
Mandatory Pre-Proposal Vendor Virtual Conference

October 28, 2022

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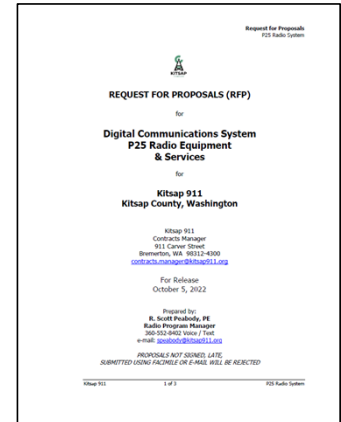
Draft



Topics

Thank You!

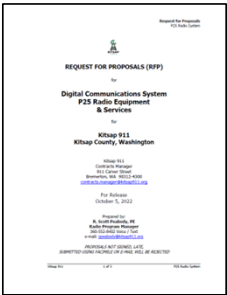
- **Introductions**
 - Brandon Wecker – Tech Services Manager and Conference Host
 - Scott Peabody – Radio Program Manager
- **Conference Ground Rules**
- **Questions and Responses (in order):**
 1. RFP with Exhibits A-P
 2. Technical Specifications with Appendices A-E
 3. Existing System Description with Appendices A-B, and Supplemental Existing System Description
- **Next Steps**



Conference Ground Rules

- **Zoom Call is Recorded**
- **Company Name Affirms Mandatory Attendance**
 - **Log-in with First, Last, and Company Name**
 - **Information will be Recorded and Posted**
- **Microphones are muted, raise your hand to ask questions**
- **Try to ask questions in the correct section with a document reference to section or page number**



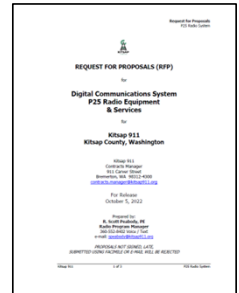


Segment 1: RFP Questions

- Follow Up Questions on Written Responses 1-16?
 - Evaluation Criteria
 - Schedule of Events
 - Pricing Form
 1. Proposal Pricing Form Examples 1-3
 2. Options Form
 3. Unit Prices Form
 4. Labor Rates Form



Evaluation Criteria



| Evaluation Criteria – Phase 1 | |
|---|------------|
| Factor | Importance |
| Timely Submittal of Proposal | Pass/Fail |
| Proposal Package Security | Pass/Fail |
| Proposal Copies | Pass/Fail |
| Proposal Letter with Pricing Form <ul style="list-style-type: none"> See Exhibit P Proposal Format Include Pricing Form in Excel Format | Pass/Fail |
| Exhibit F Mandatory Bidder Responsibility Checklist | Pass/Fail |
| Exhibit G Certification of Compliance with Wage Payment Statutes | Pass/Fail |
| Exhibit H Non-collusion Affidavit | Pass/Fail |
| Exhibit I RFP Addenda Acknowledgement | Pass/Fail |
| Exhibit J Vendor Information | Pass/Fail |
| Exhibit K References Forms (Customers and Subcontractors) | Pass/Fail |
| Exhibit L Proposal Bond Form | Pass/Fail |
| Exhibit M Performance Bond Form | Pass/Fail |
| Exhibit N Payment Bond Form | Pass/Fail |
| Proposal description, coverage maps, P25 Statement of User Needs (PDF and Word formats), and Requirements Compliance Matrix (PDF and Word formats) | Pass/Fail |

* Acknowledge or Sign

| Evaluation Criteria – Phase 2 | |
|---|------------|
| Factor | Importance |
| Project Understanding and Approach | 20 |
| Qualifications and Experience | 10 |
| User Radio Equipment and Services | 20 |
| Console System Equipment and Services | 20 |
| Radio Infrastructure and Backhaul Equipment and Services | 20 |
| Coverage and Interoperability | 20 |
| Interviews with Project Teams | 10 |
| References Interviews | 10 |
| Expectation of Delivery Performance Based on Past Delivery Performance | 20 |
| Equipment Demonstrations | 10 |
| Annualized Costs for Equipment, Services, and Recurring Expenditures for Comparable Systems | 40 |
| Total | 200 |

