



**OHIO TURNPIKE AND
INFRASTRUCTURE COMMISSION**

ADDENDUM NO. 1
ISSUED JULY 1, 2024

to

RFP NO. 16-2024

**TO SELECT A VENDOR TO FURNISH AND INSTALL A GLOBAL POSITIONING SYSTEM
(GPS) AND AUTOMATIC VEHICLE LOCATION (AVL) HARDWARE AND SOFTWARE
SOLUTION**

PROPOSAL DUE DATE: 5:00 P.M. (EASTERN TIME), JULY ~~10~~ 17, 2024

ATTENTION OF RESPONDENTS IS DIRECTED TO:

ANSWERS TO QUESTIONS RECEIVED THROUGH 5:00 P.M. ON JUNE 26, 2024

-AND-

PROPOSAL DUE DATE HAS BEEN EXTENDED TO 5:00 P.M. ON JULY 17, 2024

Issued by the Ohio Turnpike and Infrastructure Commission through Aimee W. Lane, Esq, Director of Contracts Administration.

Aimee W. Lane

Aimee W. Lane, Esq.,
Director of Contracts Administration

July 1, 2024
Date

ANSWERS TO QUESTIONS RECEIVED THROUGH 5:00 P.M. ON JUNE 26, 2024:

Q#1 Would you be able to get rid of the bid bond requirement?

A#1 The RFP does not include a bid bond requirement. However, any resulting contract will require the awarded respondent to submit a performance bond. The Commission is a statutory body created by Chapter 5537 of the Ohio Revised Code. The performance bond for the contract is required under Section 5537.07(D) of the Ohio Revised Code and cannot be waived.

Q#2 The hardware specs are very specific and looks like the device / supplier desired is already preselected.

A#2 Respondents may provide alternative solutions provided they meet the minimum requirements indicated in Appendix A of the RFP.

Q#3 There are many providers that can integrate with the snow equipment and meet all the other requirements, but don't necessarily have 3 USB slots in their hardware. Is there a reason for the 3 USB connections to be needed?

A#3 One USB connection is needed for connecting the Snow and Ice Control Head to the Gateway, one USB connection is needed to connect the forward-facing camera to the Gateway, and one USB connection is needed for an access to the Gateway to retrieve video data.

Q#4 The same goes for the dual SIM requirement. We can provide one SIM that is able to communicate on multi-carriers?

A#4 Respondents may provide alternative solutions provided they meet the minimum requirements indicated in Appendix A of the RFP.

Q#5 Why is there a requirement for an Android Based Operating System, is someone selling you a single board computer solution as GPS hardware or is this a small computer sitting in the vehicle performing additional functions?

A#5 Respondents may provide alternative solutions provided they meet the minimum requirements indicated in Appendix A of the RFP.

Q#6 The 1.8Ghz 6-core ARM processor sounds very specific to a certain device being used. Can we know what is currently being used in the vehicles?

A#6 Currently there is no system being used.

Q#7 Instead of using USB to retrieve the video data would you be open to other methods to obtain the video data in a simpler and automated way?

A#7 Respondents may provide alternative solutions provided they meet the minimum requirements indicated in Appendix A of the RFP.

Q#8 Can you elaborate on the specific use cases and scenarios that require a 1.8GHz 6-core ARM processor in the computer gateway?

A#8 Respondents may provide alternative solutions provided they meet the minimum requirements indicated in Appendix A of the RFP.

Q#9 How critical is using Ubuntu Core or Debian 9 OS in your current operations? Would you consider evaluating a different system's performance and security features?

A#9 Respondents may provide alternative solutions provided they meet the minimum requirements indicated in Appendix A of the RFP.

Q#10 The requirement for a high-definition front-facing camera is noted for day and night operations. Could we demonstrate how our camera system might exceed your expectations and offer additional benefits like real-time AI-driven safety alerts?

A#10 Respondents may provide alternative solutions provided they meet the minimum requirements indicated in Appendix A of the RFP.

Q#11 What are the intended uses for the two 10/100/1000 Ethernet ports? Are there specific peripherals that require this type of connectivity? Our Vehicle Gateway comes equipped with a Wi-Fi hotspot. Would this be an acceptable alternative?

A#11 Respondents may provide alternative solutions provided they meet the minimum requirements indicated in Appendix A of the RFP.

Q#12 The requirement includes 1x RS232 and 1x RS185 ports. Can you provide examples of the devices or sensors connected to these ports and their roles in the overall system? Our system uses a USB to RS232 cable to connect to Rexroth spreaders. Would this be acceptable?

A#12 This is an acceptable alternative.

Q#13 Regarding installation and ongoing maintenance, our plug-and-play devices are designed for quick and easy setup, reducing downtime. Would you like a comparative analysis of installation and maintenance efficiencies between your specified requirements and our offerings?

