

Addendum 2
ARPA-03 Communication and Radio Upgrades

PROPOSERS must acknowledge this Addendum in your proposal cover letter. All addendums will be posted to <https://www.athol-ma.gov/home/pages/bidsrfps>. The deadline for proposal submission remains June 24, 2024, at 3 PM.

Please see [modifications](#) to the following sections:

The following strikethrough sections will be deleted from the RFP:

Section 2.3.2 Proposal Surety

~~The Price Proposal shall be accompanied by a Proposal deposit in the form of a bid bond, cash bid bond or a certified check payable to the Town of Athol, Massachusetts. The amount of the deposit shall be [five] percent of the base Proposal price. A PROPOSER that submits a certified or cashier's check must complete, sign and submit the cash bid bond form located in APPENDIX E.~~

Section 4.4.4 Coverage Acceptance Testing

~~In each test tile, a single attempt to access the system will be made by pressing the push-to-talk button (automatic re-tries are allowed). If the test radio does not receive a channel grant tone in that tile, the access test for that location has failed.~~

Section 6.5.2 UHF Paging Building Attenuation

~~The Portable Outdoor and Portable Light Building service areas require coverage to pager outdoors and in light buildings within the defined service areas. The following building attenuations are assumed:~~

Service Area	Building Characterization	Building Attenuation (dB)
Portable Outdoor	Outdoor	0
Portable Light Building	Light Building	10

Table 6-5 UHF Paging Building Attenuation for Service Areas

This section will replace section 6.5.2:

Section 6.5.2 P25 Pagers

The CONTRACTOR shall provide new P25 pagers, that will operate on the new P25 radio system. The P25 pager should be provided with a cradle base charger.

Included in this Addendum is a copy of the Pre-Bid Proposal Sign in Sheets with Vendor signatures, Power Point presentation, revised Appendix D, and Appendix F- Proposers questions and answers.

Athol, MA
RFP Public Safety Radio Communications System Pre-bid Site Visits
April 23
Sign-In Sheet

	Company	Attending	Email	Phone Number
1	Marcus Combs	Andrew Gaines	ANDREW@MARCUSRADIO.COM	860 646 1839
2	Aviat Networks	Bob Brown	bob.brown@Aviatnet.com	603 179-2171
3	Horizon Technologies	Jay Macsata	JMacSata@HorizonTechnologies.us	413-250-3811
4	AllComm Technologies	Nick Bordonaro	NBordonaro@Allcomm1.com	781-249-2348
5	Ready Work			
6	Motorola Inc	Kevin MacKenzie	Kevin.mackenzie@motorola.com	817-529-1711
7	2-Way / Motorola	William Bartlett	wbartlett@2-way.biz	800-441-6288 603-767-8915
8	Goosetown Comm.	Tyler Allen	tallen@goosetown.com	860-528-7500
9	GOOSETOWN COMM	CRAIG GAGNE	CGAGNE@GOOSETOWN.COM	860 990 7727
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Athol, MA
RFP Public Safety Radio Communications System Pre-bid Site Visits
 April 23
 Sign-In Sheet

	Company	Attending	Email	Phone Number
1	Marcus Comm	Bruce MARCUS	Bruce@marcusradio.com	860-646-1829
2	APPLIED Comm	DAN REAGAN	dreagan@appliedcomm.com	508 393 9312
3	ALLCOMM TECHNOLOGIES Steve Sullivan	Steve Sullivan	SSULLIVAN@allcomm1.com	978-995-2292
4	CERAGON	Glenn GARBINSKI	GlennG@ceragon.com	443-655-8282
5	2-Way Communications	Tim Sawyer	tsawyer@2-way.biz	602-471-4288
6	2-Way Communications	Brayden O'Reilly	boareilly@2-way.biz	603-436-6288
7	Goosetown	Jamie Schiopucie	jschiopucie@goosetown.com	866-508-6691
8	Goosetown	tedd stacy	tstacy@goosetown.com	866-508-6691
9	2-way Comm	James Glinger	jglinger2@yahoo.com	207 752 0813
10	ALSi	Kyle Frient	kfrient@appliedcomm.com	618-925-2877
11	ACSI	Kevin Carlson	kcarlson@appliedcomm.com	908-393-9312
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A collage of emergency scene images. The top left shows firefighters in brown gear with oxygen tanks. The middle shows a paramedic in a green uniform and blue gloves attending to a patient. The bottom shows a firefighter in black gear with "516" and "E7" on the helmet, and a police officer in a dark uniform with "POLICE" on the back. The collage is partially obscured by a green and blue curved graphic element.

Athol, Massachusetts

Pre-Proposal Meeting
RFP 2024

P25 Conventional Radio System

April 23, 2024

The Town of Athol seeks to replace its legacy conventional UHF analog two-way radio system.