40 Points



Schedule of Events



| Date | Event |
|---|---|
| October 5, 2022 | ✓ Release RFP |
| October 5, 2022 | ✓ Publish Public Notice RCW 39.26.150 |
| October 14, 2022 4:00 PM Pacific Time | ✓ Vendor's Written Questions are Due via E-Mail to Kitsap 911 |
| October 21, 2022 | ✓ Addendum Released with Zoom access credentials for Mandatory Pre-Proposal Virtual Conference |
| October 28, 2022 8:00AM Pacific Time | ✓ Mandatory Pre-Proposal Vendor Virtual Conference using Zoom Video Communications |
| December 9, 2022 4:00 PM Pacific Time | Proposals are Due to Kitsap 911 |
| December 14, 2022 | Proposals will be opened at Kitsap 911 Executive Committee Meeting. Refer to the Kitsap 911 website Board of Directors Schedule for time of meeting and access credentials. |
| January/February 2023 Specific Times TBD | Question and Answer Sessions with Proposers, Hands-On Demonstration with Users |
| March/April 2023 | Anticipated Contract Award |



Pricing Form Instructions (Layout)

| | | | | | | | | | | | |
|---|--|--|--|--|--|--|--|--|--|--|--|
| Pricing Form Instructions | | | | | | | | | | | |
| <u>Pricing Form Layout</u> | | | | | | | | | | | |
| The Pricing form consists of four tables in separate tabs of this spreadsheet: | | | | | | | | | | | |
| 1. Proposal Pricing | | | | | | | | | | | |
| 2. Options Pricing | | | | | | | | | | | |
| 3. Per Unit Pricing | | | | | | | | | | | |
| 4. Labor Rates | | | | | | | | | | | |
| All tables must be submitted with the proposal as a hardcopy printout and Excel spreadsheet. | | | | | | | | | | | |
| Changes to the pricing form are strongly discouraged and may result in a lower pricing evaluation. Add additional items as "Other" items or use the Options table. | | | | | | | | | | | |
| The Pricing Form emphasizes the user experience by placing end user radios and the console system ahead of the backhaul, radio infrastructure, and professional services. | | | | | | | | | | | |
| For convenience, the pricing items are color coded, consistent with the Statement of P25 User Needs, as follows: | | | | | | | | | | | |
| User Radio prices are grouped and highlighted in green and white alternating items | | | | | | | | | | | |
| Console System prices are grouped and highlighted in red and white alternating items | | | | | | | | | | | |
| Backhaul (MPLS) prices are grouped and highlighted in brown and white alternating items | | | | | | | | | | | |
| Radio Infrastructure prices are grouped and highlighted in blue and white alternating items | | | | | | | | | | | |
| Professional Services prices are grouped and highlighted in yellow and white alternating items | | | | | | | | | | | |



Pricing Form Instructions (Annualized Costs)

| Proposal Subtotals, Credits, Discount, and Totals (Proposal Pricing table only) | | | | | | | | | |
|--|--|--|--|--|--|--|--|--|--|
| Subtotal End User Radios - Annualized Costs | | | | | | | | | |
| Include annualized costs for all items in the End User Radios section of the Proposal Pricing table | | | | | | | | | |
| Include the highest of annualized costs for equipment and services for each End User Radio item | | | | | | | | | |
| Include the sum of annualized costs for recurring for each End User Radio item | | | | | | | | | |
| Excel formulas are included, but should be reviewed. Proposer, not Kitsap 911, is responsible for correct calculation of prices. | | | | | | | | | |
| Subtotal Upgrade Radio Dispatch Console System - Annualized Costs | | | | | | | | | |
| Include annualized costs for all items in the Upgrade Radio Dispatch Console System section of the Proposal Pricing table | | | | | | | | | |
| Include the highest of annualized costs for equipment and services for each Upgrade Radio Dispatch Console System item | | | | | | | | | |
| Include the sum of annualized costs for recurring for each Upgrade Radio Dispatch Console System item | | | | | | | | | |
| Excel formulas are included, but should be reviewed. Proposer, not Kitsap 911, is responsible for correct calculation of prices. | | | | | | | | | |
| Subtotal Backhaul - Annualized Costs | | | | | | | | | |
| Include annualized costs for all items in the Backhaul section of the Proposal Pricing table | | | | | | | | | |
| Include the highest of annualized costs for equipment and services for each Backhaul item | | | | | | | | | |
| Include the sum of annualized costs for recurring for each Backhaul item | | | | | | | | | |
| Excel formulas are included, but should be reviewed. Proposer, not Kitsap 911, is responsible for correct calculation of prices. | | | | | | | | | |
| Subtotal Radio Infrastructure - Annualized Costs | | | | | | | | | |
| Include annualized costs for all items in the Radio Infrastructure section of the Proposal Pricing table | | | | | | | | | |
| Include the highest of annualized costs for equipment and services for each Radio Infrastructure item | | | | | | | | | |
| Include the sum of annualized costs for recurring for each Radio Infrastructure item | | | | | | | | | |
| Excel formulas are included, but should be reviewed. Proposer, not Kitsap 911, is responsible for correct calculation of prices. | | | | | | | | | |
| Subtotal Professional Services - Annualized Costs | | | | | | | | | |
| Include annualized costs for all items in the Professional Services section of the Proposal Pricing table | | | | | | | | | |
| Include the highest of annualized costs for equipment and services for each Professional Services item | | | | | | | | | |
| Include the sum of annualized costs for recurring for each Professional Services item | | | | | | | | | |
| Excel formulas are included, but should be reviewed. Proposer, not Kitsap 911, is responsible for correct calculation of prices. | | | | | | | | | |



