



# INCORPORATED COUNTY OF LOS ALAMOS

101 Camino Entrada, Building 3  
Los Alamos, New Mexico 87544 (505) 661-4568  
Procurement Division

**July 22, 2024**

## TO ALL HOLDERS OF SOLICITATION DOCUMENTS FOR:

**Request for Proposals No. RFP25-12**  
**RFP Name: Mobile Video Surveillance Equipment Installation and Maintenance**

### **Addendum No. 1**

This Addendum No. 1 forms a part of the Solicitation Documents and modifies, as noted below, the original Solicitation Documents identified above. Two attachments are included with this Addendum:

- Los Alamos County Records and Information Governance Policy 0310.
- Los Alamos County E-Signature Policy 1220.

This Addendum provides an attendance list for the Pre-Proposal Conference held July 22, 2024, at 9:30 am MT and the County's response to questions received to all prospective Offerors:

1. See below the Attendance sheet from the Non-Mandatory Pre-Bid Conference, held on July 22, 2024, at 9:30 am MT.

Non-Mandatory Pre-bid Conference Attendance List: <b>Contact Information</b>			
<b>Name</b>	<b>Company</b>	<b>Phone No.</b>	<b>E-mail Address</b>
James Barela	Los Alamos County	505-663-1770	James.barela@lacnm.us
Kyle Hatch	Los Alamos County	505-663-1720	Kyle.hatch@lacnm.us
Pete Mondragon	Los Alamos County	505-662-8155	Pete.mondragon@lacnm.us
Kat Brophy	Los Alamos County	505-662-8127	Kat.brophy@lacnm.us
Greg Buckner	Pro-Vision	800-576-1126	Greg.buckner@provisionusa.com
Justin Hall	Pro-Vision	616-322-5869	Justin.hall@provisionusa.com
Scott Greenwald	SafeFleet	213-220-1674	Scott.greenwald@safefleet.net
Cole Norton	AngelTrax	334-692-4504	Cole.norton@angeltrax.com
Jarom Banks	Safety Vision	713-929-1070	jbanks@safetyvision.com
Colleen Quinn Harper	Radio Engineering Industries	402-339-2200	rfp@radioeng.com
Riley Hays	Radio Engineering Industries	402-339-2200	rhays@radioeng.com
Tristan Dundas	Gatekeeper Systems USA, Inc	604-864-6187	contracts@gatekeeper-systems.com
DJ Currie	IDIS Americas	765-760-0453	dcurrie@idisamericas.com

Scott Spitters	Gatekeeper Systems USA, Inc.	888-666-4833	sspitters@gatekeeper-systems.com
Jeff Peters	Gatekeeper Systems USA, Inc.	888-666-4833	jpeters@gatekeeper-systems.com
Michael Forbes	Vestige	475-208-4226	Michael.forbes@vestigeview.com
Stephanie Cappis	Gatekeeper Systems USA, Inc	888-666-4833	scappis@gatekeeper-systems.com

2. Can Los Alamos County provide a detailed list of which vehicles are wheelchair lift equipped and for each of those vehicles, where the lift is located in the vehicle (For example, lift located at front beside entrance door, lift located at rear passenger side, lift located at rear of vehicle, etc.)

Answer:

4012	None
4013	None
4022	None
4111	lift located at rear passenger side
4112	lift located at rear passenger side
4121	ramp located at mid passenger side
4122	ramp located at mid passenger side
4123	ramp located at mid passenger side
4106	ramp located at front entrance door
4124	ramp located at front entrance door
4125	ramp located at front entrance door
4141	ramp located at front entrance door
4151	ramp located at front entrance door
4152	ramp located at front entrance door
4153	ramp located at front entrance door
4154	ramp located at front entrance door
4155	ramp located at front entrance door
4156	ramp located at mid passenger side
4161	ramp located at front entrance door
4162	ramp located at front entrance door
4171	ramp located at front entrance door
4181	ramp located at front entrance door
4191	ramp located at front entrance door
4192	ramp located at front entrance door
4201	ramp located at front entrance door

4211	ramp located at front entrance door
4212	ramp located at front entrance door
4213	ramp located at front entrance door

- 3) Does Los Alamos County have a cellular modem already installed on their fleet? If so, please provide the brand make and model. If not, is Los Alamos County looking for the vendor to quote a 4g cellular modem?

Answer: Yes, DIGI WR64-A121 Cellular Router Transport WR64 and Sierra Wireless Airlink RV50 – These are used on our Enterprise Transit Management Software (ETMS)

- 4) Technical specification “1. c.” on page 7 of the RFP requests AHD cameras, however the equipment description table lists IP cameras. Can Los Alamos County clarify if AHD, IP, or both types of cameras would be acceptable and/or preferred?

Answer: Both types would be acceptable.

- 5) Technical specification “4. a.” on page 8 of the RFP requests a cloud based hosted solution, while the equipment description table shows an on-premise server. Could Los Alamos County please clarify if either a Cloud Hosted solution or on-premise server is desired?

Answer: Los Alamos County is seeking the solution that is most advantageous to the County. Offerors should propose utilizing the solution that their organization is best able to provide.

- 6) Can Los Alamos County provide the details of currently installed equipment for each vehicle. Is it acceptable to leave existing wire harnesses installed if they do not interfere with the operation of the vehicle? Is it acceptable to leave existing camera heads installed if no new camera is being installed in that location to prevent holes in the vehicle?

Answer: Wiring is ok to leave, cameras are preferred to be removed and cover the hole with a cover.