The Town requires a single contractor to provide a modern UHF P25 radio system, including a connectivity network and subscribers necessary to support the radio system

- ⌘ Pre-Proposal Conference
- ⌘ Site Visits
- ⌘ Proposer Questions
- ⌘ Response to Questions
- ⌘ RFP Addenda
- ⌘ Proposal Submission
- ⌘ Technical Evaluation
- ⌘ Technical Proposal Questions
- ⌘ Competitive Negotiations
- ⌘ Notice of Award
- ⌘ Contract Negotiations

Procurement Schedule

The anticipated schedule in Table 1-1. Athol reserves the right to postpone the date and time for submission of Proposals at any time prior to the Proposal deadline, all changes will be made via the addenda process and posted to the Town of Athol procurement site.

Scheduled Event	Date
RFP Release	March 29, 2024
Pre-Proposal Conference / Site Visits	April 23, & 24
Deadline for PROPOSER Questions	May 3, 2024
Deadline for Proposal Submission	June 24, 2024, at 3 PM
Proposal Evaluation Complete	July 19, 2024
Contract Execution	September 2024
Anticipated Project Completion	Contract Execution + 20 months

RFP Table 9-1 provides site information for consideration.

PROPOSERS are responsible for visiting sites involved in this project prior to submission of a Proposal.

Site visits will occur after the pre-proposal conference.

 See schedule provided

Name	Address	Owner	Existing Radio Equipment
Athol Fire Station 2	2251 Main St. Athol MA	Athol	Existing Radio Equipment
Athol Police Station	280 Exchange St, Athol, MA	Athol	Existing Radio Equipment
High Knob Water Tank	52 Dean Cir, Athol MA	Athol	Existing Radio Equipment
Phillipston Fire Tower	Prospect Hill Road, Phillipston, MA	State	none
Bearsden Road Tower	775 Bearsden Road, Athol MA	Crown Castle	none
Royalston Tower	44 Warwick Rd, Royalston MA	Town Royalston	none

Questions regarding this RFP

All questions regarding this RFP shall be submitted in writing and must be received by May 3, at 4:00PM

AtholMA@CTA-c.com

- ∞ 1 General Instructions
 - Key dates
- ∞ 2 Proposal Instructions
 - How to submit
 - What to submit
- ∞ 3 General T&Cs
- ∞ 4 Statement of Work
 - Contractor Services

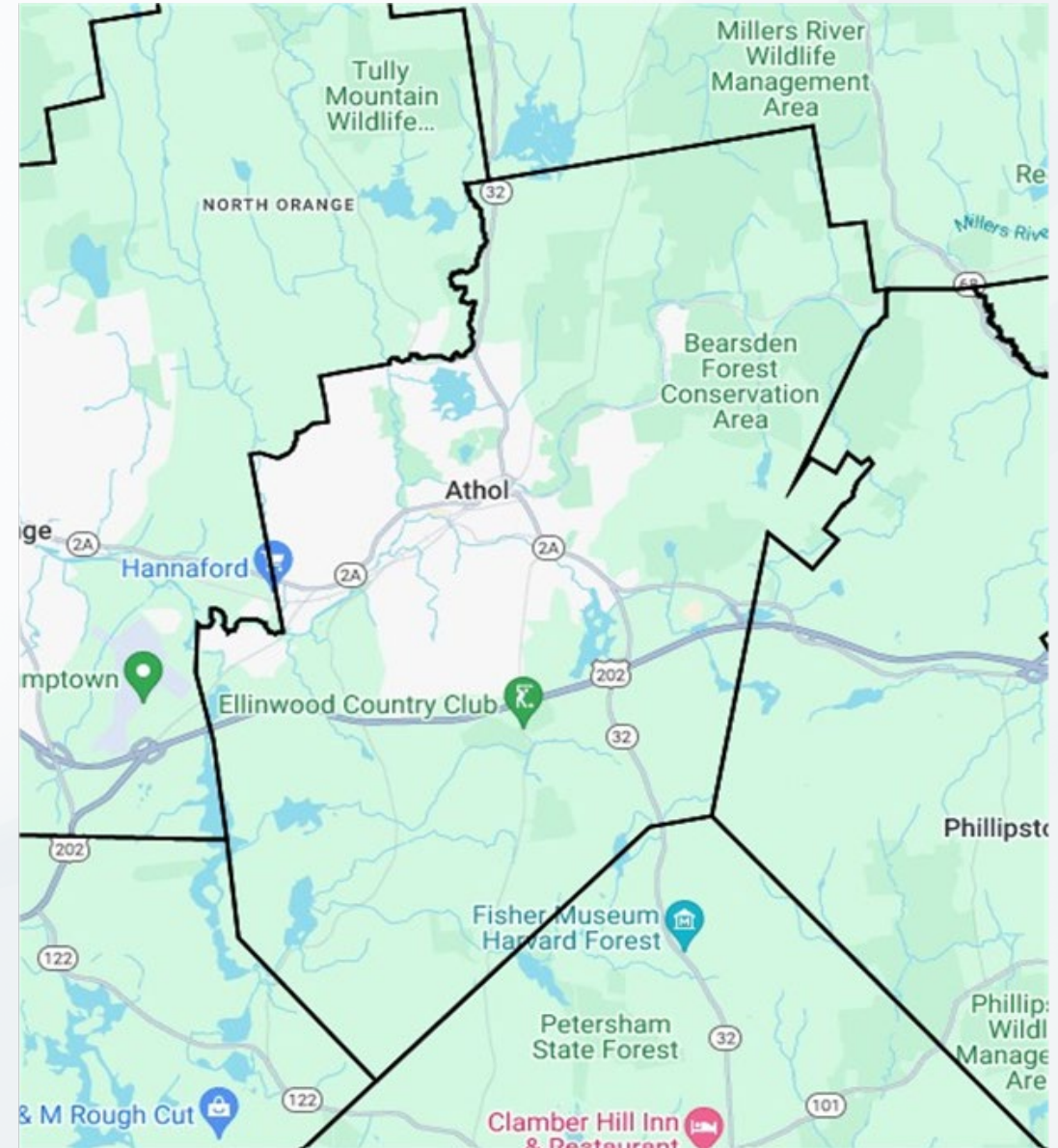
- ⌘ 5 General System Requirements
 - Equipment Standards
- ⌘ 6 Radio System Requirements
- ⌘ 7 Connectivity Network Requirements
- ⌘ 8 Subscriber Equipment Requirements
- ⌘ 9 Physical Facilities Requirements
- ⌘ 10 Abbreviations

