answer: Yes, we can turn it on

Question: Will sleeves be needed for wall penetrations?

Answer: Yes, capped and fire-stopped

Question: Is there a POE in each mobile unit?

Answer: Yes

Question: Can existing raceway be used in mobiles?

Answer: Yes, but no exposed cables to speakers

Question: Will existing intercom cable need to be removed from underground pipes?

Answer: Yes, extra care to be taken as fiber is also in the pathway

Question: Can SPS confirm they will be purchasing, configuring and installing the necessary switching expansion needed for this project outside of this RFP

Answer: Yes

Question: Can you confirm the counts and requirements for the outdoor speakers per site

Answer: This needs to be a recommendation from the contractor and priced as a optional item

Question: Please confirm what category and color of cabling material is required

Answer: Yes, Cat 6 - yellow

Question: Is there a preferred connectivity (levitation, panduit, hubble)

Answer: Yes, Panduit modular patch panels

Question: Can you confirm if multicast is currently configured for each site? If not, is that labor to be included in this project

Answer: We will have multicast turned on when needed.

Question: Will the drawings being provided (per the walk through discussions) identify the locations that you want each type of device, or is that left to us to determine)?

Answer: Please see attachment for drawings. We are leaving the placing of speakers to the discretion of the contractor. At a minimum, we would require a speaker where we currently have one and for contractor to provide expertise as to where speakers will need to be placed to ensure adequate coverage.

Question: What functionality are you exactly looking for on an IP based system (i.e.; remote controlling bells, schedules, etc.)?

Answer: At this point, we are allowing the contractors to provide their proposals to meet the minimum specifications found in the RFP. Contractors are encouraged to demonstrate their knowledge, abilities, capabilities and expertise to provide a solution that encompasses today's technologies. All other capacities, besides our minimum specifications, will be factored into grading of the RFP responses.

Question:

What functionality are you looking for, for the IP based end-devices (speakers) to provide?

IP endpoint speakers are 7 to 10 times the cost of traditional intercom speakers. Both IP and traditional speakers have volume control, the only difference being IP speakers can be adjusted remotely from software. In our vast experience providing intercom solutions in school settings, after the speaker volumes are set, seldom, does it need to be changed.

Answer:

Per the pre-proposal meeting, we will entertain both IP and traditional speakers. Our request is that you price out your solution with both IP and traditional speakers.

Question:

What are the times that we would have access to the buildings?

Answer:

Arrangements will be made to allow you access after the school day and in some cases prior to the school day. The schools will ensure coverage during the duration of phase 1.

Question:

What are the anticipated times that we will allow access?

Answer:

Elementary Schools 4-10; Secondary Schools 2:30-10

Question:

Is everything to be bid brand new? Can we use any existing items?

Answer:

Everything is to be provided brand new

Question:

Are mobile units to be included?

Answer:

Yes; please provide the port count required for your solution

Question:

Are we using existing network switches?

Answer:

Yes; port count required

Question:

Can we provide IP solution with analog speakers?

Answer:

You can include in your RFP response. It is requested that you provide pricing for both IP and analog speakers. This would provide us options

Question:

Is SECEP included at JFK?

Answer:

No; the two outside buildings are not included

Question: Are we to include speakers for gyms and cafeterias?

Answer: Yes; also to be included is office, locker rooms, and auditorium. You may include, as an option, the ability to turn off sound system in case of announcement.

Question: What is the anticipated budget?

Answer: Between \$250,000 and the maximum is \$300,000 for Phase 1. It is encouraged that the items in your proposal be provided by line item which will allow for an easier value engineering exercise, if necessary.

Question: Are you open to a licensing agreement solution?

Answer: We are open to it; please include in your pricing. If a licensing solution is submitted and ultimately accepted, the School Board will have the right to purchase the yearly licensing for the life of the equipment using this contract. We would prefer not to have the ongoing expense.

Question: What is our call manager version?

Answer: Cisco Call Manager 10.5

Question: What is the infrastructure going to the portables?

Answer: Currently we have conduit available for use for this project and switches available. We have underground pathways as well for both elementary schools. There are not portables at John F. Kennedy Middle School.

Question: What about support?

Answer: We are searching for non-propriety management system that we can support

Question: Are lifts available?

Answer: Lifts are available upon request. Contractors will be required to show certification card or go through the required class with Suffolk Public Schools.

CLARIFICATIONS/CHANGES TO RFP

The work must be complete by March 30, 2020 not March 30, 2019.

At EFES & KSES, the teacher work rooms(they have a room number), get speakers also.

At EFES & KSES, the exterior entrances around the building have intercom speakers.

At all locations, any ceiling tiles broken or removed, will be replaced by the contractor but provided by SPS.

Contractors will have access to school dumpsters for demolition disposal.