A#13 This is not necessary at this time.

Q#14 Are there defined uptime guarantees that the Commission expects for the operation of this GPS/AVL solution?

A#14 The Commission expects 100% uptime.

Q#15 Please provide a detailed timeline for installation and deployment. Are there key milestones or deadlines that we should be prepared for?

A#15 Respondents shall include a proposed schedule as part of the Proposal. The Commission and top ranked respondent shall come to a mutually agreeable schedule during the contract negotiation.

Q#16 Will the GPS/AVL installations take place at one site or multiple?

A#16 The installation will take place at eight maintenance buildings, installation training shall be at two locations.

Q#17 Would you be open to a pilot program which implements our hardware solutions on a small scale?

A#17 The Commission is not open to a pilot program.

Q#18 We are committed to meeting customer needs and can offer customization to better align with your operational requirements. Would you like to schedule a workshop or a series of meetings to fine-tune our solutions to fit your exact needs?

A#18 The Commission will address any issues of this nature after a top ranked respondent is selected and during the contract negotiation and/or onboarding process.

Q#19 Could we conduct a TCO analysis comparing your current requirements with our solutions?

A#19 TCO may be presented in the respondents Proposal.

Q#20 Would you like a live demonstration of our system and a review of case studies from similar organizations that have successfully adopted our solutions?

A#20 The Commission may require Respondents to make an oral presentation and will contact Respondents during the evaluation period to schedule any such oral presentation.

Q#21 What are the top three success factors for this project / what KPIs or other measurements will be used to indicate the success of the project?

A#21 None at this time.

Q#22 What are the top use cases that you will use the data and video from the selected solution?

A#22 Winter weather operations reporting and operational analysis.

Q#23 Have you talked with any vendors as part of market research? If so:

- **What vendors did you speak with?**
- **Have you conducted any trials?**

A#23 The Commission has explored solutions currently in place with other agencies and like use cases to develop the Scope of Services. See Question 20 and corresponding answer for opportunities to demo and present options during the selection process. The Commission will not provide any vendor names.

Q#24 Do you currently have a Camera, Fleet Management, or Telematics System? If so, can you share what the system(s) are?

A#24 As stated in the Scope of Services, the Commission currently uses devices and service from MASTRAK by Mobile Asset Solutions. Consultant may utilize existing devices and service or propose an alternative.

Q#25 Do you have a budget for this project? If so, can you share the annual budget range?

A#25 No.

Q#26 Can you provide insight into the process it went through to create the scope and requirements?

A#26 See answer to Question 23.

Q#27 Are there mobile devices, laptops, or other connected displays being used in the fleet today? If so, please provide a brief description.

A#27 No.

Q#28 Do you desire to have a solution to help coach drivers regarding risky or non-productive driving behaviors? If so, please explain your ideal solution.

A#28 Please refer to the Scope of Services for desired capabilities. The Respondent may provide additional capabilities in their proposal.

Q#29 If a single vendor is unable to provide all the desired features/modules identified, do you want vendors to work jointly together on a bid, or do you want to identify its desired bids(s) from vendors and will introduce vendors to work together to provide your ideal solution?

A#29 The respondent shall provide all services and subcontract accordingly as needed.

Q#30 Please rank the following on a scale of 1 to 5 (1 being low, 5 being highly important):

	Item	Importance
A	Telematics	
B	GPS location	
C	Video Quality	
D	Fuel usage reporting	
E	Vehicle utilization	
F	Touchscreen Display	
G	Preventative maintenance	
H	365 degree visibility	
I	Each camera provide 365 degree visibility	
J	Customizable Reporting	
K	Video safety / Safety program	
L	Artificial Intelligence capabilities	
M	In-cab audible alerts	
N	Single vendor solution	
O	Ease of use of the system	
P	Reporting capabilities	
Q	Integration capabilities	
R	Support	

A#30 Please refer to the Scope of Services to determine required features and capabilities.

Q#31 Would you be open to doing a side by side pilot to evaluate the top solutions to finalize a vendor?

A#31 The Commission is not open to a pilot program. However, see answer to Question 20 for demonstration opportunities as part of the evaluation process.

Q#32 With regard to Installations:

- Will vehicles be made available during regular business hours? *Yes*

- **Will vehicles be made available so that we can manage multiple installs per day at the same location? (i.e., sending an installer we can make multiple installations)** *The Commission shall be performing the installation, we only require installation training on one vehicle at two locations.*
- **Are there any other considerations we should be aware of regarding vehicle availability for installation?** *N/A*

A#32 See above answers.

Q#33 Based on the RFP response timeline, can you provide an extension of a week for vendors to review your answers to Q & A and provide a comprehensive RFP response?

