



DEPARTMENT OF FINANCE

**REQUEST FOR PROPOSALS
RFP # K00421**

S.A.W. REGIONAL P25 RADIO SYSTEM
March 18, 2022 4:00 p.m.

ADDENDA #2
January 7, 2022

TO ALL POTENTIAL BIDDERS:

The following information is being provided for purposes of clarification or in response to questions received from potential bidders. This addendum is being posted on the eVA website and City website at the following links:

- eVA website: <https://m.vendor.eprocgipdc.com/Vendor/public/AllOpportunities>
- City website: <https://www.ci.staunton.va.us/departments/finance/procurement>

This posting consists of the updated Procurement Schedule and the RFP Questions and Answers.

Scheduled Event	Date
Mandatory Pre-proposal Conference and Site Visits	December 2-3, 2021
Deadline for Proposer Questions	February 4, 2022
Deadline for Proposal Submission	March 18, 2022, 4:00 P.M.
Estimated Contract Execution	May 2022
Anticipated Project Completion	Contract Execution + 24 months

- SAW RFP # K00421 Proposer Questions and Answers are on the following pages.

SAW RFP # K00421 - Proposer Questions and Answers					
Date Submitted	#	RFP Section Number/ Name	RFP Requirement	Clarification Request	Client Response/ Clarification
12/8/2021	1	6.8.1 City of Staunton Logging Recorder	The recorder shall function as a full featured “trunked” recorder with the capability of recording all talk-groups, encrypted and clear, on the radio system, conventional channels and all the Staunton Dispatch Center’s telephone lines. The new logging recorder shall be upgradeable to full IP interfacing to the Staunton 911 call-handling system.	A. Can SAW identify how many total telephone lines need to be recorded at Staunton Dispatch and indicate how many of those lines are analog vs digital, as well as admin vs 911 lines? B. What brand of PBX is being used?	Staunton is currently using a 32-channel analog/8-channel SIP Eventide NexLog 740. A replacemetn recorder shall have at least 8 analog channels, 8 SIP channels for NG911, and appropriate channel counts for the new radio interfaces (including interoperability channels).
12/8/2021	2	6.1.4.1 Interoperability Channels	The PROPOSER shall describe in detail and provide all equipment: hardware and software necessary to provide interoperability to each of the agencies/jurisdictions provided in the table below. The PROPOSER shall provide all new control stations for each of the interoperability channels required in the table below.	A. Does SAW have interop today with each of the eight (8) agencies listed in Table 6-2? B. If so, where are the existing base/repeater or control stations located? C. What is the connectivity between the interop base/repeater or control station locations to each of the three dispatch centers? D. What methods of control are employed (e.g. Tone Remote Control, 4-wire E&M)? E. Are any base/repeater or control stations configured as multichannel? F. Can SAW provide a schematic/system diagram for the interop system?	A. Yes SAW agencies have interoperability will all eight agencies listed in the table. B. Augusta County Dispatch Interop Channels - -Motorola MTR2000 - Harrisonburg/Rockingham County Paging (Single Channel) -Motorola MTR3000 - Waynesboro Pagining Backup (Single Channel) -Motorola Consolette - Harrisonburg/Rockbridge County (Multi-channel) -Motorola Consolette - Waynesboro (Multi-Channel) -Motorola Consolette - Augusta County/Staunton Paging Backup (Non-simulcast Backup Direct to Ellitot's Knob) -County 4 (Non-simulcast Direct Voice Channel Backup at Ellitot's Knob) -Motorola GTR8000 - UHF Med 2, and 4 (Multi-Channel) -Motorola GTR8000 - UHF Med 5, and 6 (Multi-Channel) - Simulcasted Motorola GTR8000's for Med 9 at each of the County's Tower Sites. Staunton Dispatch Center Interop Channels - - Base Station (Single Channel) - UHF MED 9 - Base Station Station(Single Channel) - Augusta County Paging Waynesboro Dispatch Center Interop Channels - The City of Waynesboro has eight (8) MTR2000 (Single Channel) base stations that are used for Interoperability. C. There is no connectvity method for the interoperability channels, they are all used to communicate directly using RF communications. D. See response to part B of this question. E. See response to part B of this questions. F. SAW agencies do not have existing drawings/schematics.
12/8/2021	3	6.1.4.2 SAW/Albemarle/Charlottesville/UVA/VDOT Interoperability Solution	There is an existing outdoor cabinet located near the intersection of I-64 and State Route 250 that is used for interoperability in the Afton Mountain area. Each of the jurisdictions has a control station in this cabinet that are patched together and are accessible at each respective dispatch center’s consoles. The new P25 system shall integrate into this existing interoperability solution and shall make this resource available on the SAW P25 consoles.	A. How does SAW interop today at the outdoor cabinet and pole located on I-64? B. What is the connectivity from the pole to each of the three dispatch locations (e.g. leased line) and method of control (e.g. Tone Remote Control)? C. Can SAW provide a schematic of all equipment that is in the outdoor cabinet as well the connectivity?	A. There is a SAW UHF control station that is activated via RF remotely. This control station is patched together with a 700/800 MHz radio that allows the agencies to interop. B. This interop solution is activated via RF control station. C. Pictures are provided with this addendum (see Afton Mountain Interop Solutions.pdf).
12/8/2021	4	6.6 Paging System	The SAW dispatch centers operate UHF analog tone paging systems. The systems use one existing Augusta County UHF channel that is transmitted from Augusta County and Staunton Dispatch Centers for their Fire and EMS, and one Waynesboro existing UHF channel that is transmitted from the Waynesboro ECC for their Fire and EMS. Analog paging tones are sent to the fire and rescue using analog tone encoders at dispatch console positions. SAW intends to continue using UHF analog tone paging on the new P25 radio system. The CONTRACTOR shall provide all new UHF analog tone paging infrastructure equipment. SAW agencies will reuse their existing analog pagers. This solution shall include the UHF paging transmitters, the simulcast paging equipment, new analog tone encoders, and UHF control stations integrated into the P25 dispatch consoles and connectivity from dispatch center to tower sites.	A. Does this requirement mean that there are only three paging base stations, one located at each of the three dispatch centers? B. If not, what sites have paging base stations today? C. How are the paging sites connected to each of the dispatch centers? D. What is simulcasted today and how are they connected (simulcasted) together? E. Are the tone encoders part of the console or a separate device and is the requirement to provide new tone encoders as a separate device or integrated with the console? F. Can SAW provide system diagrams for the paging system? G. Will all three agencies (Augusta County, City of Staunton, and City of Waynesboro) use a single paging system?	A. The paging base stations are activated from the three dispatch centers. The Waynesboro paging base station is located at the Waynesboro tower site. The County's Paging Base Stations are simulcasted at each of their existing tower sites (Deerfield, Devil's Knob, Elliot Knob, Massanutten, and Troxell Gap). They will reuse their existing paging frequencies. B. See response to part A of this question. C. The Augusta County simulcast paging sites are connected via the County's microwave system. SAW and Waynesboro activates the paging channels via tone remote control. D. All of the County's paging base stations are simulcast. Waynesboro's paging channel is not simulcast. E. The Tone encoders are not part of the existing consoles. The tone encoders will need to be replaced as part of this project. The new tone encoders may be seperate devices or integrated with the new consoles. F. SAW does not have system drawings to provide. G. Yes the existing configuration will stay the same. The proposer will only need to replace the existing paging equipment at the current paging sites and dispatch centers.
12/8/2021	5	9.14.1 Standby Generators	Generators shall be sized to serve 125 percent of current and future facility electrical loads. Future equipment loads shall be assumed to be approximately 2 kW per additional 2 ft x 2 ft rack space.	Can SAW please provide the size, run time, and existing load of each of the generators at the RF sites and dispatch centers?	New Generators are required at all proposed tower sites (not Dispatch Centers) as part of your proposal. We do not have this information readily available.