Coverage Services Areas



Townwide:

∞ 95% Portable on the
Hip Outdoors
(Talk-out & Talk-In)



Appendices

- ∞ Appendix A - Evaluation Criteria
- ∞ Appendix B - Compliance Matrix
- ∞ Appendix C - Responsibilities Matrix
- ∞ Appendix D - Price Proposal Workbook and Instructions
- ∞ Appendix F – Questions Template

∞ Compliance Review

∞ Technical Review

➤ Questions submitted to Proposers

∞ References

➤ References will be sent a survey; they *must* reply to receive points

∞ Pricing Review

∞ Proposer Presentations

∞ Competitive Negotiations

Appendix A Evaluation Criteria



Category	Point Allocation
Pricing (30 Points)	
Infrastructure / Subscriber Costs	25
14 Year Ongoing Costs (Operations & Maintenance)	5
Technical (70 Points)	
System Configuration and Design – Major Exceptions	10
Coverage Adequacy	25
Responsiveness to the Intent of the Specification – Minor Exceptions	10
Responsiveness to the Intent of the Specification – Questions	5
Project Manager Experience	5
Lead Engineer Experience	5
Warranty and Maintenance Service Organization Experience	5
Schedule	5
Total Evaluation Points	100

Appendix B Compliance Matrix



The PROPOSER shall provide this completed excel file as part of the PDF Proposal submission and in its native Microsoft Excel format. The compliance spreadsheet provides space for a compliance response and explanation for each section of the RFP.

Response	Meaning
Comply	Proposal <i>fully</i> complies with all requirements as stated in the numbered section.
Comply with Clarification	Proposal complies with the intent of the requirements as stated in the numbered section; however, the means of implementing the requirement necessitates a clarification. * If PROPOSER provides an unsatisfactory explanation of their compliance, Amelia may, at their discretion, consider this an exception.
Exception	Proposal does <i>not</i> comply with requirements of the section. Explain the nature of the exception(s). If you take exception to more than one part of a section, identify the number of exceptions taken and provide explanations for each. Any item not explicitly identified as an exception in the Proposal will be considered compliant.
Not Applicable	This category should <i>only</i> be used if the section does not apply to the PROPOSER'S Proposal or system configuration. <i>Use this response with caution.</i>

The PROPOSER shall review the excel file and if not in agreement with the responsibility as listed shall provide an explanation in the Notes column. This file shall be provided as part of the PDF Proposal submission and in its native Microsoft Excel format.

∞ PM/General Responsibilities

∞ Design Review (DR)

∞ General Site Responsibilities

∞ Site 1, 2, etc.

