



Addendum

Arlington Public Schools Procurement Office

April 16, 2019

Addendum No. 2

ITB No.: 46FY19

Title: Installation and Repair of Access Control and Security Systems

Bid Closing Date/Time: Monday, April 22, 2019, prior to 12:30 PM, Local Prevailing Time

THE SUBJECT INVITATION TO BID IS AMENDED AS FOLLOWS:

Delete Section 5.2 of the Invitation and replace with Section 5.2 – Revised 4-16-2019 below. This changes the Renewal Contract Term from four (4) to nine (9).

Delete Section 11.3 of the Instruction to Bidders and replace with Section 11.3 - Revised 4-16-2019 below. This changes the Renewal Contract Term from four (4) to nine (9).

Delete Section 5.2 of the Agreement and replace with Section 5.2 - Revised 4-16-2019 below. This changes the APS right to renewal from four (4) to nine (9).

Delete Page 18 **Scope of Work** and replace with **Scope of Work - Revised 4-16-2019**, Pages 18 and 18a below. This change adds new material to the Scope of Work and removes the “or approved equal” language since no approved equals have been identified by APS.

Delete Page 25 **Pricing Schedule** and replace with **Pricing Schedule - Revised 4-16-2019**, Pages 25 and 25a below. This change adds new material to the Pricing Schedule, removes the “or approved equal” language, requests pricing for one (1), three (3) and five (5) year software license renewals and allows up to 10% mark up on materials.

Delete Page 27 BID EVALUATION FORMULA and replace with BID EVALUATION FORMULA - Revised 4-16-2019, Page 27 below. This removes references to the Excel spreadsheet.

Bidder Questions and APS Responses

Question 1: What is your definition of materials which will NOT be allowed a mark up?

Answer 1: The Scope of Work has been changed via this Addendum to increase the types of equipment listed for fixed pricing and to allow up to a ten (10%) percent mark up on all remaining parts other than trade consumables listed in section 3.5 of the Scope of Work. The Pricing Schedule has also been modified to reflect these changes.

Question 2: What else is covered under the Security Access Control Intrusion Detection?

Answer 2: Security Access Control and Intrusion Detection materials will be covered by the materials mark up now included in the Scope of Work – Revised 4-16-19 and Pricing Schedule – Revised 4-16-2019.

Question 3: What is your definition of materials which will NOT be allowed a mark up?

Answer 3: The Scope of Work and Pricing Schedule have been expanded with additional line items. Line items 1 through 10 will be provided at the price shown on the Bid Form with no additional mark up allowed. All other parts and materials, with the exception of trade Consumables listed in section 3.5 of the Scope of Work, will be allowed up to a ten (10%) percent mark up.

Question 4: The ITB infers that all other materials, ancillary equipment and equipment from Vanderbilt, Schlage, Verkada, Bosch Security, Aiphone or any other manufacturer parts not indicated in the Scope of Work would not be allowed a mark up. Would APS consider changing this?

Answer 4: Yes. The Scope of Work and Pricing Schedule have been changed. See Answer 1.

Question 5: Were any equals approved to the Scope of Work?

Answer 4: No.

Invitation Section 5.2 – Revised 4-16-2019

5.2 Any Contract awarded may be renewed for a term not to exceed one (1) year (“Renewal Contract Term”) by written notice given by APS at any time prior to thirty (30) Days after expiration of the preceding Initial Contract Term or Renewal Contract Term. No representative of APS has any authority to order, direct or request work after expiration of the Initial Contract Term or Renewal Contract Term and prior to a Renewal Contract Term in strict compliance with the renewal terms herein. APS, at its sole discretion, has the right, but is under no obligation, to exercise this right to renewal not to exceed nine (9) Renewal Contract Terms at the same terms and conditions.