SAW RFP # K00421 - Proposer Questions and Answers					
Date Submitted	#	RFP Section Number/ Name	RFP Requirement	Clarification Request	Client Response/ Clarification
12/8/2021	6	9.14.2 Uninterruptible Power Supplies	The UPS unit shall power all infrastructures (radio communications system equipment) for a minimum of 4 hours (local facilities or with personnel on duty 24 hours x 7 week and within 5 miles). Remote and/or hard to access sites shall provide power for a minimum of 14 hours UPS runtime.	Can SAW please provide the size, run time, and existing load of each of the UPS's at the RF sites and dispatch centers?	New UPS's are required at all proposed tower sites (not Dispatch Centers) as part of your proposal.
12/8/2021	7	General	N/A	Can SAW provide tower diagrams indicating where there is space on the tower for new antennas for each of the existing sites including the three dispatch centers?	SAW does not have any recent tower drawings or structural analyses to provide for the towers.
12/15/2021	8	6.7.3.6 MANDATORY OPTION: CAD System Interface	The console system shall be equipped with hardware and software interfaces to SAW's computer-aided dispatch (CAD) systems to enable the CAD systems to display unit ID and status (and any other available information) from the radio system.	A. Can SAW provide the manufacturer and model number of the existing CAD system?	All SAW agencies are using CentralSquare One Solution CAD, Software Version 21.2/21.3
12/15/2021	9	9.14.2 Uninterruptible Power Supplies	The UPS unit shall continuously protect and condition power for a fully loaded critical bus during normal operation. The UPS unit shall power all infrastructures (radio communications system equipment) for a minimum of 4 hours (local facilities or with personnel on duty 24 hours x 7 week and within 5 miles). Remote and/or hard to access sites shall provide power for a minimum of 14 hours UPS runtime.	A. Can SAW confirm which sites are considered "hard to access sites" that require a 14 hour UPS runtime? B. Will SAW accept a DC Plant instead of a UPS as backup power in order to save space and limit weight restrictions due to batteries required for the large run-times?	A. A "hard to access" to access site is defined as any site that does not have personnel on duty 24/7 or further than 5 miles from a dispatch center. For example, the existing Elliott's Knob and Troxell Gap tower sites. B. Yes SAW will accept a DC Plant instead of a UPS as backup power for the tower sites.
12/15/2021	10	7 Connectivity Network	Dark single mode fiber-optic cable may be available to link existing SAW-owned radio sites and the three dispatch centers. The remainder of the telecommunications links shall be IP microwave provided by the CONTRACTOR.	A. Can SAW provide which of the three dispatch centers have fiber available for use of the new system and which sites they each connect to? B. Can SAW provide a map of the dark fiber system that indicates the routes and fiber capacity (i.e available fiber strands on each route)?	SAW does not have any existing fiber to any of their existing tower sites. Each of the three dispatch centers currently have multiple commercial fiber vendors in their dispatch centers. The City of Staunton is planning to install City-owned fiber from the City of Staunton Dispatch Center to the Reservoir Hill tower site.
12/15/2021	11	Pricing Forms Tab F	F.4.1.1 Desktop Installation F.4.1.2 Equipment Rack Installation - Console Controlled	A. Should F.4.1.1 have a quantity of 17 and F.4.1.2 have a quantity of 15? For Waynesboro EMS, it shows a quantity of 1 of each, however Table 6-1 in the RFP indicates there should be 2 desktop control stations and 0 backup control stations.	The quantities in the pricing forms is correct. The Waynesboro Dispatch Center and Waynesboro Emergency Management columns are combined into a single Waynesboro Emergency Management row in Table 6-1. Please enter the pricing for the quantities in the provided Pricing Forms.
12/15/2021	12	General	N/A	A. Can SAW provide a 30-day extension to the RFP due date?	Question due date is hereby extended to February 4, 2022. Proposal due date is hereby extended to March 18, 2022.
12/17/2021	13	General	N/A	Can SAW provide a list of how many racks will be decommissioned at each of the sites and dispatch centers once cutover is complete? Please include both radio shelter and microwave shelter at Elliot Knob.	This information is not readily available. SAW will work with the contracted vendor to determine at a later date.
12.20.21	14	1.16 Contract Negotiations	The PROPOSER whose Proposal is found to be the most advantageous to the City of Staunton will be offered the opportunity to enter into an Agreement with the City of Staunton. The scope, terms, and conditions of that Agreement shall be in substantial conformance with the terms, conditions, and specifications described in this RFP.	It is Proposer's understanding that, after the award, the winning proposer may present its agreement form for negotiation by the parties, so long as such form includes the City of Staunton's Terms and Conditions contained in the RFP. Please confirm if our understanding is correct. IF NOT, will the City of Staunton be providing a sample contract for Proposer's review before award?	This question will be addressed in Addendum 3.
12.20.21	15	1.17, Contract Execution	Upon the successful completion of contract negotiations, the City of Staunton will prepare and submit a final negotiated contract to the awarded PROPOSER at the address provided in the Proposal. The awarded PROPOSER shall execute the contract within 14 days after the receipt of the contract.	It is Proposer's understanding that the 14-day term excludes Force Majeure events and delays caused as a direct result from City of Staunton's actions or omissions. Please confirm if our understanding is correct.	Proposer's understanding is accurate.
12.20.21	16	Subsections 3.4, 3.5, 3.5	Regarding compliance with sections 3.4 Anti-Collusion Certification, 3.5 Certification of Interest & Relationships, 3.6 Anti-Kickbacks Certification	Regarding compliance with sections 3.4 Anti-Collusion Certification, 3.5 Certification of Interest & Relationships, 3.6 Anti-Kickbacks Certification, it is Proposer's understanding that the submission of the RFP response constitutes Proposer's acceptance to the terms of sections 3.4 Anti-Collusion Certification, 3.5 Certification of Interest & Relationships and 3.6 Anti-Kickbacks Certification, and no additional signature box needs to be included in said sections as part of the RFP response. Please confirm if our understanding is correct.	RFP Section 3.4 states: "By their signatures on the submitted Proposal, the PROPOSER and the signatory thereto on behalf of the PROPOSER (the "Signatories") certify . . ." RFP Section 3.5 Please complete Appendix F, if applicable, and submit with your proposal. RFP Section 3.6 states: "By their signatures on the submitted Proposal, the PROPOSER, and the signatory thereto on behalf of the PROPOSER (the "Signatories") certify . . ."

