



Finance Department – City Procurement

Addendum 2	Radios and Communication Equipment RFP # 269-2019-054
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To: All Prospective Companies

Date: April 12, 2019

Subject: Addendum 2 – RFP # 269-2019-054 – Radios and Communication Equipment

Please note the specification changes/modifications below for the RFP.

Item #	Page #	Section #	Specification	Modifications and Questions
1	44	Section 6, Form 4	Pricing Sheet	<p>Clarification: A hard copy of the pricing sheet has been provided as an attachment to the addendum. An Excel version can also be requested from dtate@charlottenc.gov.</p>
2	44	Section 6, Form 4	Pricing Sheet	<p>Modification: On Form 4 Pricing Worksheet, item 2b shall be removed. Bidders shall only provide their fixed percentage discounts for each Group of radios as broken down on the Excel version of the pricing worksheet.</p>
3	11	1.7	Charlotte Cooperative Purchasing Alliance	<p>Service Provider Question: Will the City be using the U.S. Communities contract to purchase radios?</p> <p>Answer: No, the City will purchase from the resulting contracts of this solicitation which will also be made available to other public agencies through the Charlotte Cooperative Purchase Alliance (CCPA) program.</p>
4	17	3.1	General Scope	<p>Service Provider Question: Who were the four vendors awarded on the previous contracts?</p> <p>Answer: Communications International, Two Way Radio of Carolina, Mobile Communications America, and Motorola Solutions.</p>

Item #	Page #	Section #	Specification	Modifications and Questions
5	17	3.2	Product Specifications	<p>Service Provider Question: Will there be a separate bidding opportunity for accessories only?</p> <p>Answer: There is currently no intention to conduct a separate bid process for accessories only. The City will only accept OEM accessories at this time. Third party accessories will not be accepted.</p>
6	17	3.2	Product Specifications	<p>Service Provider Question: Are there specs for battery systems or chargers to bid?</p> <p>Answer: No, only specifications for radios are provided. Batteries and chargers must be OEM.</p>
7	17	3.2	Product Specifications	<p>Service Provider Question: If a dealer cannot provide authorization for Motorola products, can a dealer still submit a bid for the radios it is authorized to sell or are bidders required to respond to the entire RFP?</p> <p>Answer: Bidders can submit proposals for the radios that they can sell. They do not have to provide a price or a response for all items or items that they cannot sell.</p>
8	19	2.2, 3.1	Product Specifications, Group 2, Group 3	<p>Service Provider Question: For Group 3, does the intrinsically safe requirement in Group 2 apply to Group 3?</p> <p>Answer: The requirement for intrinsically safe shall be removed for Group 3. However, intrinsically safe shall still be required for Group 2.</p>
9	23	8.6	Product Specifications, Group 6	<p>Service Provider Question: In Group 6 spec 8.6, are the on-board radio headset systems currently in the City's vehicles or are the bidders going to provide these systems?</p> <p>Answer: These systems will be Firecom systems that will already be in the City's vehicles. The City will need a way for the bidder's mobile radios to interface with the Firecom systems.</p>
10	24	9.2	Product Specifications, Group 7	<p>Service Provider Question: In Group 7 spec 9.2, is there a clear definition of intrinsically safe?</p> <p>Answer: Group 7 spec 9.2 shall be removed. Intrinsically safe shall not apply to mobile radios Groups 7 and 8.</p>

Item #	Page #	Section #	Specification	Modifications and Questions
11	39	5	Proposal Evaluation Criteria	<p>Service Provider Question: Will the City only be awarding to radio manufacturers or will the City consider suppliers of qualified radio products?</p> <p>Answer: Bidders who are authorized distributors of their respective manufacturers can submit proposals. The City is not restricting proposal submissions for radios to OEMs only. The only OEM requirement is for accessories which must be OEM to the radios submitted in their proposal.</p>
12	40	Section 6, Form 1	Request for Proposals Acknowledgement	<p>Service Provider Question: If a vendor did not submit Form 1 for their intent to propose by the 3/22 deadline, are they still able to respond to the solicitation?</p> <p>Answer: Yes, vendors are still able to respond. Not submitting Form 1 by the deadline does not preclude a vendor from submitting a proposal by the deadline of 4/16.</p>
13	44	Section 6, Form 4	Pricing Sheet	<p>Service Provider Question: Does the City have estimated quantities for each Group of radio?</p> <p>Answer: Estimated quantities are not guaranteed. The City and other public agencies will order based on need at the time of order. Estimated annual quantities for the City and other public agencies combined are as follows based on historical purchasing on the most recent contracts: Groups 1 & 2 – 120 (combined) Group 3 – 370 Group 4 – 30 Group 5 – 10 Groups 6 & 7 – 205 (combined) Group 8 – 300 Group 9 – 5 Group 10 – 10</p>
14	44	Section 6, Form 4	Pricing Sheet	<p>Service Provider Question: If a bidder has multiple models of radios that would fit into a certain group, how can the bidder submit each model?</p> <p>Answer: Bidders can submit multiple Group specification checklists and pricing sheets to show the multiple models of radios. Submission of the specification checklists and pricing shall be required for all radios.</p>