Instructions to Bidders Section 11.3 - Revised 4-16-2019

11.3 Any Contract awarded may be renewed for a term not to exceed one (1) year (Renewal Contract Term) by written notice given by APS at any time prior to thirty (30) Days after expiration of the preceding Initial Contract Term or Renewal Contract Term. No representative of APS has any authority to order, direct or request work after expiration of the Initial Contract Term or Renewal Contract Term and prior to a Renewal Contract Term in strict compliance with the renewal terms herein. APS, at its sole discretion, has the right, but is under no obligation, to exercise this right to renewal not to exceed nine (9) additional Renewal Contract Terms at the same terms and conditions.

Agreement Section 5.2 – Revised 4-16-2019

5.2 The term on any Contract awarded may be renewed for a term not to exceed one (1) year (Renewal Contract Term) by written notice given by APS at any time prior to thirty (30) Days after expiration of the preceding Initial Contract Term or Renewal Contract Term. APS, at its sole discretion, has the right, but is under no obligation, to exercise this right to renewal not to exceed nine (9) additional one-year periods at the same terms and conditions.

This Addendum No. 2 for ITB 46FY19 – Installation and Repair of Access Control and Security Systems, must be signed, dated and received in the Procurement Office prior to the date and time stated above “OR” acknowledgement of receipt of this addendum may be noted on the Bid Form on Page 22.

Name of Bidder: _____

Address: _____

Signature: _____ **Date:** _____

Kenneth R. Lawson

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Information Items

Question: The deadline for questions was the same day as the ITB Pre-Bid Conference. Could you extend the time line to allow for additional questions?

Answer: Yes, but questions will only be addressed if they relate to the contents of Addendum No. 2. Questions regarding this Addendum shall be submitted in the manner outlined in §§ 5.1 of the Instructions to Bidders and must be received by 2:00 P.M. local time, April 18, 2019.

Scope of Work - Revised 4-16-2019

The Contractor shall provide all supervision, labor, tools, equipment, transportation, and permits required for the complete and satisfactory performance of the Work. No "Portal-to-Portal" charges or fuel surcharges are permitted under the awarded Contract.

1.0 SPECIFICATIONS:

The Contractor shall provide as needed Installation and Repair of Access Control and Security Systems at all APS locations.

- 1.1 Provide Verkada Dome security cameras, Models D30-HW, D40-HW, D50-HW and D80-HW. The camera specifications are as follows:
 - 1.1.1 All in one system - No Network Video Recorders (NVRs)/Digital Video Recorders (DVRs)/servers required.
 - 1.1.2 Thirty (30) plus (+) days of retained video on industrial-grade, solid-state storage.
 - 1.1.3 Instantly share live video streams real-time via Short Message Service (SMS) and web links.
 - 1.1.4 No thick clients, third-party plugins or additional hardware required.
 - 1.1.5 Cameras are web managed, automated firmware and software updates.
 - 1.1.6 No unsecure ports.
 - 1.1.7 Full HTTPS/Secure Sockets Layer (SSL) encryption.
 - 1.1.8 Cameras are Power Over Ethernet (PoE) and, by default, communicate over HTTPS via port 443.
 - 1.1.9 Cameras are encrypted with Public Key Infrastructure (PKI).
 - 1.1.10 Cameras shall have Long Term Evolution (LTE) connections available.
 - 1.1.11 On-camera accelerometer sends SMS alerts when tampering is detected.
 - 1.1.12 Activity-based video analytics.
 - 1.1.13 Export video footage and/or grant expiration-dated access to recorded video footage.
 - 1.1.14 View and Manage video on any device (smartphone, iPad, laptop, desktop etc.).
 - 1.1.15 Camera is automatically self-firewalled, out of the box.
 - 1.1.16 Works exclusively with datacenter operators that meet the highest industry standards for security and privacy, including ISO 27001, SSAE16/ISAE 3402 Type II: SOC 2, and SSAE16/ISAE 3402 Type II: SOC 3 certifications.
 - 1.1.17 Cameras are to have a five (5) year software license and a ten (10) year warranty.
- 1.2 Verkada Accessories
 - 1.2.1 Verkada Model ACC-MNT-1 Pendant Cap Mounting Adapter Kit
 - 1.2.2 Verkada Model ACC-MNT-2 Mounting Arm Kit
 - 1.2.3 Verkada Model ACC-MNT-3 Wall mounted L-Shaped Bracket Kit