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12.20.21	17	3.9 Pricing and Payment	The Total Agreement Price for the Hardware, the Software licenses, and the Services shall be paid by the City of Staunton to CONTRACTOR as follows: [MILESTONES]	It is Proposer's understanding that definitive payment milestones will be defined by the parties during contract award negotiations. Please confirm if our understanding is correct.	Requested changes to the payment milestones should be submitted as part of this question and answer process.
12.20.21	18	3.9.3.2 To Subcontractors	A proposer awarded a contract under this solicitation is hereby obligated: a. To pay the subcontractor(s) within seven (7) days of the proposer's receipt of payment from the City for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or b. To notify the agency and the subcontractor(s), in writing, of the proposer's intention to withhold payment and the reason.	It is Proposer's understanding that alternative payment terms mutually agreed between Proposer and subcontractor(s), such as net 30, can be implemented in accordance with their separate contract (such as Master Service Agreements) and would not be considered by the City of Staunton as a violation of this section's requirement. Please confirm if our understanding is correct.	The Code of Virginia Article 4, §2.2-4354 requires payment of subcontractors within seven (7) days of the CONTRATOR'S receipt of payment from the City of Staunton.
12.20.21	19	3.10 Price Guarantee/ Escalation	The CONTRACTOR shall provide SAW a complete commercial price listing for all applicable products and parts offered by the CONTRACTOR. The CONTRACTOR shall continue to send this price listing to SAW once every twelve months until asked to discontinue this practice by SAW.	It is Proposer's understanding that the provision to the City of Staunton of access to a web-based catalogue would satisfy the requirement of this section. Please confirm if our understanding is correct.	Proposer's understanding is accurate, provided the web-baed catalogue comprehensively includes all applicable products and parts offered by the CONTRACTOR
12.20.21	20	3.11 Contract Security	A Performance Bond and a Labor and Material Payment Bond, each in a sum equal to 100% of the negotiated price and duly executed by the CONTRACTOR as principal and by a surety company qualified to do business under the laws of the Commonwealth of Virginia and satisfactory to the City of Staunton, as surety, will be required for the faithful performance of the contract, the payment from labor and materials, and for the guarantee and maintenance of the work. The successful PROPOSER shall furnish the Performance and Labor and Material Payment Bonds within ten (10) business days of the executed contract.	It is Proposer's understanding that (i) the Maintenance Bond will be issued annually at the value of the support contract yearly price and that any additional details shall be negotiated by the parties at the time of Contract Award; and (ii) that the price amount does not include the sums for any line items identified as "Optional" in the Proposer's response. Please confirm if our understanding is correct.	A Maintenance Bond is not required.
12.20.21	21	3.12, Legality	Any required SAW permits must be obtained by the CONTRACTOR and will be provided at no cost to SAW. The successful CONTRACTOR must obtain at his/her own expense, the required business license from the City of Staunton, Commissioner of Revenue's Office, the City of Waynesboro and Augusta County prior to beginning work. All equipment and/or installation must meet all applicable local, State, and Federal codes. [...] The successful PROPOSER shall comply in every way with the requirements of state and local laws, codes, and ordinances. No claims for additional payment will be approved for changes required to comply with codes, ordinances, and regulations in effect on date of offering, since it is the PROPOSER's responsibility to become familiar with such requirements before submitting a proposal.	It is Proposer's understanding that any License or permit fees resulting from a change order or additional products and/or services initiated by the City of Staunton not included as part of the initial Proposer's RFP response will be borne by the City of Staunton. Please confirm if our understanding is correct.	Any License or permit fees resulting from a change order or additional products and/or services initiated by the City of Staunton not included as part of the executed contract will be borne by the City of Staunton.
12.20.21	22	Subsection 3.21.2, Proof of Insurance	Proof of insurance for each type of coverage listed herein shall be provided within 10 Days after issuance of the Award Letter for the Contract, and no Work shall proceed unless all such insurance is in effect. The CONTRACTOR shall not allow any Subcontractor to commence work on his subcontract until all such insurance of the Subcontractor has been so obtained and approved by the CONTRACTOR and found to be in accordance with the requirements set forth herein. The CONTRACTOR certifies by commencement of the Work that his insurance and that of Subcontractors is in effect and meets the requirements set forth herein.	It is Proposer's understanding that any required subcontractor's insurance limits will be commensurate with the work being performed, which may be lower than the limits established in the City of Staunton's Insurance Requirement. Please confirm if our understanding is correct.	Refer to RFP Section 3.21.3 CONTRACTOR Liability as response to this question.
12.20.21	23	Subsection 3.39, Property Damage	The CONTRACTOR shall be responsible for any loss or damage to property caused by their operations or personnel. Damages will be settled with the owner of the property by the CONTRACTOR in the company of an agent of the City of Staunton. The CONTRACTOR shall submit a signed damage release for all sites concerned as a condition of Final System Acceptance within the timeframe identified in Table 4-1.	It is Proposer's understanding that Proposer shall not be exclusively responsible and assume the risk of loss or damage property that Company furnishes or Proposer operates or uses while in Proposer's care, custody and/or control, in the event that City of Staunton or its subcontractors contributed for the risk of loss or damage caused. Please confirm if our understanding is correct.	RFP Section 3.39 clearly states: "The CONTRACTOR shall be responsible for any loss or damage to property caused by their operations or personnel. "
12.20.21	24	Subsection 3.43, Contract Provisions for Non-Federal Entity	3.43 Contract Provisions for Non-Federal Entity Contracts Under Federal Awards	It is Proposer's understanding that this RFP is not a Federal Award. Please confirm if our understanding is correct.	It has not been determined if federal funds will be used for this project. If federal funds are used, the provisions in this section will apply.

