Addendum Number One

RFP-IS-15255000 (Telecommunications Supplies and Accessories)

Questions and Answers

PLEASE NOTE: THE FOLLOWING WRITTEN COUNTY RESPONSES CONTAINED IN THIS ADVERTISEMENT NUMBER ONE SUPERSEDE ALL ORAL RESPONSES PROVIDED DURING THE SEPTEMBER 17, 2014 MANDATORY PROPOSERS CONFERENCE.

A. Below are all the questions submitted by the 4:00 p.m. deadline on September 11, 2014 and the County’s responses:

1. As an example, why is Motorola listed as a Telecommunications vendor on Appendix M-A, yet they are not included as a vendor/product supplier on Appendix M-B or Appendix M-C? There are numerous vendors listed on Appendix M-A, but not included on M-B or M-C.

   County Response: Appendix M-A is a complete listing of all manufacturers. Appendices M-B and M-C are a core list (shopping cart) of the national program and the County of Los Angeles, respectively, which represent the largest items spent by these entities within the last year. Motorola products were not considered one of the larger items spent in the last year and therefore were not included in Appendices M-B and M-C.

2. We work with a lot of these communities currently and know of other “like” equipment they purchase. Is this bid for only these items or are the entities still allowed to make purchases other than the items listed?

   County Response: The County of Los Angeles and Participating Public Agencies may purchase any item contained in a manufacturer’s catalog (excluding Security items for the County of Los Angeles).

3. Section 1.8 Final Agreement Award Determination (p.3) – indicates that “Proposers have the option to be considered for a local agreement only, or for both a local and national program agreement.” What does this mean? Is Local a reference to L.A. County?

   County Response: Proposers have the choice of only being considered for the County of Los Angeles award or for both the County of Los Angeles and the national program award. Yes, reference to Local means the County of Los Angeles.

4. Section 1.35.27 Local Fixed Assets (p.29) – clarify what is meant by “For all local awards, any single piece of equipment priced over $5,000/unit will be excluded from any resulting agreement.”

   County Response: This provision is deleted in its entirety.
5. Are the Manufacturer’s Warranties passed through, or does the Proposer honor the Warranty?

   **County Response:** Manufacturer’s warranties shall be passed through.

6. Section 2.8 Cost Proposal format (p.36) – “product price proposals shall be firm, fixed prices for one year after the award for core items and discount off mfg. price list for other items.” What is the definition of “core items”?

   **County Response:** Core items are those items listed on Appendices M-B and M-C. They represent the largest items spent by Participating Public Agencies nationally and the County of Los Angeles within the last year.

7. Section 2.9.9 Core Items (p.37) – “Bidders must bid on at least 90% of the items listed.” Please clarify whether the 90% rule is based on the Vendor list for Telecommunications and Security (Appendix M-A), or the Product Lists (Appendix M-B and M-C).

   **County Response:** Appendix M-A is a complete list of manufactures whereby the proposer is to submit the percentage off of the manufacturer’s price list. The 90% rule pertains to Appendices M-B and/or M-C.

8. Page 40 of the RFP – The RFP states “Proposer must submit signed, unaltered Administration Agreement – Appendix L.” Isn’t that only required if we intend to reply to the US Communities portion of the RFP?

   **County Response:** Yes.

9. Attachment A, Exhibit 4 – Are you requesting only sales to government entities where we hold a term contract?

   **County Response:** Yes, only include contracts with government entities within the last three (3) years.

10. Attachment A, Exhibit 5 – Please confirm that you are requesting contracts terminated for cause and not just those which have expired.

    **County Response:** Yes, only include contracts that were terminated for cause and anything else prior to their expiration.

11. Appendix M-A – Some manufacturers do not have a consistent discount for their entire product line. Are we permitted to offer more than one discount per manufacturer?

    **County Response:** Yes.
12. Appendix M-B and M-C – Is M-B only required if we intend to bid on the US Communities portion of the RFP? Is M-C only required if we intend to bid on the LA County portion of the RFP?

**County Response:** Yes, Appendix M-B is required only if the proposer intends to bid on the national program and M-C for the local. If the proposer intends to bid on both the national program and the local, the proposer must submit both Appendices M-B and M-C.

13. Appendix M-C – There are 180 items listed in the Core Items List and the requirement to be considered responsive is that a bidder must respond to a minimum of 90% of the items (at least 162). There are 10 Allen Tel items on the Core Items List. To my understanding, Graybar is the exclusive distributor of this product line which then automatically means other suppliers cannot bid at 100%. Having these items on the Core List doesn’t give a fair and competitive bid submittal for other bidders. Will the County consider either removing/replacing the Allen Tel items or not penalizing the suppliers, other than Graybar, for not bidding these items? (i.e. – these items not being calculated in the 90% requirement).

**County Response:** The Allen Tel items will not be used to calculate the 90% requirement.

14. Within the RFP-IS-15255000 Local Core List pricing document M-C, Column J states “% Discount (To Match Appendix M-D)”. Is that a typo and should it state: “% Discount (To Match Appendix M-A)”? I did not see an Appendix M-D in the original RFP documents.

**County Response:** Yes, reference to Appendix M-D is a typographical error. Column J should state “% Discount (To Match Appendix M-A)”.

B. Below are all the questions asked during the mandatory proposer’s conference on September 17, 2014 at 09:00 AM and the County’s responses:

1. What is required for local consideration?

   **County Response:** For local consideration, the content and sequence of the proposal must follow the requirements set forth on page 31 of the RFP.

2. Can questions be asked after the mandatory proposer’s conference?

   **County Response:** The purpose for the mandatory proposer’s conference is to address any questions or concerns that the proposers may have. Questions submitted after the conference may be addressed, at County’s sole discretion.

3. A response on a minimum of 90% of the core lists is required. Why 90%?
County Response: A minimum response of at least 90% of the core list items is required to insure that the proposer is capable of meeting the County’s needs. The County, at its sole discretion, may choose to award one or more awards, whichever is in the best interest of the County.

4. Is it FOB destination for both the national and local?

County Response: Yes, FOB destination, freight pre-paid and allowed.

5. When a supplier calculates the administration fees, is shipping included?

County Response: Since the RFP (Section 2.9.5) requires that shipping be included as a part of the product price, the U.S. Communities administrative fee shall include shipping.

6. Who is the current supplier for the national and local contracts?

County Response: National: Graybar has the national contract. Local: Graybar, Anixter, and Communications Supply Corporation have local contracts.

7. Will a copy of the mandatory proposer’s conference sign-in sheet be available?

County Response: No, this document is not public information at this time.