- 7) Can Los Alamos County provide details of their existing WLAN infrastructure including make and model of the access points, 802.11 standard, frequency and security that is deployed. Can Los Alamos County provide details of the currently installed WLAN infrastructure location and heat maps to determine if wireless coverage is sufficient.

Answer: Yes, conditionally on both, provided by our IM Department.

- 8) Could Los Alamos County please clarify whether a 2-year base warranty or 3-year base warranty is being requested?

Answer: A three year base warranty is preferred however; the County will accept a two year. Offerors should include all available warranty offerings, including pricing, in their response.

- 9) Could Los Alamos County please confirm pricing requests for 7 years only applies to Installation, Maintenance Fee, Warranty, Replacement parts, travel as shown in Exhibit J Cost Summary Sheet? If so, Is Los Alamos County looking for a per vehicle installation cost for years 2-7?

Answer: The seven year term encompasses all components listed in the solicitation, including installation, maintenance warranty, replacement parts and travel. Future year installation cost are for the purpose of installation of equipment in new vehicles added to the existing fleet or replacement equipment if needed.

- 10) Could Los Alamos County please provide Exhibit J Cost Summary Sheet in an excel format? This would be for the vendor to keep the same layout and consistency as the requested format for ease of evaluation.

Answer: Offerors are asked to create their own table utilizing the data fields identified in Exhibit J.

- 11) Is Los Alamos County looking for Access points installed at their bus yard, or is this referring to a wireless bridge on the vehicle that would connect the DVR to an existing access point?

Answer: This is referring to a wireless bridge that will connect the DVR to an existing access point upon arrival at the fleet parking yard.

- 12) Could Los Alamos County please clarify is there is a requirement or preference to utilize a DBE or to be a DBE for this RFP? If so, what is the required DBE utilization percentage?

Answer: There is no requirement or preference to be a Disadvantaged Business Entity ("DBE") for this solicitation. The County makes every effort to encourage DBE's to participate in the solicitation process and encourages DBEs to respond if applicable.

- 13) What is the location where installations are to take place?

Answer: Installations will take place at 101 Camino Entrada, Building 1 fleet parking yard, Los Alamos, NM 87544

- 14) How many vehicles per day will the vendor have access to?

Answer: 2-3 buses Weekdays – 15 or more on weekends (dependent on the time of year)

- 15) During what hours may the vendor conduct installation?

Answer: 6:00a – 8:00p Weekdays and 8:00a – 5:00p Weekends

- 16) Will the vendor have access to indoor installation facilities?

Answer: Installation will be conducted in a covered parking area

17) Will the vendor have access to restroom facilities?

Answer: Yes

18) Will the vendor have access to power?

Answer: Yes

19) Will the vendor have access to garbage/recycling bins?

Answer: Yes, recycling bins will be provided and recycled materials must be placed in recycling bins based on type of component.

20) Can the County please give more details on the labor portion of the warranty?

Answer: Offerors should provide information in their response regarding short term and long term warranty information. Offerors should include information on what support is offered as part of their response. Offerors should also include details on whether labor is included in their warranty offerings.

21) Does the County require cameras to be only analog or IP based or, is a mix ok?

Answer: A mix is acceptable as the County is looking at available technology that is the most advantageous to the County.

22) Can the County please clarify what wireless infrastructure currently exists?

Answer: The County currently has a wireless access point where the buses enter the parking yard that downloads video so it can be viewed remotely or while in the yard. This equipment and technology is jointly provided by both the County and the vendor.

23) Does the County desire LTE modems for the camera systems or is the desire to integrate with something the County already has?

Answer: Both options would be beneficial.

24) Is it the County's intention to capture and catalog all video recorded in the vehicle, events only, or a mix of the two?

Answer: A mix of the two is preferred.

25) How much video does the County need access to?

Answer: A minimum of ninety (90) days' worth.

26) Is it the County's intent to integrate with the existing system or do a complete retro fit of all existing equipment?

Answer: Offerors should include information for both possible outcomes in their response.

27) Can Los Alamos County please provide LAC Standards and Specifications for Building and Campus Distribution Systems Version 3 for Review?

Answer: Offerors are instructed to identify this question as Not Applicable since it is primarily for building construction purposes as identified in the RFP.

28) Is it acceptable to connect to the County WLAN infrastructure utilizing WPA2 and PSK?

Answer: Yes

29) Can Los Alamos County please provide Policy #0310?

Attached, and incorporated herein by reference, is Los Alamos County Records and Information Governance Policy 0310.

30) Can Los Alamos County please provide Policy #01220?

Attached, and incorporated herein by reference, is Los Alamos County E-Signature Policy 1220.

31) Technical specification "C. 2. B." on page 7 of the RFP states, "Interior and exterior cameras shall be full color, high definition, wide angle (minimum 120°)," Is it acceptable to provide cameras with narrower fields of view if the desired coverage is achieved?

Answer: Yes

All other provisions of the Solicitation Documents shall remain unchanged. This Addendum No. 1 is hereby made a part of the Solicitation Documents to the same extent as those provisions contained in the original documents and all itemized listings thereof.

Each Respondent is requested to acknowledge receipt of this Addendum No. 1 with the Proposal Forms.

I hereby acknowledge receipt of this Addendum No. 1.

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Signed \_\_\_\_\_ Print Name \_\_\_\_\_ Date \_\_\_\_\_

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Title \_\_\_\_\_ Company \_\_\_\_\_