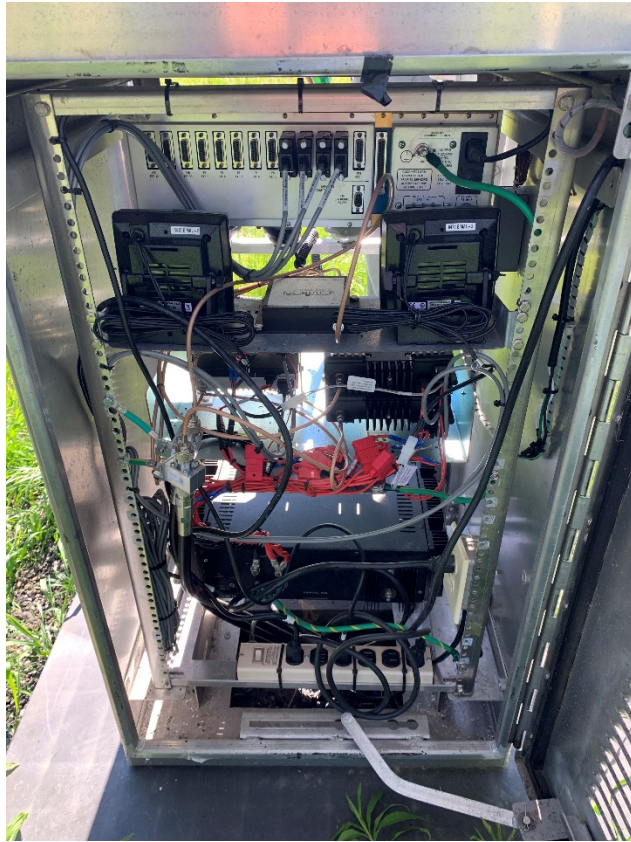
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12.20.21	25	4.8.5.2.2, Response Times	A qualified technician shall respond to requests for emergency service within the following time frames:[Table] Response times for all minor failures shall be the same during the 30-day performance test period. Response times are measured from the time the failure is reported. No equipment shall be out of service more than 24 hours after failure notification. The following are considered major failures: • loss of functionality of any entire site • failure of the alarm system to report any alarms within its designed alarm reporting cycle • simultaneous loss of two (2) or more radio channels • failure of three (3) or more consoles in the system • loss of simulcast capabilities at any site • loss of trunking capabilities • any failure that causes the trunked system to fail or revert to operation as a conventional radio system • a continual bit error rate (BER) greater than 1E-6 on any link in the radio system's connectivity network • a continual packet loss on any link in the radio system's connectivity network • a loss of signal on any microwave hop A minor failure is any failure not classified as a major failure	Can we assume SAW has sufficient Level 1 technical support resources who would have enough product knowledge to carry out procedures for the rectification of errors, swap equipment deemed failed with spares, and perform some degree of troubleshooting if led over the phone by the manufacturer, until such point where it's deemed necessary for the manufacturer to send a technician onsite (per 4.8.5.2.2)?	SAW does not currently have maintenance technicians on staff to perform these tasks. All maintenance work shall be performed by the contracted vendor.
12.20.21	26	4.8.3 System Life-Cycle Support	The CONTRACTOR shall support the system, including the connectivity network, for a period of fifteen (15) years after System Acceptance by offering at reasonable cost the following: • Hardware and software fixes and upgrades for the system • Professional and timely service and repair • Immediate availability of parts, materials, and equipment • Design and engineering counsel • Any other support as is customary and expected of a service-oriented business	Does SAW expect the subscriber units to be covered under the hardware warranty for the entire 15 years?	SAW is not requesting a fifteen (15) year warranty on the entire system. This section is requesting the maintenance contractor continue to support the installed radio system infrastructure and subscriber units for a period of fifteen years. (I.e the equipment will still be serviceable and not reach end-of-life within that time period).
12.20.21	27	4.8.5.1.3, Subscriber Units	The CONTRACTOR shall pick up defective subscriber units from a central location, be responsible for repairing units, and is responsible for providing any parts necessary for repair. If the unit cannot be repaired, CONTRACTOR will provide a new unit equivalent or better at no additional charge.	This section requires the contractor to pick up defective subscriber units from a central location. Is it also acceptable to offer shipping labels for the return, or is the preference to have someone come physically to the location to arrange the pick up?	Offering shipping labels as an alternative is not acceptable. SAW requires the maintenance contractor to pick up defective subscriber units for repairs from a central physical location as described in the RFP.
12.20.21	28	Section 4.8.5.3.1, Corrective Upgrades	The CONTRACTOR shall provide at no additional cost, corrective upgrades to the radio system and/or subscriber software. The availability and frequency of corrective upgrades shall be at the discretion of the CONTRACTOR. When upgrades are made available to SAW, the timing to apply these upgrades will be at the sole discretion of SAW. If deemed necessary by SAW, the CONTRACTOR shall perform software upgrades during evenings or weekends at no additional cost to SAW. This covers only upgrades by the CONTRACTOR or through its designated Original Equipment Manufacturer (OEM) or Software Provider that are: • remedies for defective software • remedies for security vulnerabilities • new releases that are corrective revisions for earlier versions • no-cost enhancements to earlier releases The CONTRACTOR shall ensure that software upgrades do not have a negative impact on other components of the system.	Please confirm whether SAW will be responsible for implementing their own subscriber firmware updates, or if this is something SAW is looking for the Contractor to perform?	SAW will be using the proposed maintenance contractor to perform programming of subscriber units. SAW will also use the proposed maintenance contractor to perform firmware updates on subscriber units. This shall be included in your proposal pricing.
12.20.21	29	4.8.5.3.5, MANDATORY OPTION	Remote Monitoring The CONTRACTOR shall remotely and continuously monitor the system for alarms, failures, or network security threats.	Does SAW want to be responsible to taking action on alarms raised (i.e. the manufacturer provides a system where SAW can monitor alarms and take action themselves) or is SAW looking for a managed services solution where the manufacturer takes action on any raised alarms and engages SAW as needed?	SAW requires the CONTRACTOR to provide alarm monitoring terminals as described in the RFP for viewing of alarms by SAW personnel. SAW also requires that the proposed maintenance contractor be alerted by alarms and respond within the required response times in the RFP to make repairs to the system. This section requires the proposer to provide an option for 24/7/365 monitoring of the system by the proposed maintenance vendor's NOC or other operations center.