Item #	Page #	Section #	Specification	Modifications and Questions
15	91	Section 7 Sample Contract	Exhibit H – Federal Contract Terms and Conditions	<p>Service Provider Question: Why is the City looking to re-bid these contracts instead of executing the renewal options in the current contracts?</p> <p>Answer: As of July 1, 2018, the City is required to adhere to new Uniform Guidance federal terms and conditions. These must be included in a solicitation and cannot be amended into current contracts. The City's previous radios contracts that were bid in 2016 did not include this language as it was not required at that time. These are included in Exhibit H and Forms 8 and 9.</p>

In order to constitute a complete proposal response you must acknowledge receipt of this addendum with the Addenda Receipt Confirmation Form in Section 6 of the RFP in your Proposal. **Any Company not acknowledging receipt of an issued addendum may not be considered.**

In the event additional changes or clarifications to this RFP are warranted, all Companies are responsible for monitoring the City's [Contract Opportunities](#) site or www.ips.state.nc.us or for additional addenda.

We appreciate your interest in doing business with the City and look forward to receiving a Proposal from your company.

Sincerely,

David Tate
Procurement Officer

cc: RFP Team
RFP File

Radios and Communication Equipment
RFP 269-2019-054
Section 6 Required Form 4 - Pricing Worksheet
Portable Radios

GROUP 1 - PORTABLE RADIOS		Brand of Equipment:			
Item	Description	Model #	MFG Part #	Vendor Part #	Unit Price Initial Term
1.1	Group 1				
Accessories					
Item	Description	Model #	MFG Part #	Vendor Part #	Unit Price Initial Term
1.2	Programming Cable				
1.3	Antenna				
1.4	Battery				
1.5	Battery Charger (Single Bay)				
1.6	Battery Charger (Multiple Bay)				
1.7	Battery Charger (Vehicular)				
1.8	Remote Speaker Microphone				
1.9	Remote Speaker Microphone with Antenna				
1.10	Headset (Wired)				
1.11	Headset (Wireless/Bluetooth)				
1.12	Carry Case				
1.13	Belt Clip				
1.14	Multiband VHF: 136-174 MHz				
1.15	Multiband UHF: 380-520 MHz				
1.16	Multiband 700/800 MHz: 762-870 MHz				
1.17	Additional: _____				
1.18	Additional: _____				
1.19	Additional: _____				
1.20	Additional: _____				
1.21	Additional: _____				
<p>For all items not included in this form or that may be added during the term of the Contract, including but not limited to additional radios and OEM accessories, the City requires a fixed percentage discount from the Company's most recent pricing list. Companies shall indicate their fixed percentage discount below.</p>					
PERCENT DISCOUNT FROM LIST					
Group 1 Portable Radios				_____	%
Group 1 Portable Radios - OEM Accessories				_____	%

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Portable Radios

GROUP 2 - PORTABLE RADIOS		Brand of Equipment:			
Item	Description	Model #	MFG Part #	Vendor Part #	Unit Price Initial Term
2.1	Group 2				
Accessories					
Item	Description	Model #	MFG Part #	Vendor Part #	Unit Price Initial Term
2.2	Programming Cable				
2.3	Antenna				
2.4	Battery				
2.5	Battery Charger (Single Bay)				
2.6	Battery Charger (Multiple Bay)				
2.7	Battery Charger (Vehicular)				
2.8	Remote Speaker Microphone				
2.9	Remote Speaker Microphone with Antenna				
2.10	Headset (Wired)				
2.11	Headset (Wireless/Bluetooth)				
2.12	Carry Case				
2.13	Belt Clip				
2.14	Multiband VHF: 136-174 MHz				
2.15	Multiband UHF: 380-520 MHz				
2.16	Multiband 700/800 MHz: 762-870 MHz				
2.17	Additional: _____				
2.18	Additional: _____				
2.19	Additional: _____				
2.20	Additional: _____				
2.21	Additional: _____				
GROUP 2 - FEATURES AND OPTIONS					
Required Options					
Item	Description	Model #	MFG Part #	Vendor Part #	Unit Price Initial Term
2.22	P25 9600 Baud Trunking				
Recommended Options					
2.23	ADP Encryption				
<p>For all items not included in this form or that may be added during the term of the Contract, including but not limited to additional radios and OEM accessories, the City requires a fixed percentage discount from the Company's most recent pricing list. Companies shall indicate their fixed percentage discount below.</p>					
PERCENT DISCOUNT FROM LIST					
Group 2 Portable Radios				_____ %	
Group 2 Portable Radios - OEM Accessories				_____ %	