Proposal Pricing Form Example 1



Example 1: Fixed Prices through Contract Duration (no price increases)

| Description | Equipment and Licenses | Price (\$ US) | Services Description | Price (\$ US) | Recurring Costs | Price (\$ US) |
|---|------------------------|---------------|--|---------------|-----------------|---------------|
| Hypothetical Item such as Mobile Radios | Eqmt \$ | \$ 80,000 | Automated 100% Inspection Test | \$ 5,000 | Recurring \$ | \$ 7,000 |
| | Licenses \$ | \$ 20,000 | Add Radio to System, add to system for radio management, initial programming | \$ 5,000 | | |
| | | | Installation | \$ 60,000 | | |
| | Year 1 Subtotal | \$ 100,000 | Year 1 Subtotal | \$ 60,000 | Year 1 Subtotal | \$ 7,000 |
| | Year 2 Price | \$ 100,000 | Year 2 Price | \$ 60,000 | Year 2 Subtotal | \$ 7,000 |
| | Year 3 Price | \$ 100,000 | Year 3 Price | \$ 60,000 | Year 3 Subtotal | \$ 7,000 |
| | Year 4 Price | \$ 100,000 | Year 4 Price | \$ 60,000 | Year 4 Subtotal | \$ 7,000 |
| | Year 5 Price | \$ 100,000 | Year 5 Price | \$ 60,000 | Year 5 Subtotal | \$ 7,000 |
| | Subtotal | \$ 100,000 | | \$ 60,000 | | \$ 35,000 |

Subtotal Calculated as: Highest Highest Sum



Proposal Pricing Form Example 2



Example 2: 3% Annual Increases in Prices through 5 Year Contract Duration

| Description | Equipment and Licenses | Price (\$ US) | Services Description | Price (\$ US) | Recurring Costs | Price (\$ US) |
|---|------------------------|---------------|--|---------------|-----------------|---------------|
| Hypothetical Item such as Mobile Radios | Eqmt \$ | \$ 80,000 | Automated 100% Inspection Test | \$ 5,000 | Recurring \$ | \$ 8,000 |
| | Licenses \$ | \$ 20,000 | Add Radio to System, add to system for radio management, initial programming | \$ 5,000 | | |
| | | | Installation | \$ 60,000 | | |
| | Year 1 Subtotal | \$ 100,000 | Year 1 Subtotal | \$ 70,000 | Year 1 Subtotal | \$ 8,000 |
| | Year 2 Price | \$ 103,000 | Year 2 Price | \$ 72,100 | Year 2 Subtotal | \$ 8,240 |
| | Year 3 Price | \$ 106,090 | Year 3 Price | \$ 74,263 | Year 3 Subtotal | \$ 8,487 |
| | Year 4 Price | \$ 109,273 | Year 4 Price | \$ 76,491 | Year 4 Subtotal | \$ 8,742 |
| | Year 5 Price | \$ 112,551 | Year 5 Price | \$ 78,786 | Year 5 Subtotal | \$ 9,004 |
| Subtotal | \$ 112,551 | | \$ 78,786 | | \$ 42,473 | |