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12.20.21	30	6.1.4.1 Interoperability Channels	The PROPOSER shall describe in detail and provide all equipment: hardware and software necessary to provide interoperability to each of the agencies/jurisdictions provided in the table below. The PROPOSER shall provide all new control stations for each of the interoperability channels required in the table below. Item # Name Existing / New Frequency Band System Type Analog / Digital Conventional / Trunked 1 Harrisonburg/Rockingham Existing UHF/700/800 MHz P25 Digital Trunked 2 Albemarle/Charlottesville/UVA Existing 800 MHz P25 Digital Trunked 3 Nelson County Existing VHF P25 Digital Trunked 4 Wintergreen Resort Existing UHF Legacy Analog Conventional 5 SIRS – Virginia State Police Existing VHF – Low Band Legacy Analog Conventional 6 Rockbridge County Existing UHF P25 Digital Trunked 7 Bath County Existing UHF Legacy Analog Conventional 8 Highland County Existing UHF Legacy Analog Conventional Table 6-2 SAW Interoperability Channels - Any Screens being recorded?	Please confirm whether any Screens are being recorded? Please provide details of 911 Systems as it relates to the Console Sub-System Solution for the City of Staunton, Augusta County and Waynesboro, including specifically: - Manufacturer of the 911 System - Model, Release Number installed and being used - Number of Equipped Positions - Latest Production Release Number - Number and type of lines that we need to record - 911 - Admin - SIP, DS1, etc. - Is Screen Shot Recording Required - Supplied with the Logger API?	6.1.4.3 Interoperability Channel Recording states " All interoperability channels shall be recorded by the logging recorder at each of the dispatch centers." The existing 911 systems and telephone systems are not integrated with the current radio systems. This is not a requirement for the radio system in this RFP. The proposer is only required to record the phone lines at the City of Staunton Dispatch Center on the new logging recorder provided.
12.20.21	31	6.1.4.3 Interoperability Channel Recording	All interoperability channels shall be recorded by the logging recorder at each of the Dispatch Centers. Interoperability channels shall be defined separately from the radio system talk groups. Describe how the proposed interoperability solution will interface with the logging recorders. Include all costs for hardware/software required to interface the interoperability solution to the logging recorder.	Regarding the Logger Sub-System, for the City of Staunton, Augusta County and the City of Waynesboro, Proposer requests the following details for each City and the County: - How many phone lines to record? - Type of 911 call taking system in use? - Any 911 integrations in place? - Any other things to record like analog channels? - other than the Interoperability Channels as defined in the RFP: ...	The proposer is only required to provide a new logging recorder system at the City of Staunton Dispatch Center. The number of phone lines and brand of PBX are provided in the answer to question #1 of this addendum. At the Augusta County Dispatch Center and Waynesboro Dispatch Center they will re-use their existing logging recorders. At these two locations the proposer shall only integrate the new radio system, paging system, and interoperability channels into the existing logging recorders.
12.20.21	32	6.1.4.3 Interoperability Channel Recording	All interoperability channels shall be recorded by the logging recorder at each of the Dispatch Centers. Interoperability channels shall be defined separately from the radio system talk groups. Describe how the proposed interoperability solution will interface with the logging recorders. Include all costs for hardware/software required to interface the interoperability solution to the logging recorder	Please clarify whether any screens are being recorded?	The SAW agencies do not currently record any PC screens. Only audio from phone lines, and radio systems are recorded on their logging recorders.
12.20.21	33	6.7.1, Console System Description	SAW currently operates 7 dispatch consoles at the Augusta County Dispatch Center, 4 consoles at the City of Staunton Dispatch Center, and 4 consoles at the City of Waynesboro ECC. SAW requires replacement of all existing dispatch consoles with new P25 dispatch consoles. The new dispatch consoles will interface with the conventional channels described in Table 6-2. The console system shall interface with the logging recorders. ...	Please provide details on the 911 Systems as it impacts the Console Sub-System Solution for City of Staunton, Augusta County and City of Waynesboro, including specifically: - Manufacturer of the 911 System - Model, Release Number installed and being used - Number of Equipped Positions - Latest Production Release Number - Number and type of lines that we need to record - 911 - Admin - SIP, DS1, etc. - Is Screen Shot Recording Required - Supplied with the Logger API?	See response to question #30.
12.20.21	34	6.7.3.6 MANDATORY OPTION: CAD System Interface	The console system shall be equipped with hardware and software interfaces to SAW's computer-aided dispatch (CAD) systems to enable the CAD systems to display unit ID and status (and any other available information) from the radio system.	Please provide the specifics of the CAD Systems used by the City of Staunton, Augusta County, and City of Waynesboro: Vendor, Product Name, Release Deployed, Version, etc.	See response to question #8.
12.20.21	35	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: • 0.6 F1 + 10 feet at K = 1.0 • 0.3 F1 at K = 2/3 • F1 at K = 4/3	Please clarify the apparent conflict between 0.6 F1 + 10 feet at K=1.0 & F1 at K=4/3, using PathLoss as the Microwave Design Tool.	Please clarify what conflict you are referring to in your question.