A#33 The proposal deadline has been extended by 7-days to July 17, 2024.

Q#34 Please confirm Exhibits A, B and C do not need to be completed as part of the submission, rather at the time of execution of the award.

A#34 Correct. The RFP Scope of Service will become Exhibit A of the contract. The awarded firm's key personnel will be identified in Exhibit B of the contract. The awarded firm's pricing proposal will become Exhibit B of the contract.

Q#35 Does Appendix C need to be signed at time of proposal submission?

A#35 No.

Q#36 What kind of equipment is the Commission tracking? Would it be possible to know the make and model of the snow vehicles specifically.

A#36 Please refer to the Scope of Services provided for equipment types and desired capabilities. For snow and ice vehicles, the control head must be integrated, and the make/model is provided in the Scope of Services.

Q#37 "Identify, furnish, and install a complete GPS/AVL hardware solution, which shall have the following components at a minimum: Computer gateway..." - Would the Commission be open to an alternative solution that is more innovative than the Computer Gateway?

A#37 Respondents may provide alternative solutions provided they meet the minimum requirements indicated in Appendix A of the RFP.

Q#38 “Completion and submission of all items required under this RFP- Pass/Fail” Could the Commission please provide more details on what factors determine a pass or fail in this context? For instance, does it pertain strictly to the submission of all requested documents and forms, or are there other qualitative criteria that are also assessed?

A#38 The pass/fail is based on whether a respondent submitted all items required under the RFP as listed in Part VI – Proposal Submission Requirements.

Q#39 Can we provide a notarized copy of our bid during the down selection or shortlisting phase?

A#39 A signed, notarized non-collusion affidavit (See Appendix D) must be submitted with the proposal to be deemed responsive.

Q#40 I see that the Appendix D is asking for a signed and notarized copy. However, the space where a notary would typically insert their stamp looks to be crossed out, which makes me think a notarization isn't actually required. Can we ask the customer to confirm this?

A#40 The non-collusion affidavit (See Appendix D) is a fillable PDF and must be signed and notarized.

Q#41 It looks like a performance bond may be required, but the actual amount isn't specified. Can we confirm with the commission as to whether this contract requires a performance bond?

A#41 See A#1. Section 5537.07(D) of the Ohio Revised Code provides: “The bond shall be in an amount equal to at least fifty percent of the contract price and shall be conditioned upon the faithful performance of the contract.”

Q#42 Does the Commission want the same hardware set-up in all vehicles (light duty and heavy duty)?

A#42 No.

Q#43 Can a vendor bid on partial services?

A#43 No, the respondent shall provide all services and subcontract accordingly as needed.

Q#44 Is Ohio Turnpike and Infrastructure Commission requiring the exclusive use of the Gateway specified in the RFP, or are we permitted to propose alternative hardware that fulfills the functional requirements outlined in the RFP?

A#44 Respondents may provide alternative solutions provided they meet the minimum requirements indicated in Appendix A of the RFP.

Q#45 Considering the upcoming Canadian holiday and the availability of our stakeholders, we kindly request a two-week extension to the deadline.

A#45 See A#33.

Q#46 Would it be possible to extend the Proposal Due Date by one week?

A#46 See A#33.

Q#47 Please clarify as to whether Respondents only have to submit with our bid "an affirmative statement regarding [our] capacity to furnish the required performance bond" (Part III.E), or if we must submit our bid with the actual bond itself (O.R.C. 5537.07(C)).

A#47 Respondents only have to submit with the proposal an affirmative statement regarding its capacity to furnish the required performance bond.

Q#48 Project Overview requires the Snow and Ice Truck hardware to include a "Dual-SIM for multi-carrier fallback." Does this require: two active cell services, with one primary and one backup, and the ability of the hardware solution to automatically switch to the backup if no cell service is available from the primary; or one active cell service with ability to store data during loss of cell service followed by automatic transfer of stored data when cell service returns, and with a second SIM allowing for transfer to an alternate cell service provider at a later time without requiring a field service trip?

A#48 The intent is to provide one active cell service with the ability to store data during loss of cell service followed by automatic transfer of stored data when cell service returns.

Q#49 Do the Whelen Core R units have a CEM-8 or CEM-16 output module installed with an output that is programmed to activate when the warning lights are on?

A#49 The Whelen Core R units have the CEM-16 output module installed.

Q#50 Vehicle ID for both Snow and Ice Truck and light-duty vehicles requires Vehicle ID (Call Number and ATT). Can the Commission provide clarification for "Call Number and ATT"?

A#50 Both Call Number and ATT are unique vehicle identifiers that will be provided by the Commission to the selected respondent for integration into the system, for the purposes of reporting and tracking vehicles.