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Section 6 Required Form 4 - Pricing Worksheet
Portable Radios

GROUP 3 - PORTABLE RADIOS		Brand of Equipment:			
Item	Description	Model #	MFG Part #	Vendor Part #	Unit Price Initial Term
3.1	Group 3				
Accessories					
Item	Description	Model #	MFG Part #	Vendor Part #	Unit Price Initial Term
3.2	Programming Cable				
3.3	Antenna				
3.4	Battery				
3.5	Battery Charger (Single Bay)				
3.6	Battery Charger (Multiple Bay)				
3.7	Battery Charger (Vehicular)				
3.8	Remote Speaker Microphone				
3.9	Remote Speaker Microphone with Antenna				
3.10	Headset (Wired)				
3.11	Headset (Wireless/Bluetooth)				
3.12	Carry Case				
3.13	Belt Clip				
3.14	Multiband VHF: 136-174 MHz				
3.15	Multiband UHF: 380-520 MHz				
3.16	Multiband 700/800 MHz: 762-870 MHz				
3.17	Additional: _____				
3.18	Additional: _____				
3.19	Additional: _____				
3.20	Additional: _____				
3.21	Additional: _____				
GROUP 3 - FEATURES AND OPTIONS					
Required Options					
Item	Description	Model #	MFG Part #	Vendor Part #	Unit Price Initial Term
3.22	SmartZone Operation				
3.23	P25 9600 Baud Trunking				
Recommended Options					
3.24	ADP Encryption				
3.25	Integrated Voice & Data (IV&D)				
3.26	Integrated GPS				
3.27	Advanced System Key (ASK)				
3.28	Radio Authentication				
3.29	Programming Over P25 (OTAP)				
3.30	Bluetooth				
3.31	Smart Battery Charging System				
<p>For all items not included in this form or that may be added during the term of the Contract, including but not limited to additional radios and OEM accessories, the City requires a fixed percentage discount from the Company's most recent pricing list. Companies shall indicate their fixed percentage discount below.</p>					
PERCENT DISCOUNT FROM LIST					
Group 3 Portable Radios			_____ %		
Group 3 Portable Radios - OEM Accessories			_____ %		

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Portable Radios

GROUP 4 PORTABLE RADIOS - MOTOTRBO SERIES		Brand of Equipment:			
Item	Description	Model #	MFG Part #	Vendor Part #	Unit Price Initial Term
4.1	MotoTrbo				
Accessories					
Item	Description	Model #	MFG Part #	Vendor Part #	Unit Price Initial Term
4.2	IMPRES Hi-Cap Li-ion 2150 mAH Battery (PMNN4409)				
4.3	Slim IMPRES Li-ion 1500 mAH Battery (PMNN4407)				
4.4	IMPRES Hi-Cap Li-ion FM 2300 mAH Battery (NNTN8129)				
4.5	Programming Cable				
4.6	Antenna				
4.7	Battery Charger (Single Bay)				
4.8	Battery Charger (Multiple Bay)				
4.9	Battery Charger (Vehicular)				
4.10	Remote Speaker Microphone				
4.11	Remote Speaker Microphone with Antenna				
4.12	Headset (Wired)				
4.13	Headset (Wireless/Bluetooth)				
4.14	Carry Case				
4.15	Belt Clip				
4.16	Additional: _____				
4.17	Additional: _____				
4.18	Additional: _____				
4.19	Additional: _____				
4.20	Additional: _____				
<p>For all items not included in this form or that may be added during the term of the Contract, including but not limited to additional radios and OEM accessories, the City requires a fixed percentage discount from the Company's most recent pricing list. Companies shall indicate their fixed percentage discount below.</p>					
PERCENT DISCOUNT FROM LIST					
Group 4 Portable Radios			_____ %		
Group 4 Portable Radios - OEM Accessories			_____ %		