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Date Submitted	#	RFP Section Number/ Name	RFP Requirement	Clarification Request	Client Response/ Clarification
12.20.21	36	7.2.3.2 Circuit Quality The microwave system shall be designed to provide a minimum 1E-6 BER for each DS1 end-to- end circuit, including any combination of contiguous microwave hops. ... 7.7.2 Transport Node Equipment Transport node equipment shall be configured to support loop, or single path with 1+1 or N+1 redundancy switching architectures. 7.2.3.2 Circuit Quality ANSI 0900105 standards and the optical specifications, transmission capabilities, and interface as detailed in ANSI T1.106-1996. Units shall be provided for 1310 nm and 1550 nm. 7.7.2 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. The network loop will provide a primary (clockwise) DS1 link with a dedicated secondary (counterclockwise) DS1 link for all sites on the loop. The receive section on the line or network side will monitor the OC3, STS-1, DS3 or DS1 signals from both directions and perform a comparative selection according to BER or loss of signal (LOS), then switch to the non-degraded path. The switch function BER threshold at the OC3 level shall be 1E-6. If there is a failure in the primary link or equipment, the traffic will switch to the secondary route. The optical node equipment will transmit the DS1 circuits in both directions to allow for receiver-side switching only. The electrical drop side of the transport node equipment shall perform error-free manual and automatic switching functions of all circuits. ... 7.7.3 Digital Multiplexer Equipment The digital multiplex equipment shall provide modulation and processing for the DS1 signals to support the channel bank features and the flex equipment. Appendix D - Pricing Forms	7.2.3.2 Circuit Quality The microwave system shall be designed to provide a minimum 1E-6 BER for each DS1 end-to- end circuit, including any combination of contiguous microwave hops. ... 7.7.2 Transport Node Equipment Transport node equipment shall be configured to support loop, or single path with 1+1 or N+1 redundancy switching architectures. 7.2.3.2 Circuit Quality ANSI 0900105 standards and the optical specifications, transmission capabilities, and interface as detailed in ANSI T1.106-1996. Units shall be provided for 1310 nm and 1550 nm. 7.7.2 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. The network loop will provide a primary (clockwise) DS1 link with a dedicated secondary (counterclockwise) DS1 link for all sites on the loop. The receive section on the line or network side will monitor the OC3, STS-1, DS3 or DS1 signals from both directions and perform a comparative selection according to BER or loss of signal (LOS), then switch to the non-degraded path. The switch function BER threshold at the OC3 level shall be 1E-6. If there is a failure in the primary link or equipment, the traffic will switch to the secondary route. The optical node equipment will transmit the DS1 circuits in both directions to allow for receiver-side switching only. The electrical drop side of the transport node equipment shall perform error-free manual and automatic switching functions of all circuits. ... 7.7.3 Digital Multiplexer Equipment The digital multiplex equipment shall provide modulation and processing for the DS1 signals to support the channel bank features and the flex equipment.	The RFP appears to require DS1s, but the required number of DS1s is not specified. Please clarify and provide additional details regarding SAW's requirements for DS1s, including but not limited to the number required.	The RFP does not require the use of DS1's. However these sections apply if the proposer decides to use DS1's. If the proposer is using DS1's the proposer is required to determine the quantity of DS1's required by their proposed system.
12.20.21	37	8.2, Public Safety versus Non-Public Safety	Two types of subscriber units shall be provided: • Public Safety • Non-Public Safety Public Safety radios shall be the same family of radios with the only differences being equipped features or mandatory options, and price. Accessories for the same family of radios (such as microphones, antennas, batteries, and other features or mandatory options) shall be interchangeable. Non-Public Safety radios are single band radios, typically less expensive, and not necessarily in the same family as the Public Safety radios, with limited features and mandatory options. All subscribers typically include a keypad; some radios may offer a selection – full keypad, limited keypad, or without a keypad. Subscriber units shall be equipped with the features and functions specified in Table 8-1. All subscribers shall be capable of operation in UHF frequency band (380-520 MHz). Selected units shall be dual band or all band, including operation in the VHF band (136-174 MHz) and/or 700/800 MHz band (768-861 MHz).	Please provide the count of the various mobiles and portables required in Section 8.2, including but not limited to those specified in Subsection 8.15.4.1 Intrinsically Safe Speaker / microphone.	The desired quantities have been prefilled in the Appendix D - Pricing Forms provided with the RFP package. Under Tabs F. Public Safety Subscribers, and G. Non-Public Safety Subscribers, we have already filled in the quantities column for the desired subscribers, including the accessories such as speaker/microphones, etc.
12.20.21	38	Subsection 9.3.2, Existing Sites	6 Staunton Dispatch 38-08-57.01 N 79-04-89.00 W N/A Equipment Room Staunton , Table 9-1 Existing and Potential Radio / Microwave Sites	There appears to be an error in the Site Coordinates for the City of Staunton Dispatch Center: 6 Staunton Dispatch 38-08-57.01 N 79-04-89.00 W N/A Equipment Room Staunton Table 9-1 Existing and Potential Radio / Microwave Sites Please provide corrected Site Coordinates for the City of Staunton Dispatch Center.	The correct coordinates for the City of Staunton Dispatch Center should be 38-08-57.01 N, 79-04-26.89 W.
12.20.21	39	9.11.5, Existing Tower Condition Assessment and Mapping	To analyze the structural strength and integrity of an existing tower or other antenna support structure, detailed information is required on the structure and its appurtenances. If this information is unavailable or insufficient, a tower condition assessment and mapping of appurtenances and structural components shall be performed in accordance with TIA-222, Section 15 and Annex J. The condition assessment and mapping shall be prepared and sealed by a professional engineer.	Please confirm the Stamped Tower Structural Analysis are NOT part of the RFP submission.	Stamped Structurual Analyses are not required as part of the proposal submission. Stamped Structural Analyses shall be required after contract execution.
12.20.21	40	9.11.5, Existing Tower Condition Assessment and Mapping	To analyze the structural strength and integrity of an existing tower or other antenna support structure, detailed information is required on the structure and its appurtenances. If this information is unavailable or insufficient, a tower condition assessment and mapping of appurtenances and structural components shall be performed in accordance with TIA-222, Section 15 and Annex J. The condition assessment and mapping shall be prepared and sealed by a professional engineer.	Please confirm that the Stamped Tower Structural Analysis is the responsibility of the Awarded Vendor and that SAW will assist as reasonably as possible in gathering any and all details on the Existing Towers, including but not limited to geotechnical studies, foundation design, concrete core testing results, Tower Manufacturing Drawings, As Built Drawings, etc.	See response to question #39. SAW will only provide existing documentation. The contracted vendor will be responsible for obtaining any necessary documentation that SAW does not have readily available.

