

Request for Information No. II
Bid No. 19/20-01 IT Technology Equipment and Peripherals
November 19, 2019

Response to Proposers' Questions

2.1 Question: "On titled page "Bid No. 19/20-01 IT Technology Equipment and Peripherals" Bid Pricing Form, it states "All items shall be complete including applicable delivery, installation, and misc. costs, but do not include California sales tax in the quoted prices." In the last paragraph, it also states "Bid prices are to include all costs associated with the proposed solution including, but not limited to, shipping, F.O.B. Irvine USD or as directed by the purchase order of said District." Could you please clarify if this is for each of the Line Items of the bid?"

Answer: Yes.

2.2 Question: "Is there a Scope of Work for the line items #21 &22 Installation?"

Answer: "For the purpose of this line item, a typical installation will include wall mounting the speaker, patching into an existing network drop located near the speaker, and programming the speaker to communicate with our system. "

2.3 Question: "Page 24 Line item #3 (AverCharge C36i+ cart) will you accept an alternate?"

Answer: A proposed substitution was required by 12:00pm on November 15, 2019 pursuant to the bid: "Should the Bidder wish to request prior to bid opening, any substitution for the materials, process, Work or Equipment specified in the Short List, the Bidder shall submit a written request to the District *within the timeframe stated for Requests for Information (RFI's)*, in accordance with Information for Bidders Sections 9 and 19. Bidders submitting RFIs requesting substitutions of "or equal" products should include the line number, description, and manufacturer and model no. listed on the original Bid Documents, and the manufacturer and model no. of the proposed "or equal" product. Descriptive technical literature (manufacturer's specifications and a picture of the specific item), marked with the appropriate bid item number, should be provided fully describing the claimed "or equal" product. Suitability and valuation of "equals" rest in the sole discretion of the District." Unfortunately, the District cannot approve a substitution that was not received in time.

2.4 Question: "Page 25 Line item #16 (Aver CP3 75" Interactive Display) is discontinued. Would a Boxlight PROCOLOR 753U UHD (specs on Attachment #2) be an acceptable alternate?"

Answer: Yes, the substitution will be added in an Addendum to the Bid.

2.5 Question: "For questions, we do have a few around the installation services, Items 46 & 47:

- SCHEMATICS OF ROOMS, room Layout, dimensions, Ceiling and floor type
- QUANTITY OF ROOMS
- TYPES OF ROOMS, and number of each, conference, huddle, training, ETC.
- USE CASE FOR EACH TYPE OF ROOMS, I.E., CLASSROOMS, CONFERENCE, PRESENTER
- QUANTITIES OF EQUIPMENT FOR EACH ROOM”

Answer: Line item 46 will primarily be for engineering design services and is not dependent upon room type/size, but are more focused on system implementation. Line 47 will be for a typical school environment. The District has approximately 2,000 - 2,500 classrooms/conference rooms/offices with approximately 70% having T-bar ceilings and 30% having hard lid ceilings. This information has been provided for general information, and specifics will be provided after award and prior to work.

2.6 Question: “For the vendor contact on page 30, are you asking for a person's name that works for the above Company Name? Or are you asking for one of the vendors under the catalog section? “

Answer: The Signatory section on page 30 should be completed by the Bidder with Bidder’s information. Company name should be the Bidder, Vendor Name should be the individual, and Vendor Signature should be the hand-signature of an authorized signer on behalf of the Bidder.

2.7 Question: “Do you require bidders to have a minimum number of years in business?”

Answer: No specific requirements related to number of years in business have been set in the Bid. Bidders must meet all licensing, insurance, manufacturers certifications, and additional performance criteria in the Bid.

2.8 Question: “Are we able to select either or both of the shortlist bid item category or general type category items to be either piggybackable or non piggybackable? For example- Short list items (non- piggybackable), General Catalog Type Items- Piggybackable.”

Answer: No, however Bidders may specify minimum quantities required for pricing on short list items, requirements based on geographical requirements, and/or limit piggybacking to K-12 institutions.

2.9 Question: “Are we able to designate specific line items on the shortlist as piggybackable or non piggybackable?”

Answer: No. Please refer to Question 2.9.