Subtotal Calculated as: Highest Highest Sum



Proposal Pricing Form Example 3



Example 3: 8% Price Increases for Equipment and Services in Year 3, 5% Annual Increases in Recurring Expenditures

| Description | Equipment and Licenses | Price (\$ US) | Services Description | Price (\$ US) | Recurring Costs | Price (\$ US) |
|---|------------------------|---------------|--|---------------|-----------------|---------------|
| Hypothetical Item such as Mobile Radios | Eqmt \$ | \$ 80,000 | Automated 100% Inspection Test | \$ 5,000 | Recurring \$ | \$ 8,000 |
| | Licenses \$ | \$ 20,000 | Add Radio to System, add to system for radio management, initial programming | \$ 5,000 | | |
| | | | Installation | \$ 60,000 | | |
| | Year 1 Subtotal | \$ 100,000 | Year 1 Subtotal | \$ 70,000 | Year 1 Subtotal | \$ 8,000 |
| | Year 2 Price | \$ 100,000 | Year 2 Price | \$ 70,000 | Year 2 Subtotal | \$ 8,400 |
| | Year 3 Price | \$ 108,000 | Year 3 Price | \$ 75,600 | Year 3 Subtotal | \$ 8,820 |
| | Year 4 Price | \$ 108,000 | Year 4 Price | \$ 75,600 | Year 4 Subtotal | \$ 9,261 |
| | Year 5 Price | \$ 108,000 | Year 5 Price | \$ 75,600 | Year 5 Subtotal | \$ 9,724 |
| Subtotal | \$ 108,000 | | \$ 75,600 | | \$ 44,205 | |

Subtotal Calculated as:

Highest

Highest

Sum



Options Form



| Options | | | | | | | |
|--|------------------------|---------------|--|---------------|-----------------|---------------|-------|
| Option Description | Equipment and Licenses | Price (\$ US) | Services Description | Price (\$ US) | Recurring Costs | Price (\$ US) | Notes |
| Remove NFPA 1802 Compliance on Fire Portables | | | | | | | |
| Deduct: 559 Standard Fire Portable Radios. | Eqmt \$ | | Automated 100% Inspection Test | | Recurring \$ | | |
| | Licenses \$ | | Add Radio to System, add to system for radio management, initial programming | | | | |
| | Year 1 Subtotal | | Year 1 Subtotal | | Year 1 Subtotal | | |
| | Year 2 Price | | Year 2 Price | | Year 2 Subtotal | | |
| | Year 3 Price | | Year 3 Price | | Year 3 Subtotal | | |
| | Year 4 Price | | Year 4 Price | | Year 4 Subtotal | | |
| | Year 5 Price | | Year 5 Price | | Year 5 Subtotal | | |
| | Subtotal | \$ - | | \$ - | | \$ - | |

Deduct All Applicable Costs

| | | | | | | | |
|---|-----------------|------|--|------|-----------------|------|--|
| Add: 559 Standard Fire Portable Radios. Hardware: Fire Rated (no NFPA 1802 Certified requirement) with remote speaker mics with channel selector, partial keypad, 2 high-capacity batteries, tri-band antenna, belt clip. Air interfaces: P25 700/800 MHz Phase II, Conventional VHF, Conventional 700/800 MHz, Broadband for extended coverage and Over the Air Programming, Wi-Fi; and GPS. Display Caller Alias; Warranty | Eqmt \$ | | Automated 100% Inspection Test | | Recurring \$ | | |
| | Licenses \$ | | Add Radio to System, add to system for radio management, initial programming | | | | |
| | Year 1 Subtotal | | Year 1 Subtotal | | Year 1 Subtotal | | |
| | Year 2 Price | | Year 2 Price | | Year 2 Subtotal | | |
| | Year 3 Price | | Year 3 Price | | Year 3 Subtotal | | |
| | Year 4 Price | | Year 4 Price | | Year 4 Subtotal | | |
| | Year 5 Price | | Year 5 Price | | Year 5 Subtotal | | |
| | Subtotal | \$ - | | \$ - | | \$ - | |