SPS will retain all 3 Valcom paging systems for spares at other sites.

There are 13 physical mobiles at EFES. Mobiles 3 & 4 are divided. So, 15 total speakers

There are 8 physical mobiles at KSES. Mobile 85 is divided. So, 9 total speakers.

SPS will not provide measurements of any areas and was a primary reason for making the pre-proposal meeting mandatory

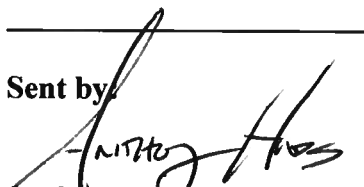
LAST DAY FOR QUESTIONS IS DECEMBER 10, 2019 BY 5:00 PM

ATTACHMENTS INCLUDE:

**Sign in sheet from mandatory pre-proposal meeting
Maps handed out at pre-proposal meeting
New maps**

Addendum 1 Acknowledged:

Sent by


**Anthony W. Hinds, CPPB
Purchasing Manager**

12/5/19

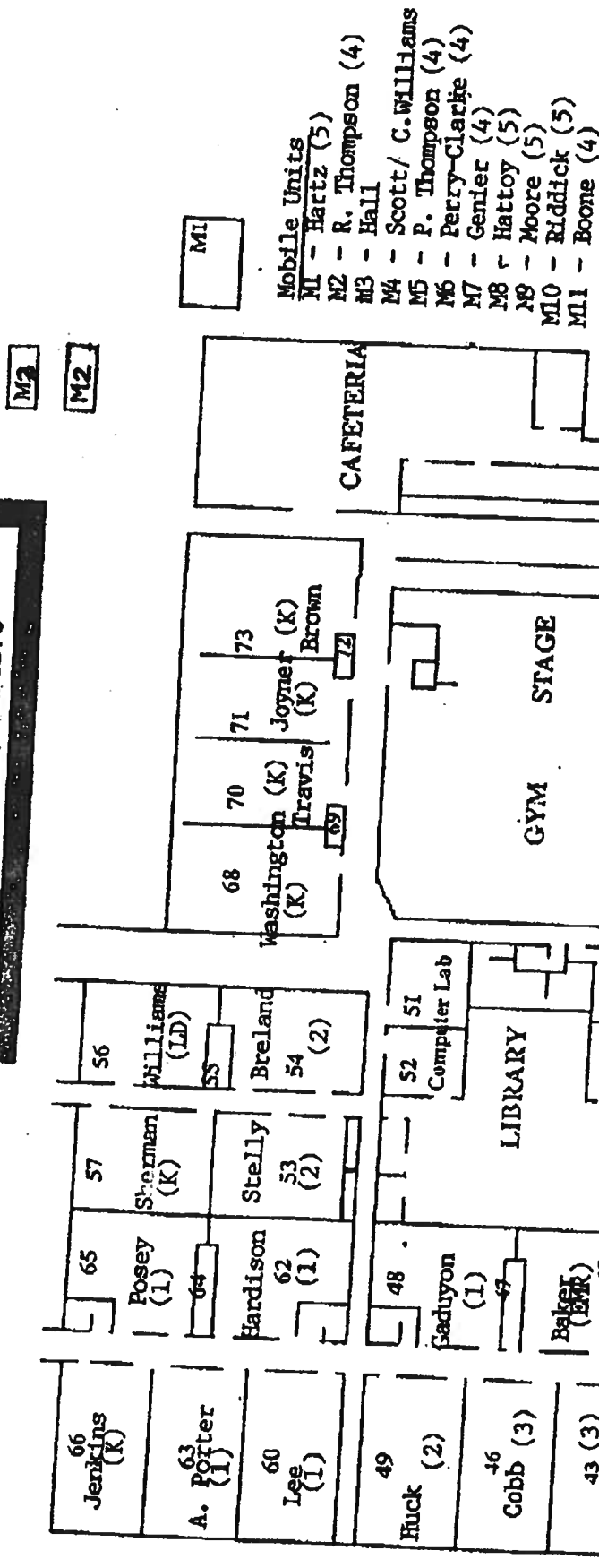
Date _____

1720 -P Pre-Proposal meeting sign in sheet

| Name | Company | Phone | email |
|-----------------|-------------|----------------|----------------------------|
| Jon Joyner | Vicom | 757-490-7777 | joyner@vicom-corp.com |
| Eric Miller | Vicom | 757-490-7777 | emiller@vicom-corp.com |
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Elephant's Fork Elementary School 2316 William Reid Drive