2.10 Question: “If a manufacturer has designated pricing to be piggybackable with exclusion of a specific district, how would like for us to notate that in the bid response?”

Answer: Bidders may list desired exclusions to piggybacking and rationale in Bid responses and our legal team will review.

2.11 Question: “Are we held to the discount percentage, or the unit cost on our proposal on short list bid section as MSRP's will fluctuate?”

Answer: The Short List Bid Items unit cost may adjust after the initial term of the agreement pursuant to section 11 of the General Conditions (page 55), resulting from manufacturer's cost increases pursuant to the Technical Specifications and Requirements, and/or on a yearly basis pursuant to section 10 of the General Conditions (page 55). The percentage Catalog Discount should not vary, as it is a percentage of the MSRP (see section 9 of the General Conditions on page 55).

2.12 Question: “With Aver exiting the Interactive Flat Panel business, would you accept Promethean Titanium ActivPanel (AP7-B75-NA-1a) as an alternative?”

Answer: Yes, the substitution will be added in an Addendum to the Bid.

2.13 Question: “In regards to Atlas speaker installation- Are there any data cabling hardware or install required other than plugging in an owner furnished CAT6A patch cable from an existing faceplate to the new device?”

Answer: See Question 2.2 for scope of installation. Bidders can assume for pricing purposes that a CAT6A cable will be available.

2.14 Question: “I would like some clarification on the due date of the bid. In the RFI No.1, it states that the bid is due Tuesday, December 5th as an answer to Question 1.1. December 5th is on a Thursday. Can you please clarify if it is due Tuesday, December 3rd or Thursday December 5th?”

1.1 Question: We are interested in submitting a bid for the above listed and we were wondering what your hours are for Thanksgiving week. We want to make sure we take into consideration the holiday and any closure days prior to mailing out our bid documents.

Answer: The Irvine Unified School District Office is open and can accept deliveries 8:00am-5:00pm Monday through Friday. While Bid No. 19/20-01 IT is open the District office will be closed on Monday, November 11, Wednesday, November 27, Thursday, November 28, and Friday, November 29, 2019. The bid submission deadline has been scheduled on 2:00pm on Tuesday, December 5, 2019 in an effort to allow deliveries after the closures.”

Answer: Bid submissions are due at 2:00pm on Tuesday, **December 3, 2019** at 5050 Barranca Parkway, Board Room, Irvine, CA 92604.

2.15 Question: “Below and attached you will find proposed substitutions for the bid. All Spec sheets are attached and marked as directed. Please do not hesitate to reach out with any questions. We appreciate your consideration of this request.

Short List Bid Items Proposed Substitution/Equal				
Line #	Description	Manufacturer & Model Number	Proposed Substitution Manufacturer	Model Number
3	AVerCharge C36i+ Cart	CHRG36i+	Spectrum Connect 36 eLogix	55423-DBT
3	AVerCharge C36i+ Cart	CHRG36i+	Anywhere Cart	AC-Plus-T
16	Aver CP3 75” Interactive Display	CP3-75i	Clevertouch IMPACT	15475IMPACT
16	Aver CP3 75” Interactive Display	CP3-75i	SMART MX	MX275-V2
18	AVer F70W Wireless Doc Cam	VSIONF70W	Hovercam Ultra 10	HCU10

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Answer: All proposed substitutions in the above cart are acceptable to the district with the exception of the Spectrum Connect 36 eLogix cart. The proposed Spectrum Connect 36 eLogix cart does not have equivalent cable management, warranty, or quality of build as the original specified item. The approved substitutions will be added in an Addendum to the Bid.

2.16 Question: “We noticed you have the Aver interactive 75” panel. Those are no longer being made. I would love to demo another panel for you. How would you like us to quote it, can we do a substitution?”

Answer: Please refer to Questions 2.3, 2.4, 2.13, & and 2.16.

2.17 Question: “Can you send me an email stating you want me [*BIDDER NAME] to get on your Big Deal?”

*Bidder name has been deleted.

Answer: The District is aware that some manufacturers may offer additional discounts to Bidders pursuant to a request from the District. IUSD strives to promote fair and equal bidding and would like to request that applicable manufacturers honor their best pricing for all Bidders.