

Radio Console RFP Bidders' Conference - Summary
SCR911 Conference Room, 495 Upper Park Rd, Santa Cruz, CA 95065
December 14, 2010

Staff Present: Amethyst Uchida, SCR911 Systems Manager; Tom Ginsburg, SCR911 Sr Systems Technician; Dennis Kidd, SCR911 Acting Assistant General Manager; Gary Bramer, Santa Cruz County Radio Shop Technician; Nicola Nelson, SCR911 Systems Technician, Beth Wann, SCR911 Sr Admin Asst; Marsha MillerAyers, SCR911 Dispatch Supervisor

Vendors Present: Ron Huguen, Moducom; Jeffrey Grace, Motorola; Jim Trevino, Day Wireless; William Ballowe, Epic Marketing Co; C. David Alonzi, C4i; Steve Howard, Harris Corporation

Uchida began by informing the group that she will be providing feedback and questions to those vendors who had prepared proposals for the earlier Radio Console RFP that was never completed. Her goal for the current RFP was that it has more of an operational perspective and; therefore, had been taken before SCR911's TOAC (Technical Operations Advisory Committee) for their review and input.

Attendees and Staff made introductions. Uchida opened the floor to questions about the RFP.

Uchida stated the biggest change in this current RFP is contained in Chapter 6. She also explained the project timeline is still somewhat vague due to her needing to get Board approval to fund this capital project, hopefully in FY 2011/12. The timeline will be negotiated with the selected vendor once funding is determined. Grace inquired if the Board/Agencies want to fund such a project? Uchida advised that the preliminary budget goes to the Board of Directors in March but that they have been advised of the likelihood of this funding request and are interested in this project. She noted that the Pricing Proposal from vendors could include financing options. Kidd stated that the Board of Directors consists of the Santa Cruz County Administrative Officer, and the City Managers from Capitola, Santa Cruz and Watsonville. Vendors were advised that the capital funding request will likely require unanimous approval of the Board.

Grace inquired about the status of Appendix C. The pricing proposal form contained in the original RFP was created initially by an outside consulting company and is password protected. **Uchida will revise the Pricing forms to be more flexible and will have Appendix C available on the website by the end of this week.** Uchida stated that all questions could be emailed to her and, although on furlough the last two weeks of December, she will be checking her email and responding.

Alonzi inquired if photos could be taken during tour today. Uchida responded that, yes, they could.

Ballowe inquired about the requirement for on-screen resources because the RFP stated 15 in one place and 16 in another. Uchida responded that there should be no less than what is currently available which is 15.

Huguen inquired if Uchida would be going over the RFP item by item? Uchida responded that, no, vendors should just go ahead and start asking questions.

Huguen inquired, in regards to Aliases, if the current console uses the MDC1200 standard and, if so, the number of channels which need MDC1200. Bramer responded that he thought the RFP did call for the standard but the vendors present all concurred that it is not stated. Bramer indicated that pretty much

all channels need to support aliases and that he would like to see an ID code as well. Alonzi inquired if this is a “like to have” or “option”? Bramer and Uchida agreed that it would be preferable to have it. **Uchida will include information about the MDC1200 standard requirement in an Addendum to the RFP.** Alonzi inquired if a list would be provided with all radio info? **Uchida will review the radio channel list with Bramer and provide to vendors including PL code and those channels where aliasing is required.**

Hughen pointed out that the first RFP specified interfacing with Positron but not this latest RFP. Uchida responded that headset integration is essential but no other type of interface is required.

Hughen mentioned that the original RFP called out for 15 vocoders. Bramer responded that there are no digital channels as of now. Per Uchida, the proposed product needs to be able to be upgraded to support digital/P25 trunking because that may be implemented in the future.

Hughen inquired about the call out for the display screen to include call history. His concern was that this would be a lot of information on one screen and was wondering if it could be made available on another screen? Uchida responded that this would be fine as an optional solution. Kidd concurred.

Hughen stated that the current specs refer to Base Stations with multiple receivers. He inquired if there were any? Bramer responded, no, only at the hospitals but not at SCR911.

Uchida asked for clarification on what the vendors needed on the spreadsheet for channels. Hughen responded that individual channel information is not needed, just the number and how they are controlled. Alonzi concurred.

