

ADDENDUM # 2

**Structured Cabling Material Indefinite Delivery Indefinite Quantity (IDIQ)
University of Arkansas
Fayetteville, Arkansas**

Bernhard TME Job No. 04-18-0028

October 20, 2020

Previous Addenda:

1. Refer to Addendum #1 – Issued on 10/9/20:
 - A. Addendum 1 contained information regarding the virtual Pre-Proposal Conference, and the Virtual Proposal opening, as well as the response to Pre-Proposal RFI #1.

RFI Responses:

Pre-Proposal RFI #2: Our solution, like most of our competitors, use distributors to sell the products. They would receive the PO's and ship the material. Since we are being asked to provide pricing would it be on behalf of our distributors and would they be accepting the actual orders?

Response: Refer to “Manufacturer Control of Pricing” paragraph on Page 14 of the Request for Proposal. This paragraph describes contractual responsibilities of the Manufacturer selected by the University for the IDIQ Contract.

Purchase orders issued by the University and the University of Arkansas and by its authorized Contractors will be issued to the Manufacturer's authorized distributor for shipping and delivery.

Pre-Proposal RFI #3: Since UARK has been a Commscope Systimax user, is this RFP asking for all bidders to provide Commscope Systimax equivalent or is everyone allowed to provide any level of product? I did not see anything that specified what was needed in order to insure a level playing field.

Response: There is no Manufacturer or brand specified in the Request for Proposal. All products proposed by the Manufacturers should be ANSI/TIA-568 compliant and UL listed for the intended purpose.

Refer to Proposal Evaluation Criteria #3 on page 5 of the Request for Proposal: The products proposed by each Manufacturer will be evaluated by the Selection Committee for quality and compatibility with existing systems.

Pre-Proposal RFI #4: One other item in regard to the RFP is UTG (Utility Grade) infrastructure. This is a technology that has allowed cable distances to be extended for certain applications and has been an interest for UARK. Will this technology be added to the RFP?

Response: Refer to “Alternate Proposals” that appears on page 9 of the Request for Proposal: Alternates or features that exceed the minimum provision of the specifications can be noted for consideration in the overall evaluation.

For alternate proposals like this where a new system may be proposed, the manufacturers should submit the full system of components that would be required to make the system fully functional, under the assumption that any non-standard products required to make the system functional would need to be supplied as well, along with any Return on Investment information that would support a pricing review of the alternate system.

Pre-Proposal RFI #5: In reference to Cat 6 / 6A Patch Cords, the RFP states “Patch Cords (Cat 6A) Lengths 3 ft. To 100 ft. / 3 ft. to 25 ft. / 3 ft. to 7 ft.” Please provide the specific detail of what length cord you are looking for pricing on.

Response: Addendum 2 will revise the lengths of patch cords to request pricing for lengths of 3’, 7’, and 25’ on the pricing worksheet.

Pre-Proposal RFI #6: In reference to Cat 6A Patch Panels – Standard you reference GigaSPEED X10D which is a Commscope product. Is this a generic RFP is the University looking for solely Commscope product on these Cat 6A patch panels?

Response: Refer to page 13 of 23 in Appendix 5 – Pricing Worksheet of the Request for Proposal document: The reference to “GigaSPEED X10D” on the pricing worksheet will be removed in Addendum 2. There is no preferred Manufacturer.

Pre-Proposal RFI #7: My company would like to respond to the RFP for this project, but in looking through the released documentation it looks like you are looking for responses directly from the manufacturer’s. Having worked for a manufacturer I can tell you that many (if not all) will not directly sell to end users, and are only setup to sell through their distributors.

Can you please clarify this for us, or let me know if you will be allowing responses from distributors please?

Response: Refer to Section 00100 – Notice for Proposals of the Request for Proposal document: The University of Arkansas is requesting proposals from qualified equipment Manufacturers. Responses from distributors do not meet this requirement of the RFP, and will therefore not be allowed.

Pre-Proposal RFI #8: Cat 6A Patch Panels – What is a Termination Manager?

Response: Termination managers are devices that provide pair positioning, control, and strain relief to the rear termination area of panels.