Q#51 Is front plow and wing plow status currently available through the Bosch Rexroth CS-550? If not, are front plow and wing plow sensors currently installed on the Snow and Ice Trucks, or are these to be provided by the Respondent?

A#51 Only the wing plow currently has a sensor installed, but the data for both the front and wing plow is available through the Bosch CS-550 control head.

Q#52 Is Bed Up/Bed Down status currently available through the Bosch Rexroth CS-550? If not, are Bed Up/Bed Down sensors currently installed on the Snow and Ice Trucks, or are these to be provided by the Respondent?

A#52 Bed Up/Bed Down status is currently available through the Bosch Rexroth CS-550 and currently has a sensor installed.

Q#53 For the Snow and Ice Truck hardware, is Air and Road Temperature information currently being routed through the Bosch Rexroth CS-550? If not, what Air and Road Temp sensor is installed in the Snow and Ice Trucks, and do they include a serial interface?

A#53 Yes, the Air and Road Temperature is currently being routed through the Bosch Rexroth CS-550 on our Snow and Ice Trucks.

Q#54 For the Snow and Ice Trucks and light duty vehicles, what functionality is required for monitoring "Power Disconnect & Reconnect"?

A#54 The Commission intends for the GPS/AVL system in both vehicle types to still provide periodic location data of vehicles currently in OFF status. Additionally, the Commission intends for the Power disconnect and reconnect status to alert for a device being removed or disconnected.

Q#55 For the Snow and Ice Trucks, if 'seat belt fastened' is available what is the interface?

A#55 If available, the interface will be through the J1939 connector on the Snow and Ice Trucks and the OBD-II connector on light duty trucks. The Commission intends to utilize this if possible, within reason.

Q#56 What Air and Road Temp sensor(s) are installed in the light-duty vehicles?

A#56 MS Foster RoadWatch and Vaisala Surface Patrol Pavement Temperature Sensor.

Q#57 For the light duty vehicles, if 'seat belt fastened' is available what is the interface?

A#57 See answer to Question 55.

Q#58 Regarding retrieving stored video, is it acceptable if the solution allows either retrieval "by encrypted USB flash drive" or "remotely by authorized staff", or are both methods required?

A#58 Both methods are required for retrieving stored video.

Q#59 "Web portal must be fully capable of retrieving, processing, displaying, and storing GPS/AVL data in accordance with OTIC policies..." Can applicable OTIC policies be provided?

A#59 The intent of this requirement is for the system to be customizable and adjustable in the future to match any retention policies the Commission may have applicable to video and other data stored by the system.

Q#60 Please confirm that the intent of the following sections is for Phase 2 to include: Implementation and Acceptance, followed by one year of Maintenance and Warranty, after which Phase 3 begins, which consists of up to four optional one-year maintenance periods. Appendix A.C - Phase 2: "Shall include all required costs to maintain the system for a period of one year after implementation and acceptance by the Commission." Appendix A.D - Phase 3: "Ongoing Maintenance. The Ongoing Maintenance period shall commence following completion of the one-year post implementation period included in Phase 2. Shall include maintenance and all ongoing costs to operate the system, including any subscriptions, communications services, general updates, and bug fixes for a period of four (4) each one (1) year options."; Appendix B, Phase 3: "Include pricing for 1-year post-implementation maintenance and pricing for up to four (4) additional 1-year options for maintenance services"; Appendix C.3.1.F: "Maintenance and Additional Development: Following the one-year warranty period provided for herein, Contractor shall provide

ongoing maintenance services as requested by the Commission."; Appendix C.4.2: Maintenance Period. At the end of the one-year warranty period, the Commission, at its sole option, shall have the right to exercise up to four (4) additional, one-year renewal terms for on-going maintenance services."; and Appendix C.6.3: "Maintenance Requirement. For a period of one (1) year following completion of the Project, Contractor shall continue to provide ongoing maintenance and service to the Commission in accordance with the Work Scope."; Appendix C.12.1: "The period ending one (1) years after the completion of Phases 1 and 2 set forth in the Work Scope is referred to as the "Warranty Period" for the Work..."

A#60 That is correct.

Q#61 Is Contractor required to perform on-site repairs during the Warranty Period, or is the Commission to return components that do not comply with Section 12.1?

A#61 Components will be removed and returned to the Contractor by the Commission for repair/replacement under warranty. However, the Commission will require on-site troubleshooting and diagnostics during the project to determine the cause of issues.

Q#62 Will you contact via a Group Purchase Organization (i.e.. Sourcewell, NASPO) or is a stand-alone contract preferred?

A#62 No. At this time, the Commission intends to award a contract under this RFP.

END OF ADDENDUM NO. 1