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Portable Radios

GROUP 5 PORTABLE RADIOS - ICOM		Brand of Equipment:			
Item	Description	Model #	MFG Part #	Vendor Part #	Unit Price Initial Term
5.1	ICOM _____				
Accessories					
Item	Description	Model #	MFG Part #	Vendor Part #	Unit Price Initial Term
5.2	Programming Cable				
5.3	Antenna				
5.4	Battery				
5.5	Battery Charger (Single Bay)				
5.6	Battery Charger (Multiple Bay)				
5.7	Battery Charger (Vehicular)				
5.8	Remote Speaker Microphone				
5.9	Remote Speaker Microphone with Antenna				
5.10	Headset (Wired)				
5.11	Headset (Wireless/Bluetooth)				
5.12	Carry Case				
5.13	Belt Clip				
5.14	Additional: _____				
5.15	Additional: _____				
5.16	Additional: _____				
5.17	Additional: _____				
5.18	Additional: _____				
<p>For all items not included in this form or that may be added during the term of the Contract, including but not limited to additional radios and OEM accessories, the City requires a fixed percentage discount from the Company's most recent pricing list. Companies shall indicate their fixed percentage discount below.</p>					
PERCENT DISCOUNT FROM LIST					
Group 5 Portable Radios				_____ %	
Group 5 Portable Radios - OEM Accessories				_____ %	

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Mobile Radios

GROUP 6 - MOBILE RADIOS/CONTROL STATIONS		Brand of Equipment:			
Item	Description	Model #	MFG Part #	Vendor Part #	Unit Price Initial Term
6.1	Group 6 - Dash Mounted				
6.2	Group 6 - Remote Mounted				
6.3	Group 6 - Control Station				

Accessories					
Item	Description	Model #	MFG Part #	Vendor Part #	Unit Price Initial Term
6.4	Data Cable				
6.5	Extension Cable				
6.6	Adaptor				
6.7	Power Cable				
6.8	Programming Cable				
6.9	Antenna				
6.10	External Speaker				
6.11	Public Address Kit				
6.12	Desktop Microphone (Control Station only)				
6.13	Multiband VHF: 136-174 MHz				
6.14	Multiband UHF: 380-520 MHz				
6.15	Multiband 700/800 MHz: 762-870 MHz				
6.16	Additional: _____				
6.17	Additional: _____				
6.18	Additional: _____				
6.19	Additional: _____				
6.20	Additional: _____				

For all items not included in this form or that may be added during the term of the Contract, including but not limited to additional radios and OEM accessories, the City requires a fixed percentage discount from the Company's most recent pricing list. Companies shall indicate their fixed percentage discount below.

PERCENT DISCOUNT FROM LIST	
Group 6 Mobile Radios/Control Stations	_____ %
Group 6 Mobile Radios/Control Stations - OEM Accessories	_____ %

Radios and Communication Equipment
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Section 6 Required Form 4 - Pricing Worksheet
Mobile Radios

GROUP 7 - MOBILE RADIOS/CONTROL STATIONS		Brand of Equipment:			
Item	Description	Model #	MFG Part #	Vendor Part #	Unit Price Initial Term
7.1	Group 7 - Dash Mounted				
7.2	Group 7 - Remote Mounted				
7.3	Group 7 - Control Station				
Accessories					
Item	Description	Model #	MFG Part #	Vendor Part #	Unit Price Initial Term
7.4	Data Cable				
7.5	Extension Cable				
7.6	Adaptor				
7.7	Power Cable				
7.8	Programming Cable				
7.9	Antenna				
7.10	External Speaker				
7.11	Public Address Kit				
7.12	Desktop Microphone (Control Station only)				
7.13	Multiband VHF: 136-174 MHz				
7.14	Multiband UHF: 380-520 MHz				
7.15	Multiband 700/800 MHz: 762-870 MHz				
7.16	Additional: _____				
7.17	Additional: _____				
7.18	Additional: _____				
7.19	Additional: _____				
7.20	Additional: _____				
GROUP 7 - FEATURES AND OPTIONS					
Required Options					
Item	Description	Model #	MFG Part #	Vendor Part #	Unit Price Initial Term
7.21	P25 9600 Baud Trunking				
Recommended Options					
7.22	ADP Encryption				
<p>For all items not included in this form or that may be added during the term of the Contract, including but not limited to additional radios and OEM accessories, the City requires a fixed percentage discount from the Company's most recent pricing list. Companies shall indicate their fixed percentage discount below.</p>					
PERCENT DISCOUNT FROM LIST					
Group 7 Mobile Radios/Control Stations			_____ %		
Group 7 Mobile Radios/Control Stations - OEM Accessories			_____ %		