Add All Applicable Costs



Per Unit Pricing Form



| Per Unit Pricing | | | | | | | |
|--|------------------------|---------------|---------------------|---------------|-----------------|---------------|-------|
| Per Unit Description | Equipment and Licenses | Price (\$ US) | Service Description | Price (\$ US) | Recurring Costs | Price (\$ US) | Notes |
| User Radios | | | | | | | |
| 1 Standard Fire Portable Radio. Hardware: NPFA 1802 Certified with remote speaker mics with channel selector, partial keypad, 2 high-capacity batteries, tri-band antenna, belt clip. Air interfaces: P25 700/800 MHz Phase II, Conventional VHF, Conventional 700/800 MHz, Broadband for extended coverage and Over the Air Programming, Wi-Fi; and GPS. Display Caller Alias; Warranty. | Eqmt \$ | | Services \$ | | Recurring \$ | | |
| | Licenses \$ | | | | | | |
| | Year 1 Subtotal | | Year 1 Subtotal | | Year 1 Subtotal | | |
| | Year 2 Price | | Year 2 Price | | Year 2 Subtotal | | |
| | Year 3 Price | | Year 3 Price | | Year 3 Subtotal | | |
| | Year 4 Price | | Year 4 Price | | Year 4 Subtotal | | |
| | Year 5 Price | | Year 5 Price | | Year 5 Subtotal | | |
| | Subtotal | \$ - | | \$ - | | \$ - | |
| 1 Fire Portable (No NFPA) Radio Hardware: Fire Rated (no NPFA 1802 Certified requirement) with remote speaker mics with channel selector, partial keypad, 2 high-capacity batteries, tri-band antenna, belt clip. Air interfaces: P25 700/800 MHz Phase II, Conventional VHF, Conventional 700/800 MHz, Broadband for extended coverage and Over the Air Programming, Wi-Fi; and GPS. Display Caller Alias; Warranty | Eqmt \$ | | Services \$ | | Recurring \$ | | |
| | Licenses \$ | | | | | | |
| | Year 1 Subtotal | | Year 1 Subtotal | | Year 1 Subtotal | | |
| | Year 2 Price | | Year 2 Price | | Year 2 Subtotal | | |
| | Year 3 Price | | Year 3 Price | | Year 3 Subtotal | | |
| | Year 4 Price | | Year 4 Price | | Year 4 Subtotal | | |
| | Year 5 Price | | Year 5 Price | | Year 5 Subtotal | | |
| | Subtotal | \$ - | | \$ - | | \$ - | |

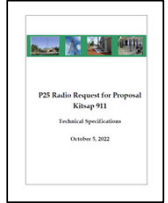


Labor Rates Form



| Labor Rates | | | | | |
|--|-------------|---|-------------|-------------|-----------------------|
| Labor Rates (Prevailing Wage) | Rate | Rate Basis (Hourly, Daily, Hours per Day, Crew Size, eetc.) | Travel | Expenses | Notes and Assumptions |
| Provide Labor Rate Schedule (preferably a published rate schedule) through year 5 for: | | | | | |
| • Project Manager | | | | | |
| • Engineer | | | | | |
| • Technician | | | | | |
| • Tower Crew | | | | | |
| | | | | | |
| | | | | | |
| Labor Rates in Out Years | Year 1 Rate | Year 2 Rate | Year 3 Rate | Year 4 Rate | Year 5 Rate |
| • Project Manager | | | | | |
| • Engineer | | | | | |
| • Technician | | | | | |
| • Tower Crew | | | | | |





Segment 2: Tech. Specs. Questions

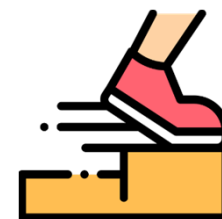
- Follow Up Questions on Written Responses 17- 45?
 - BER correction
 - Backhaul description
 - Analog channel capacity
 - Cybersecurity questions
 - Warehouse space
 - Fleetmapping and Codeplugs
 - Mobile and Control Station Installations
 - Native versions of compliance matrices



Segment 3: Existing System Description

- Follow Up Questions on Written Responses 46-50?
 - Supplemental on station alerting and console interfaces
 - Antenna heights
 - Kingston coordinates





Next Steps

- **Post to website:**
 - Slide Deck
 - Attendees List
 - Recording of Zoom Call
- Any other items identified on the call

Thanks Again!