It was confirmed that there is no DC control in use, despite its being called out on the RFP. **This will be corrected in the Addendum.**

There was discussion regarding the fact that response time for maintenance is called out on the current RFP; however, it was confirmed that the preference is to have Santa Cruz County Radio Shop and SCR911 personnel trained by the selected Vendor to provide maintenance on the new system. **Uchida will remove the requirement for response time in the Addendum; it will still be required to explain the process and timeframe for obtaining replacement parts and/or for providing on-site spare equipment.** Uchida stated that she would like to see a response that involves training and support. Trevino inquired if the successful bidder would maintain the system throughout the warranty period? Uchida and Bramer both agreed. Hughen inquired if routine maintenance would be provided by SCR911 i.e. dusting etc.? Uchida responded that it would.

Alonzi pointed out that the RFP calls for the successful bidder to provide emergency power. There was discussion how this would work. It was decided that it would be left up to SCR911 to provide emergency power as the site has backup power provided by a building-wide UPS and backup generator. Vendors should include information about power used by their proposed equipment in their responses.

Hughen pointed out that, regarding Maintenance on Page 47 of the RFP, the Penalty Clause would not apply. **Uchida will remove the Penalty Clause from Page 47 in the Addendum. She will also review and modify any others parts of Section 7 as needed in the Addendum.**

Hughen inquired about the need for a 19" monitor. Uchida responded that it is being called for due to restrictions at the existing furniture. Space should be a consideration by vendors, so 19" monitors are preferred but nothing larger than a 22" monitor will be acceptable.

Alonzi inquired about touch screens. Uchida confirmed touch screens are not acceptable.

An inquiry was made as to whether special monitor arms, etc would be required. Uchida stated that standard desktop stands are fine.

There was discussion regarding the need for microphones. Kidd noted that the only need for microphones would be headset failure and that dispatch has plenty of extra headsets available at a moment's notice. Uchida said that if the microphones were integrated into the system, and not obtrusive, they would be fine, but as SCR911 sees no use for microphones they do not wish to expend additional money to provision them.

It was noted that movable speakers are necessary and it is the vendors' option on how the speakers are set up.

Hughen inquired if there would be an advantage to having two sets of dual jacks, such as for training purposes. There is a difference in cost and he could quote this if desired. Kidd did not see this as necessary.

Alonzi inquired, in regards to Terms and Conditions, what items would be subject to sales tax? Uchida responded that it is equipment only. It was noted that tax will need to be added to the proposal by bidders. **Uchida will define taxable items in the Addendum.**

Howard inquired about the 30 day period for design review. Uchida reiterated to the group that the proposed schedule could be negotiated during the contract.

It was clarified licensing in the RFP refers to contractor licenses and/or local government licenses and permits but does not refer to FCC licensing. All FCC licensing would be the responsibility of SCR911 and/or its User Agencies.

There was discussion regarding how the implementation from the existing system to the new system would work, for instance whether the expectation was that new equipment would be installed alongside existing equipment prior to cutover. Uchida noted that this would be negotiated during the contract phase. It was discussed that it should be clear who is responsible for removing the old system. **Uchida will clarify in the Addendum who will be responsible for removal of the old Radio Console.**

Alonzi inquired if there was a need for SIP interface for phone capability at each position? Uchida responded that no integration is needed.

Alonzi inquired if there needs to be full integration to the VoicePrint Logger. Uchida responded that call check is an issue and instant recall could be provisioned utilizing the VoicePrint capabilities if that is how the respondent prefers to provide it. It is vital to SCR911 that consoles have the ability to quickly replay the last transmission(s) on select and unselect channels.

A tour of the radio equipment room and dispatch floor completed the conference. During the tour, questions were asked about staging equipment. The Communications Center has a Training Lab which could be used to stage equipment for 1 to 2 months during testing and implementation. Another discussion was whether SCR911 desired to integrate the voter system status display to the console. Uchida and Bramer felt that was not necessary or desirable.

Uchida will publish available dates for demonstrations in the Addendum. Should vendors wish to schedule a demonstration of their systems, they should contact Uchida for scheduling.

Howard noted that the RFP mentions possible off-site visits to see the vendors' equipment and he inquired if this could be in lieu of a demo. Uchida responded that it could so long as proposed sites were within a reasonable distance from SCR911 (no more than a 3 hour drive). Uchida is also amenable to scheduling both demonstrations and site visits.

Uchida will publish meeting notes from today and the Pricing Sheet by Friday. The Addendum will be posted as soon as possible, hopefully also by Friday.

The Bidders Conference adjourned at 1130 hours.