- 1.2.4 Verkada Model ACC-MNT-4 Pole Mount Adapter Kit
- 1.2.5 Verkada Model INJ-POE-PLUS 802.3at PoE Injector
- 1.3 Vanderbilt VRI-253 Dual Reader Interface. Includes National Electrical Manufacturers Association (NEMA) 1 rated enclosure 12 ¼" H x 10 ¼" W x 2 ¾" D.
 - 1.3.1 Supports two (2) Readers, eight (8) programmable inputs, two (2) dedicated inputs for Tamper and Power Monitor and six (6) programmable Form C output relays.
 - 1.3.2 Power: 12-24 VDC +/- 10%, 550 mA maximum without read heads.
 - 1.3.3 Reader current: 300 mA.
 - 1.3.4 Powered locally with SMS Power Supply or the Controller via RS-485 protocol.
 - 1.3.5 UL 294 recognized.

Bid Form

PRICING SCHEDULE – REVISED 4-16-2019

Pricing entered is for all supervision, labor, tools and travel required to provide the Work at all APS buildings and are not subject to change for the Initial Contract Term. Price increases for Renewal Contract Terms will be allowed per Section 11.5 of the Instructions to Bidders of this ITB.

Standard tools of the trade are not valid Contractor expenses. (see Section 3.5 of the Scope of Work)

The Contractor will be reimbursed for the cost of materials plus up to a 10% markup as indicated in the Pricing Schedule below.

Rental equipment will be reimbursed at Contractors actual invoiced price with no mark up.

Award will be made to a minimum of one (1) Bidder who is responsible and provides the lowest responsive Bid Evaluation Total. A price must be entered for each item to be considered for award. If there is a variance between a Unit Price and the Extended Price, the Unit Price will prevail.

The Bidder understands and agrees that the quantities listed below are for evaluation purposes only and APS is under no obligation to buy any amount as a result of having being awarded a Contract.

ITEM No.	DESCRIPTION	UNIT OF ISSUE	UNIT PRICE	ESTIMATED QUANTITY	EXTENDED PRICE
1.	VERKADA MODEL D30-HW CAMERA INCLUDING FIVE (5) YEAR SOFTWARE LICENSE AND TEN (10) YEAR HARDWARE WARRANTY PER SPECIFICATIONS IN SECTION 1.1 OF THE SCOPE OF WORK	EACH	\$	20 EACH	\$
2.	VERKADA MODEL D40-HW CAMERA INCLUDING FIVE (5) YEAR SOFTWARE LICENSE AND TEN (10) YEAR HARDWARE WARRANTY PER SPECIFICATIONS IN SECTION 1.1 OF THE SCOPE OF WORK	EACH	\$	20 EACH	\$
3.	VERKADA MODEL D50-HW CAMERA INCLUDING FIVE (5) YEAR SOFTWARE LICENSE AND TEN (10) YEAR HARDWARE WARRANTY PER SPECIFICATIONS IN SECTION 1.1 OF THE SCOPE OF WORK	EACH	\$	20 EACH	\$