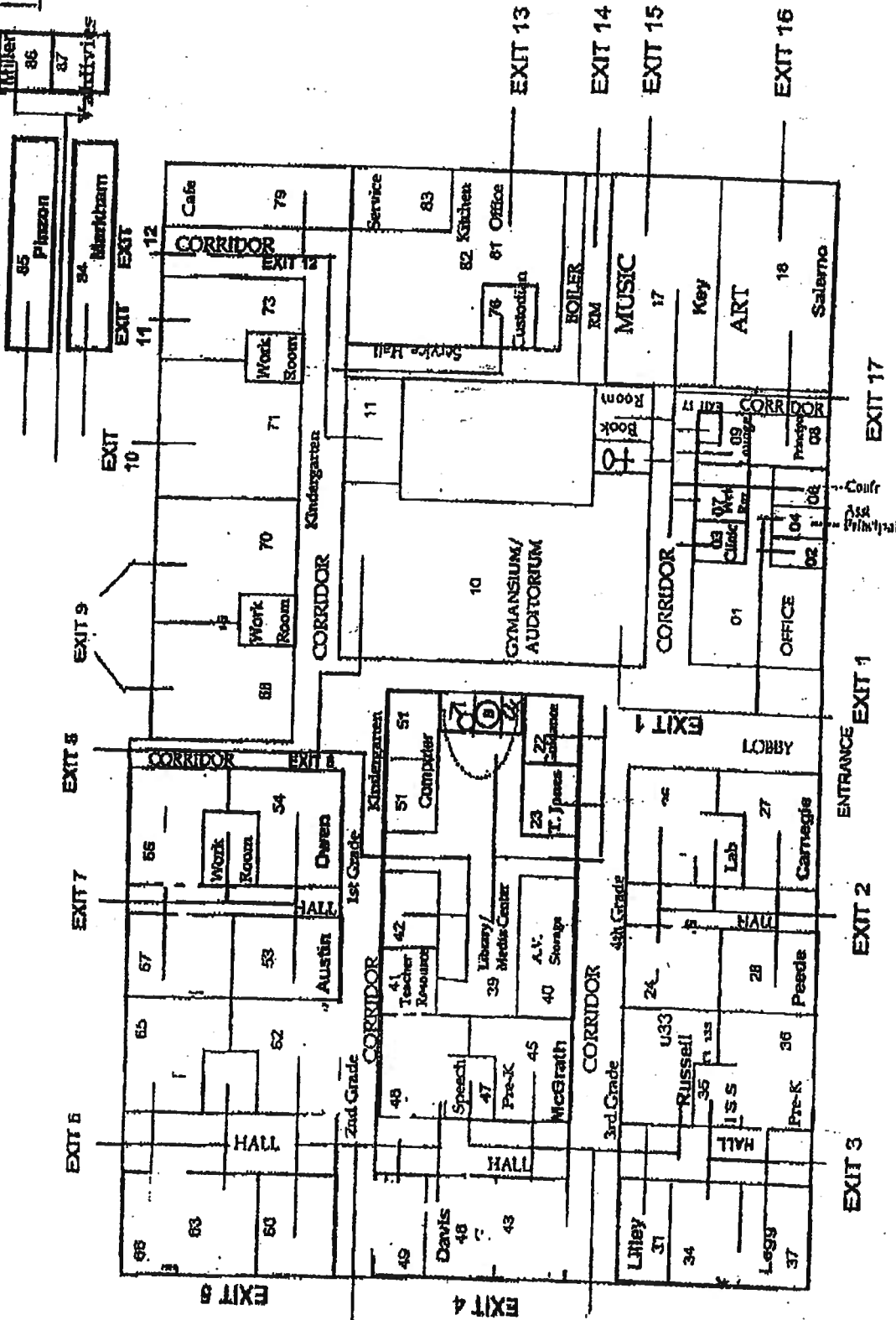
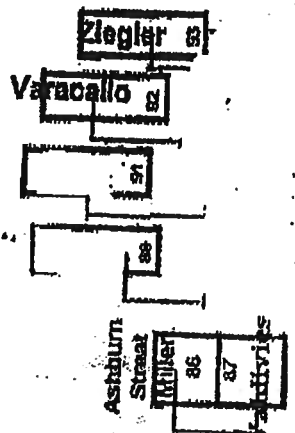
M11 M9 M7 M5
M10 M8 M6 M4



Mobile Units
M1 - Hartz (5)
M2 - R. Thompson (4)
M3 - Hall
M4 - Scott/ C. Williams
M5 - P. Thompson (4)
M6 - Perry-Clarke (4)
M7 - Genier (4)
M8 - Hattoy (5)
M9 - Moore (5)
M10 - Bloddick (5)
M11 - Boone (4)

Welcome to Elephant's Fork
Elementary School

KILBY SHORES ELEMENTARY SCHOOL



• Nurse will be located in parking lot of Police Station. Crisis Response Team is located here as well.