Radios and Communication Equipment
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Section 6 Required Form 4 - Pricing Worksheet
Mobile Radios

GROUP 8 - MOBILE RADIOS/CONTROL STATIONS		Brand of Equipment:			
Item	Description	Model #	MFG Part #	Vendor Part #	Unit Price Initial Term
8.1	Group 8 - Dash Mounted				
8.2	Group 8 - Remote Mounted				
8.3	Group 8 - Control Station				
Accessories					
Item	Description	Model #	MFG Part #	Vendor Part #	Unit Price Initial Term
8.4	Data Cable				
8.5	Extension Cable				
8.6	Adaptor				
8.7	Power Cable				
8.8	Programming Cable				
8.9	Antenna				
8.10	External Speaker				
8.11	Public Address Kit				
8.12	Desktop Microphone (Control Station only)				
8.13	Multiband VHF: 136-174 MHz				
8.14	Multiband UHF: 380-520 MHz				
8.15	Multiband 700/800 MHz: 762-870 MHz				
8.16	Additional: _____				
8.17	Additional: _____				
8.18	Additional: _____				
8.19	Additional: _____				
8.20	Additional: _____				
GROUP 8 - FEATURES AND OPTIONS					
Required Options					
Item	Description	Model #	MFG Part #	Vendor Part #	Unit Price Initial Term
8.21	SmartZone Operation				
8.22	P25 9600 Baud Trunking				
Recommended Options					
8.23	ADP Encryption				
8.24	Integrated Voice & Data (IV&D)				
8.25	Advanced System Key (ASK)				
8.26	Radio Authentication				
8.27	Programming Over P25 (OTAP)				
8.28	Bluetooth				
<p>For all items not included in this form or that may be added during the term of the Contract, including but not limited to additional radios and OEM accessories, the City requires a fixed percentage discount from the Company's most recent pricing list. Companies shall indicate their fixed percentage discount below.</p>					
PERCENT DISCOUNT FROM LIST					
Group 8 Mobile Radios/Control Stations			_____ %		
Group 8 Mobile Radios/Control Stations - OEM Accessories			_____ %		

Radios and Communication Equipment
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Section 6 Required Form 4 - Pricing Worksheet
Mobile Radios

GROUP 9 - MOTOTRBO SERIES MOBILE RADIOS		Brand of Equipment:			
Item	Description	Model #	MFG Part #	Vendor Part #	Unit Price Initial Term
9.1	MotoTrbo _____				
Accessories					
Item	Description	Model #	MFG Part #	Vendor Part #	Unit Price Initial Term
9.2	Data Cable				
9.3	Extension Cable				
9.4	Adaptor				
9.5	Power Cable				
9.6	Programming Cable				
9.7	Antenna				
9.8	External Speaker				
9.9	Public Address Kit				
9.10	Additional: _____				
9.11	Additional: _____				
9.12	Additional: _____				
9.13	Additional: _____				
9.14	Additional: _____				
<p>For all items not included in this form or that may be added during the term of the Contract, including but not limited to additional radios and OEM accessories, the City requires a fixed percentage discount from the Company's most recent pricing list. Companies shall indicate their fixed percentage discount below.</p>					
PERCENT DISCOUNT FROM LIST					
Group 9 Mobile Radios				_____ %	
Group 9 Mobile Radios - OEM Accessories				_____ %	

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Mobile Radios

GROUP 10 - ICOM MOBILE RADIOS		Brand of Equipment:			
Item	Description	Model #	MFG Part #	Vendor Part #	Unit Price Initial Term
10.1	ICOM _____				
Accessories					
Item	Description	Model #	MFG Part #	Vendor Part #	Unit Price Initial Term
10.2	Data Cable				
10.3	Extension Cable				
10.4	Adaptor				
10.5	Power Cable				
10.6	Programming Cable				
10.7	Antenna				
10.8	External Speaker				
10.9	Public Address Kit				
10.10	Additional: _____				
10.11	Additional: _____				
10.12	Additional: _____				
10.13	Additional: _____				
10.14	Additional: _____				
<p>For all items not included in this form or that may be added during the term of the Contract, including but not limited to additional radios and OEM accessories, the City requires a fixed percentage discount from the Company's most recent pricing list. Companies shall indicate their fixed percentage discount below.</p>					
PERCENT DISCOUNT FROM LIST					
Group 10 Mobile Radios				_____	%
Group 10 Mobile Radios - OEM Accessories				_____	%