



**ADDENDUM #2**

**ITB/RFP NUMBER: 2016020-PW-P**

**Traffic Control Cabinet Assemblies RFP**

DATE: December 28, 2015

TO: All Potential Bidders/Offerors

City of Harrisonburg's Traffic Control Cabinet Assemblies RFP, is modified as follows:

1. Question: Your specifications state that these cabinets should be pad, pedestal, or side mount. Typically these cabinets are far too large for pedestal or side mount and with your specifications also stating that these cabinet have a back door is a bit different from the typical NEMA Type M and P cabinets. The cabinets which have a front and back door are usually reserved for the 170 rack mounted style cabinets. I understand that the pictures you sent with the addendum, which are extremely helpful, may not depict the exact description, but it does not show a back door. Pricing for front and back door is much higher than the standard cabinets. Please clarify that the department does indeed want this feature.

Answer: The specification for the P44 cabinet is revised as follows:

~~2.3. The cabinet shall be designed and manufactured with materials that will allow rigid mounting, whether intended for pole, base or pedestal mounting. The cabinet must not flex on its base.~~

A back door is required for the P44 cabinet type. The City has identified the need for some, but not all, of the M60 cabinets to have only a front door to facilitate pole mounting. For this reason, the Offeror will now be required to provide pricing for two (2) versions of the M60 cabinet: one with only a front door and one with both a front and a back door. An updated version of the Cost Proposal Form is attached to reflect this change.

**\*\*The City will replace Attachment G from the original RFP with the one following on page 3 of this RFP. Please utilize this amended version of the form when compiling your proposal response.**

2. Question: On Page 8 & 9 under Award of Contract. Are we to understand that you will pick the top two vendors and then conduct a private negotiation with those two (or more) and then decide on 1 which is in paragraph 1 or will you take the two top vendors and award them both a contract which is implied in the last paragraph on page 9? The reason this question is being asked is because you are wanting the most competitive pricing and holding the delivery time tight for items that are not a typical design. If I read the award pages correctly, you will re-negotiation to lower pricing and improve delivery is implied with the 2 (or more) lowest bidders. As a vendor, we try and give our best price and delivery going into the process for our clients. If a re-negotiation on either of these is going to be necessary, that tells the vendors that we cannot give you our best price and delivery at the beginning since there is a possibility we may have to offer a lower price and better delivery. We are left in a Catch 22 scenario. I am not sure if this is the city's standard template and can appreciate you wanting the best pricing for this contract. Please advise if this is a condition that is enforced.

Answer: The Award of Contract section in its published format accurately describes the process that will be used for selection. Negotiations will be conducted with two or more Offerors, the result of which may or may not include changes in the proposed pricing and lead time. Negotiation does ensure that the Offeror has put forward his/her best proposal, but its primary function is to more closely compare product features and additional details about the manufacturers, such as their expertise and experience. Offerors are encouraged to provide their best price and lead time in their initial response to the RFP. Please also note that this is a Request for Proposals (RFP) and not an Invitation to Bid (ITB), and therefore factors in addition to price will be considered for the award (see Section XI. Proposal Evaluation Criteria of the RFP).

3. Question: In Section 15.2, the rack shall support up to 16 channels of video detection. However, there isn't anything mentioned about a camera panel with suppression. Will this be added later when video detection is added to the cabinet ?

Answer: Yes, a camera panel with suppression will be added later if a video detection system is used at the installation site.

4. Question: In Section 16.1.1, each cabinet assembly shall be tested under signal load for a minimum of 48 hours. We are not supplying equipment with this RFP, is there a specific sequence the cabinet should be running during this 48 hour test?

Answer: Testing needs to be completed with all channels in use. The phase configuration used for testing is up to the supplier.

5. Question: In Section 8. There is no mention of detector test switches. Are they required, and if so, should they be push button?

Answer: Detector test switches are not required, nor desired.

All other requirements, terms and conditions of the ITB/RFP remain unchanged.

Addendum page must be signed and returned with your bid/proposal to acknowledge receipt of this addendum.

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Authorized Signature

By: Pat Hilliard, CPPB  
Procurement Manager



## ATTACHMENT G. COST PROPOSAL FORM

	Product	Unit	Unit Price •
1	NEMA TS2 Type 1 M60 Cabinet Assembly (with front door only)	EA	\$
2	NEMA TS2 Type 1 M60 Cabinet Assembly (with front and back doors)	EA	\$
3	NEMA TS2 Type 1 P44 Cabinet Assembly (with front and back doors)	EA	\$

• Unit Price is based on delivery of product to the City of Harrisonburg Central Stores located at 2111 Beery Road, Harrisonburg, VA 22801. Pricing includes delivery cost, FOB Destination.

**Unit Price in Written Format (Line Item 1):** \_\_\_\_\_

**Unit Price in Written Format (Line Item 2):** \_\_\_\_\_

**Unit Price in Written Format (Line Item 3):** \_\_\_\_\_

**Guaranteed Lead Time on Units (from date of order):**

\_\_\_\_\_

***By signing below, I affirm that all product(s) priced above meet or exceed the minimum specifications required and specified within the RFP document.***

\_\_\_\_\_  
Signature of Authorized Bidder

\_\_\_\_\_  
Date

\_\_\_\_\_  
Printed Name of Authorized Bidder

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Title

\_\_\_\_\_  
Company Address

***\*This document must be completed & returned with proposal submission.***