

**ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT**

INVITATION TO BID NO. 21-DES-ITB-624

ADDENDUM NO. 1

Arlington County Invitation to Bid No. 21-DES-ITB-624 for Streetlight Control Management is amended as follows:

A. The last sentence on page 14 in Section II - Scope of Service is hereby **deleted** by the issuance of this addendum.

B. The following are clarification to questions received:

1. Please clarify if this is a Control and Service supply contract or a supply and INSTALL contract. To that end are Control MFG companies able to respond for the Supply portion only?

Answer: **As shown in the price schedule, this is a "Furnish" only contract. The communication devices will be installed by the County. The service hours shown in the price schedule are for the professional services related to control system management but not field installation of devices.**

2. Who is responsible for the initial triage of any infrastructure issues once installed- lights, socket, software (pre and post installation of sockets)? a. If a light is not working, who is responsible for checking and fixing different components e.g. light, socket, power supply? b. In the event that there is no power supply, or there are issues with earthing or the streetlights are defective or any other issues, who is responsible to check and fix these?

Answer: **This Contract doesn't include any installation services. Defective equipment will be handled through RMA process outlined in the solicitation.**

3. We are assuming that all poles and lights are compatible with NEMA sockets- can you please confirm?

Answer: **The luminaires will have ANSI C136.41 7-pin photocell receptacles.**

4. How does the County currently maintain its lights and pole infrastructure?

Answer: **This Contract doesn't include any installation services. County maintenance practices are not pertinent to this solicitation.**

5. Please let us know who the responsible party will be for obtaining clearance approvals from utility companies or other government agencies, if required?

Answer: **None required.**

6. Is the expectation to have a battery back-up for the communication devices?

Answer: **No.**

7. Is there a 3rd party benchmark submitted or accessible on whether the lights are working and their specifications before installation?

Answer: **This Contract doesn't include any installation services.**

8. What is the expected communications channel (NB IOT or LORA) and how many feeder points are there, if any?

Answer: **The communication between the central system and the device shall be done without any intermediary repeater equipment and shall utilize cellular technology.**

9. Is there a specific communication protocol required (for example MQTT)?

Answer: **The communication between the central system and the device shall be done without any intermediary repeater equipment and shall utilize cellular technology.**

10. In navigating maintenance/software upkeep costs- usually our company charges a percentage of the contract amount and utilizes a team, so is there a way to do something similar with the County's requirement of providing contract rates for individual dedicated person(s)?

Answer: **This solicitation has been amended to remove software maintenance fees. Annual maintenance shall be done at no additional cost to the County.**

11. Does the County track the GPS of the current lights and poles? If so, please provide details on the same- e.g. tools, process, etc?

Answer: **The device shall have built-in Global Positioning system (GPS) on-board the device that auto-locates itself and populates in the software platform. This shall allow for remote initial configuration.**

12. Is integration with an existing platform or integrating additional lights into the Contractor's platform solution part of the scope? Please provide the details of the application and platforms to which integration is required. (E.g. page-10 clause (d) from Product Requirements) 1) Will there be a need to match the sockets with assets like lights, poles. etc. in our system or asset management system. 2) Is integration with other ERP or asset management systems part of the scope?

Answer: **The County has its own asset management system that the Contractor will be required provide interoperable functionality.**

13. The proposal is silent on the expected time to delivery starting from the awarding of the Contract but mentions a maximum 5 years term (page 1 - provision of streetlight communication devices and technical services) and a 10 year warranty (page 11). Can the County provide any information on this point?

Answer: **This is an on-call contract with indefinite delivery and indefinite quantity that will be ordered based on the County's needs. The device shall be warrantied for 10-year period.**

14. We assume that the provisioning of the hosting environment for the centralized software platform and its operations as a managed service will be in scope of this RFP. Please confirm.

Answer: **Yes, as per the solicitation a web-based solution shall be provided.**

15. Since the County expects per unit pricing, the costs for a centralized software platform and the hosting managed services will have to be apportioned across the quantity specified (8000) for the duration of the warranty (10 yrs). Let us know if the County expects the costing to be modelled and proposed differently. There is also an "annual maintenance fee" mentioned on

page 14- how would this be included in the pricing sheet?

Answer: This is an on-call contract with indefinite delivery and indefinite quantity that will be ordered based on the County's needs. This solicitation has been amended to remove annual maintenance fees.

16.Can you please share information on the streetlight portfolio - e.g. Type of lights, make, wattages, current lumens, dimmable vs not dimmable, etc.

Answer: The lights are both post-top (carlyle) and cobra style with ANSI C136.41 7-pin photocell receptacles. The lights will have dimmable drivers.

17.From page 10 of the RFP regarding the scope of service, the management of such a system will depend on the proper functioning of existing elements including lights, junction boxes, feeder points, earthing, power cabling, metering. Will these be also in current scope? What about any existing faults or issues? How would those be covered?

Answer: Installation and maintenance of streetlights is not included under this solicitation. The solicitation is only for communication equipment supply and technical support.

18.How do you want GPS location reporting: real-time reporting or specific time intervals?

Answer: For operational purposes, the GPS reporting shall be as close to real-time as possible.

19.Please clarify if this is a Control and Service supply contract or a supply and INSTALL contract. To that end are Control MFG companies able to respond for the Supply portion only?

Answer: The solicitation is only for communication equipment supply and technical support. Bidders must respond to all line items in the price schedule to be considered responsive.

The balance of the solicitation remains unchanged.

Arlington County, Virginia

Sy Gezachew
Procurement Officer

RETURN THIS PAGE, FULLY COMPLETED AND SIGNED, WITH YOUR BID:

BIDDER ACKNOWLEDGES RECEIPT OF ADDENDUM NUMBER 1.

FIRM NAME: _____

**AUTHORIZED
SIGNATURE:** _____ **DATE:** _____