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Date Submitted	#	RFP Section Number/ Name	RFP Requirement	Clarification Request	Client Response/ Clarification
12.20.21	41	9.11.5, Existing Tower Condition Assessment and Mapping	To analyze the structural strength and integrity of an existing tower or other antenna support structure, detailed information is required on the structure and its appurtenances. If this information is unavailable or insufficient, a tower condition assessment and mapping of appurtenances and structural components shall be performed in accordance with TIA-222, Section 15 and Annex J. The condition assessment and mapping shall be prepared and sealed by a professional engineer.	Please confirm that the "professional engineer" is required to be registered in the State of Virginia.	Confirmed
12.20.21	42	RFP	Throughout the RFP are references to Civils Details	Please clarify whether Proposer is required to update condition/functionality of Legacy Sites or is the Shelter Requirements Section only applicable to New Shelters? Is the Awarded Vendor responsible for bringing Legacy Sites/shelters up to current R56 standards?	Existing shelters must be upgraded to the vendor's requirments for the provided equipment. New Shelters must meet all requirements of the RFP. The contracted vendor is only responsible for meeting the appropriate standards for equipment provided under this RFP.
12.21.21	43	Tower Site visits	Tower Site visits	Proposer would like to conduct supplemental site visits, so what would the procedure be to schedule such visits?	Supplemental site visits cannot be performed prior to proposal submission. After contract execution the selected vendor shall perform additional site surveys.
12.21.21	44	Sites	RFP - General Question	Please confirm ownership of and contact person for dealing with site questions for the following sites: 1. Augusta County Dispatch; 2. Deerfield; 3. Devil's Knob; 4. Elliott Knob; 9. Troxell Gap.	1. Augusta County Dispatch - Tower Owner: American Tower, Contact:877-518-6937 2. Deerfield - Tower Owner: American Tower (Global Tower LLC), Contact:877-518-6937 3. Devil's Knob - Tower Owner: American Tower, Contact:877-518-6937 4. Elliot Knob - Tower Owner: Shenandoah Valley Electric Coop, Contact: RPope@SVEC.coop 5. Troxell Gap - Tower Owner: Vertical Bridges S3 Assets LLC., Contact:Fjenkins@verticalbridge.com
12.21.21	45	RFP - General Question	RFP - General Question	Please provide copies of lease agreements or other operating agreements for tower sites not owned by SAW.	This information will be provided to the awarded CONTRACTOR.
12.20.21	46		City of Staunton, Augusta County, and City of Waynesboro, Virginia Regional P25 Radio System \$ - Date Entered on "Project Info" Sheet \$ - \$ - PROPOSER's Name Entered on "Project Info" Sheet Total Total Note System and Equipment Equipment Install Ref # Equipment Install K PROJECT OPTIONS MANDATORY Project Option 8 - § 6.7.3.6 CAD System Interface \$ - \$ - Option Cost Element \$ - \$ - Option Cost Element \$ - \$ - Option Cost Element \$ - \$ - Option Cost Element \$ - \$ - Option Cost Element \$ - \$ - Option Cost Element	Please provide the specifics of the CAD Systems used by the City of Staunton, Augusta County, and City of Waynesboro: Vendor, Product Name, Release Deployed, Version, etc.	See response to question #8.
12.21.22	47	Appendix C - Project Management Responsibilities	Columns B and C	Please define and clarify the Project Management Responsibilities for Columns B and C of the Appendix C - Project Management Responsibilities.	In Row 2 of the Appendix C, the proposer should replace Contractor Name with their company's name, and Client Name with "SAW". For each task described, the proposer shall place an "X" in the column of the responsible party for that specific task. Some tasks may be marked as both a Contractor responsibility and a SAW responsibility.
12/30/2021	48	6.1.4 Interoperability	SAW requires interoperability channels for mutual aid, and other special events. SAW requires the ability to talk with all surrounding jurisdictions both within and outside the SAW service area.	In regards to interoperability channels for Mutual Aid can SAW specify the Mutual Aid channels for the region?	See response to question #2.
12/30/2021	49	6.1.4 Interoperability	SAW requires interoperability channels for mutual aid, and other special events. SAW requires the ability to talk with all surrounding jurisdictions both within and outside the SAW service area.	In addition to providing an interoperability solution to the Mutual Aid channels is the vendor required to provide new repeaters/base stations for the existing Mutual Aid Channels?	If the existing repeater/base station/ control station can be integrated with the new P25 radio system, then it can be reused. If the existing mutual aid equipment cannot be integrated, the proposer shall replace the existing equipment. A detailed list of existing control stations/repeaters/base stations can be found in the response to question #2.