Bid Form

PRICING SCHEDULE – REVISED 4-16-2019

ITEM No.	DESCRIPTION	UNIT OF ISSUE	UNIT PRICE	ESTIMATED QUANTITY	EXTENDED PRICE
4.	VERKADA MODEL D80-HW CAMERA INCLUDING FIVE (5) YEAR SOFTWARE LICENSE AND TEN (10) YEAR HARDWARE WARRANTY PER SPECIFICATIONS IN SECTION 1.1 OF THE SCOPE OF WORK	EACH	\$	20 EACH	\$
5.	VERKADA MODEL ACC-MNT-1 PENDANT CAP MOUNTING ADAPTER KIT PER SPECIFICATIONS IN SECTION 1.2 OF THE SCOPE OF WORK	EACH	\$	20 EACH	\$
6.	VERKADA MODEL ACC-MNT-2 MOUNTING ARM KIT PER SPECIFICATIONS IN SECTION 1.2 OF THE SCOPE OF WORK	EACH	\$	20 EACH	\$
7.	VERKADA MODEL ACC-MNT-3 WALL MOUNTED L-SHAPED BRACKET KIT PER SPECIFICATIONS IN SECTION 1.2 OF THE SCOPE OF WORK	EACH	\$	20 EACH	\$
8.	VERKADA MODEL ACC-MNT-4 POLE MOUNT ADAPTER KIT PER SPECIFICATIONS IN SECTION 1.2 OF THE SCOPE OF WORK	EACH	\$	20 EACH	\$
9.	VERKADA MODEL INJ-POE-PLUS 802.3at PoE INJECTOR PER SPECIFICATIONS IN SECTION 1.2 OF THE SCOPE OF WORK	EACH	\$	20 EACH	\$
10.	VANDERBILT MODEL VRI-253 DUAL READER INTERFACE PER SPECIFICATIONS IN SECTION 1.3 OF THE SCOPE OF WORK	EACH	\$	20 EACH	\$
11.	ONE (1) YEAR RENEWAL OF THE SOFTWARE LICENSE	EACH	\$	20 EACH	\$
12.	THREE (3) YEAR RENEWAL OF THE SOFTWARE LICENSE	EACH	\$	20 EACH	\$
13.	FIVE (5) YEAR RENEWAL OF THE SOFTWARE LICENSE	EACH	\$	20 EACH	\$

Bid Form

PRICING SCHEDULE – REVISED 4-16-2019

ITEM No.	DESCRIPTION	UNIT OF ISSUE	UNIT PRICE	ESTIMATED QUANTITY	EXTENDED PRICE
14.	TRADESMAN – REGULAR TIME	HOUR	\$	2,000 HOURS	\$
15.	TRADESMAN - HOLIDAY/OVERTIME	HOUR	\$	200 HOURS	\$
ITEM No.	DESCRIPTION	UNIT OF ISSUE	UNIT PRICE (MARK UP %)	ESTIMATED ANNUAL MATERIAL PURCHASES	EXTENDED PRICE
16.	HYPOTHETICAL ANNUAL MATERIAL PURCHASES Bidder may charge up to 10% Mark Up. Extended Price for this line shall be calculated by multiplying the Unit Price (Mark Up %) by the Estimated Annual Material Purchases.	%	_____ %	\$ 240,000.00	\$
BID EVALUATION TOTAL FOR ITEMS 1 THROUGH 16					

Bid Form – Revised 4-16-2019

BID EVALUATION FORMULA

The Award, if made, will be to a minimum of one (1) Bidder who is responsible and provides the lowest responsive Bid Evaluation Total. A price must be entered for each item to be considered for award. If there is a variance between the Bid Evaluation Total and the Unit Price, the Unit Price will prevail.

If APS deems it necessary or in its best interests to make award to more than one (1) Bidder, the additional awards will be made to responsible Bidders submitting responsive Bids in ascending order starting with the second lowest Bid Evaluation Total and continuing until, in the sole discretion of APS, sufficient awards have been made to fulfill the anticipated requirements. In the event multiple awards are made, no minimum percentage of the Work is guaranteed to any Contractor. When multiple awards are made, preference will be given to the Bidder submitting the lowest Bid Evaluation Total in ordering performance, subject to the reasonable discretion of APS in achieving prompt, efficient and acceptable performance.

BID EVALUATION TOTAL \$ _____