Pre-Proposal RFI #9: In regards to Cat 6 & 6A Patch Cords, we need clarification on what lengths of Patch cords they're looking for. "Patch Cords (Cat 6A) lengths 3 ft. to 100 ft. " What specific lengths are they looking for? 3'? 7'? 25'? A 100' Patch cord?

Response: Refer to RFI #5 response.

Pre-Proposal RFI #10: In reference to Cat 6 Shielded Patch Cords – "Lengths 1 ft. to 300 ft." How are we to interpret what they're looking for? Very confusing.

Response: Refer to RFI #5 response.

Pre-Proposal RFI #11: Secure RJ 45 CAT6A Patch Cords – No lengths specified. They're available from 3' to 25'. Please specify.

Response: Refer to RFI #5 response.

Pre-Proposal RFI #12: Does the University realize that no One Manufacturer can provide everything they've listed on the RFP so that there will be certain sections left blank? I'm sure they're also aware that all manufacturers sell through authorized distribution and that's who the University would be placing their orders through.

Response: This request for proposals is expecting Manufacturers to respond with pricing for material to be supplied as outlined in the RFP. Part of the proposal response from the Manufacturers is to provide a detailed list of Manufacturer Authorized installation contractors within a 250-mile radius of the campus (as outlined on page 4 of the RFP).

Pre-Proposal RFI #13: On pages 19-20 on the pricing worksheet we are to quote PDUs. Need to know the following. We need to know required input and output, if they want vertical or horizontal, and any other functional details they have.

Response: Refer to Revised Appendix 5 Pricing Worksheet (attachment to Addendum #2).

Pre-Proposal RFI #14: Based on what was stated on the call today freight can be FOB shipping point. Page 2 of the RFP says cost of delivery shall be included in the item price. Can you please confirm how we should proceed?

Response: Refer to page 13 of Request for Proposal, Section 00400 – Contract Information, Ownership and Responsibility paragraph: Delete the paragraph in its entirety and replace with the following:

"The Manufacturer shall be responsible for all arrangements and costs associated with equipment including insurance, until delivery to the project site (FOB Destination). Place of delivery shall be the University of Arkansas, Fayetteville, AR. Equipment title shall pass to the Owner upon delivery acceptance. Manufacturer shall notify the Owner forty-eight hours prior to delivery."

Refer to page 15 of Request for Proposal, Section 00500 – Proposal Form, first full paragraph: Delete the paragraph in its entirety and replace with the following:

“The Unit Pricing of Uninstalled Parts amount indicated on the proposal form shall include all costs (including but not limited to distribution mark-up, engineering assistance, submittal documents, material, equipment, handling, documentation, maintenance manuals, and warranty).”

Pre-Proposal RFI #15: On the Contract and Grant Disclosure, Equal Opportunity Policy, Illegal Immigrant Cert, and Restriction of Boycott of Israel does the manufacturer need to fill that out or our Certified Installers?

Response: For the purposes of this RFP, the manufacturer responding to the RFP will complete these forms.

Pre-Proposal RFI #16: Will the end date be extended based on conversation from the Pre-proposal conference? That would help everyone with the time to compile the most accurate and meaningful responses.

Response: At this point in time, no extension of the due date for the RFP responses is anticipated. The proposals are still due on October 29th at 2:00 pm.

Attachments:

- Pre-Proposal Meeting Minutes
- Pre-Proposal Meeting Sign-In Sheet
- Revised Pricing Worksheet (Excel Format)

End of Addendum # 2

MEETING NOTES

Date: October 20, 2020
Participants: Refer to attached Sign In Sheet
Project: University of Arkansas – Structured Cabling IDIQ
Project # 04-18-0028
Ref: Pre-Proposal Meeting
Submitted By: Grant Logan, Jeremy Morrison, and Greg Coleman - BTME

A pre-proposal meeting was held virtually at 10:00 on Tuesday, October 20, 2020. The following items were discussed:

1. Introduced University of Arkansas Staff and Bernhard TME Staff
 - a. Grant Logan – Bernhard TME – Project Manager
 - b. Jeremy Morrison – Bernhard TME – Senior Systems Analyst
 - c. Greg Coleman – Bernhard TME – Technology Systems Designer
 - d. Elon Turner – University of Arkansas – Director of Infrastructure & Telecommunication Services
2. Reviewed how to access RFP / Addendum documents
 - a. Displayed where project was listed on Hogbid website (<https://hogbid.uark.edu/>)
3. Reviewed Key Proposal Dates:
 - a. Proposal issued: October 8, 2020
 - b. Addendum 1 issued: October 9, 2020
 - c. Pre-Proposal Conference: October 20, 2020
 - d. RFI Deadline: Thursday, October 22, 2020@ 5:00 p.m.
 - e. RFI Response Deadline: Tuesday, October 27, 2020@ 5:00 p.m.
 - f. Proposals Due: Thursday, October 29, 2020 @ 2:00 p.m.
4. Proposal Requirements were covered
 - a. Proposals to be delivered to Facilities Management – 521 S Razorback Road, University of Arkansas, Fayetteville, AR 72701
 - b. (6) printed and (1) electronic copy on a thumb drive are required
 - c. Submit Proposal Form (Section 500), completed spreadsheet, completed RFP appendix items
 - d. Submit any confidential information in a separate, sealed envelope marked “Company Confidential”
 - i. RFP respondents should pay close attention to this section due to Freedom of Information act requests that could be made.
5. Comments / Instructions from the University of Arkansas
 - a. Elon Turner covered the general intent of this IDIQ was to cover both large capital projects performed by contractors, and infrastructure improvement projects provided by University staff, as well as anything in between.

- b. The intent of the project was to receive competitive pricing on Structured Cabling products that could then be standardized across campus.
6. Questions from prospective RFP respondents:
- a. Will we accept proposals from distributors in addition to manufacturers?
 - i. After much discussion, it was taken under advisement as a request, and will be officially announced in a future Addendum.
 - b. If distributors are allowed to respond, is there a possibility of extending the due date for responses to the RFP?
 - i. That will be evaluated along with the item above, and any extensions of time will be made in a future Addendum.
 - c. The worksheets don't allow for different discount pricing information to be entered in on an item for item basis. Can that be corrected?
 - i. Bernhard TME will revise the worksheet to allow for individual pricing amounts to be entered for each item instead of using a master discount rate for each equipment class.
 - d. List price discount rate may not apply in all cases if a list price isn't available. Can a net price discount be applied?
 - i. This question was requested to be submitted in writing so that Bernhard TME and the University can respond to the specific question that is being asked.
 - e. Proposal form has a field to indicate that Addendums have been received, what should be entered here?
 - i. This is a place to indicate that you as the responding party have received and viewed all of the addendums that were issued as part of the project. If only three addendums are issued, then the responding party should acknowledge that they received all three addendums in this area on the form.
 - f. Installing contractors typically have overhead and profit as part of their pricing. Is this to be factored into the RFP response in some way?
 - i. No, the intent of this IDIQ is to receive competitive pricing from the manufacturer that would be passed along to the distributor / installing contractors for use on their project. Any labor rates, profit margins, etc. shall be outside the scope of this project, however typical profit amounts as outlined by a construction contract or other agreement may apply.
 - g. How should freight be factored into the pricing amounts for this RFP response?
 - i. In a similar fashion to the above noted question, freight is outside the scope of this IDIQ. The IDIQ should arrive at standard pricing for the indicated products, but that pricing should not include any freight charges. Freight charges should be applied to any future orders at the current rates for freight at the time of the order.
7. Closing Comments
- a. Elon mentioned that this RFP is intended to get standard, enterprise grade equipment for campus use. It is not intended to provide the top of the line equipment level, nor the bottom of the line equipment. All equipment that is proposed to be supplied shall meet all current industry standards.
 - b. Meeting Adjourned at 10:52.

-End of Notes-

Sign In Sheet

Date: October 20, 2020
Project: University of Arkansas – Structured Cabling IDIQ RFP
Project # 04-18-0028
Ref: Pre-Proposal Conference

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