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Date Submitted	#	RFP Section Number/ Name	RFP Requirement	Clarification Request	Client Response/ Clarification
12/30/2021	50	6.1.4.1 Interoperability Channels	The PROPOSER shall provide all new control stations for each of the interoperability channels required in the table 6-2.	What conventional channels in Bath County do we need to interop with?	Bath County UHF channels are currently programmed into first responder radios that provide mutual aid to Bath County.
12/30/2021	51	6.1.4.1 Interoperability Channels	The PROPOSER shall provide all new control stations for each of the interoperability channels required in the table 6-2.	What conventional channels in Highland County do we need to interop with?	Highland County UHF channels are currently programmed into first responder radios that provide mutual aid to Bath County.
12/30/2021	52	6.1.4.1 Interoperability Channels	The PROPOSER shall provide all new control stations for each of the interoperability channels required in the table 6-2.	Does Nelson have P25 Phase I or II System, besides STARS?	Nelson County's system is P25 Phase I Conventional.
12/30/2021	53	7.7 Optical Transport Network Equipment	Dedicated fiber optic links and/or leased lines may be used as components in the connectivity network.	Can the County please specify and/or present drawings of the current Fiber plant in Augusta County?	See response to question #10.
12/30/2021	54	6.8.2 Augusta County Logging Recorder	Augusta County is in the process of upgrading their existing Revcord logging recorder with a P25 capable recorder, located at the Augusta County Dispatch Center. The CONTRACTOR shall provide all upgrades necessary to interface this existing logging recorder to the new P25 radio system including but not limited to P25 Software features, Hardware interfaces, installation, and programming, etc	Can the county provide the vendor with model number and spec sheets of the new P25 capable Revcord Logging recorder?	The County is using the Revcord MMS Logger Version 11.3.1. Spec sheets have been attached to this addendum. (Revcord-Spec-Sheet.pdf)
12/30/2021	55	8.11 MANDATORY OPTION: PTT Cellular Application	The PROPOSER shall offer a PTT over cellular smartphone application that will allow users to talk on the radio system from a smartphone device. The application shall be capable of operation on 3G/4G/5G LTE cellular data networks. The application may be capable of operation on Wi-Fi connections as well.	How many users will require the PTT over cellular smart phone application?	The proposer should fill in the per license price in the mandatory options tab of the Appendix D: Pricing Forms excel sheet.
12/30/2021	56	6.7.6 Remote Dispatch Consoles	Remote dispatch operations shall be supported by the Console System to allow SAW to operate console positions at locations other than the dispatch centers. It is accessible to the network by direct connection to the network or via other means, such as satellite connectivity. This shall be a fully functional console for radio dispatch. Aux I/O is not required to be supported. It is envisioned this application could operate on an existing PC or laptop using the microphone and audio/speaker connectors of the PC	How many remote dispatch consoles are being requested?	Only the capability of remote dispatch consoles connecting to the system is required for this RFP. Remote dispatch consoles may be added to the system at a later time.
12/30/2021	57	6.1.3 Frequency Plan and Traffic Loading Analysis	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. SAW 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 < 1% • Maximum Acceptable Call Delay < 1 second	Can the county specify the total number of users that was on the system at the “busiest hour” in the past year?	The SAW agencies currently operate on three different radio systems, and do not have the ability to assess the number of radios active during the busiest hour. Furthermore each different discipline (Fire, Law Enforcement, EMS, Schools) has different busy hours on the existing radio systems. SAW is not able to provide this information.



Solution One



Solution Two

REVCORD SPEC SHEET

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FOR VERSION 11.3.2



MCS+ MODEL

RACK MOUNTABLE, 1U MISSION CRITICAL SERVER

Xeon Quad
Core Processor

RAID 5 HDD
Configuration

512GB SSD
(OS & Software)



MCS MODEL

RACK MOUNTABLE, 4U MISSION CRITICAL SERVER

Xeon Quad
Core Processor

RAID 5 HDD
Configuration

512GB SSD
(OS & Software)



MCT MODEL

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RAID 5 HDD
Configuration

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REVCORD SPEC SHEET

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FOR VERSION 11.3.2



SOFTWARE OVERVIEW

TOP FEATURES

- Call Redaction
- Encryption – AES 256 with SHA Watermarking
- Geo-Tagging
- HTML5 Compliant
- Works on All Browsers
- Incident Recreation
- Revcord IQ3 for Incidents, Interviews, Investigations, and Inspections
- Instant Recall Lite and Install Recall Full
- Live Monitoring
- Mobile Call Recording – Android Only
- Monitor “Dashboard” and Multi-Channel Live Monitoring
- Multimedia Recording Inputs – Analog, Digital, VoIP,
- Video, Text, and Multiple Screens
- Multi-Tenant Operations
- Next Generation 9-1-1 (NG9-1-1) i3 Compliant
- Quality Monitoring and Call Taker Evaluation
- Remote Monitoring Service Via RevShield
- Statistical Analysis and Reporting in Excel or Graph Format
- RevAgent – Multiple Screen Capture, Record on Demand, and Free Seating
- RevStream Cloud-Based Services
- Saving and Exporting Multimedia Files and Playlists
- SIP Invite - Built In Bridge
- Trunked Radio Recording and ID Integration - All Manufacturers
- Virtual Universal View For Multiple Sites

OTHER FEATURES

- Assignable Search, Save, and Monitor Restrictions
- Advanced Search by ANI/ALI, Caller ID, Dialed Number, or Call Tagging
- Bookmarking and Call Commenting
- Bookmarks Save With Playlists
- Standard Search by Channel, Date, and Time
- Agent login & Evaluation Feedback
- Speech-to-Text
- Edit/Delete Published QA Forms
- White Noise Redaction
- ANI/ALI
- Combine Analog, Digital, and VoIP in Same Chassis
- Concurrent or Fixed VoIP Channel Option
- Auto Burn Multiple Recording in .WAV or .WMA to CD
- Backup Management Software
- Comprehensive Reports Package
- Reports and Statistics
- Email and save in .WAV, .WMA, .HTML, or Encrypted Format
- Evaluate Screens
- Watch Screen Recording Live
- Revcord Media Player with Encrypted Recordings
- WebUI Logging Module



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