∞ System Integration Stage Test

∞ Shipping and Inventory

∞ System Infrastructure Install

∞ Connectivity Network

∞ System Optimization

∞ Field Acceptance Testing

∞ Terminal Equipment

∞ System Cutover

∞ Final Acceptance

The PROPOSER shall enter detailed pricing for the proposed system(s), equipment, software, and services in the Microsoft Excel workbook provided.

ABSOLUTELY NO PRICE INFORMATION SHALL BE INCLUDED IN THE TECHNICAL PROPOSAL. TECHNICAL PROPOSALS CONTAINING PRICE INFORMATION MAY BE DISQUALIFIED.

- ∞ Obtain necessary site costs, Site Visits are critical
- ∞ Obtain necessary technical & scope information via Proposer Questions

- ⌘ Carefully review RFP requirements, including Terms & Conditions
- ⌘ Ask Questions – if you need more time to ask questions let us know
- ⌘ Submit **all** required information and forms in your Proposal
- ⌘ Rely on official written responses **only**
- ⌘ Proposal submission:
 - Clear, comprehensive, and aligned with Sections 2
 - Each clarification question required deducts points
 - T&C **will not** be negotiated, with the exception of insurance
 - Initial Compliance may not be changed in negotiations
 - All available Mandatory Options must be offered and priced

Thank you for sharing your time
with us.

Contact us:

CTA Consultants, LLC

800-878-1436

AtholMA@cta-c.com

Appendix F - PROPOSER Questions

Date Submitted	#	RFP Section Number/ Name	RFP Requirement	Clarification Request	Athol Response/ Clarification
30-Apr	1	2.3.2	5% Surety deposit	Will the amount be refunded, if so, when?	Bid Bond requirement has been removed.
30-Apr	2	3.7	Performance Bond	Can subscribers be removed from this total, lowering the cost to the town. Subscribers are clearly not "performed" just provided. Installation services would certainly apply.	The performance bond is a financial guarantee the contractor will honor the terms of a contract and provide all equipment (to include subscribers) that meet the requirements of the RFP.
30-Apr	3	4.4.4	Coverage Acceptance Testing	If the solution is conventional, there is no grant tone. The language is simple and does not indicate applicability.	"If the test radio does not receive a channel grant tone in that tile, the access test for that location has failed." Sentence will be removed from RFP, as per Addendum 1
2-May	4	1.1 Purpose	The Town of Athol, Massachusetts is requesting proposals for a communications system as specified herein.	What is the source of the funding and is it sufficient to cover the entire communication system as specified herein? Has funding been approved and appropriated?	The funding is being provided by ARPA -American Rescue Plan Act. See the Athol CTA Needs Assessment report for estimated project budget.
2-May	5	1.1 Purpose	The Town of Athol, Massachusetts is requesting proposals for a communications system as specified herein.	Has the town or consultants received or proposed any preliminary estimated budgets for the specified system? If so, can you share them?	Refer to response to question #4

2-May	6	1.2 Project Overview	The new Athol Communications System will operate on UHF P25 Conventional radio frequencies for voice and data within the Town limits.	Does the town require P25 only, analog or mix mode?	P25 only
2-May	7	2.3.2 Proposal Surety	sign and submit the cash bid bond form located in APPENDIX E	Cash Bid Bond form cannot be located in Appendix E; Are there any circumstances in which the town will waive the requirement for a proposal surety?	Bid Bond requirement has been removed.
2-May	8	2.3.2 Proposal Surety	[five] percent of the base Proposal price	Please clarify the meaning of "base"; When will the proposal surety be returned to successful and unsuccessful proposers? Are there any circumstances in which the town will waive or reduce the requirement for the proposal surety?	Bid Bond requirement has been removed.
2-May	9	3.6 Price Guarantee	...quoted prices...shall remain valid for a period of two years following final system acceptance.	What equipment will the town be purchasing after final system acceptance and completion of the contract?	There is a potential for the Town to make additional purchases of any equipment described in the RFP.

2-May	10	3.6 Price Guarantee	<p>...guarantee that, for the thirteen-year period beginning two years after final system acceptance, prices...for all equipment and accessories purchased under the contract and all additional equipment purchased prior to final system acceptance shall not increase at a rate higher than the U.S. Consumer Price Index</p>	<p>What equipment does the thirteen-year CPI limit period apply? Which CPI index and period will be used?</p>	<p>Refer to response to question 9.</p> <p>US Consumer Price Index: Information Technology, Hardware and Services (I:USCPIIUM)</p>
2-May	11	3.7 Performance and Payment Bonds	<p>...will be required....</p>	<p>Are there any circumstances in which the town will waive the requirement for the Performance and Payment Bonds? Will the town accept references on successful completion of similar projects?</p>	<p>The Town will not consider a removal or reduction of the Performance and Payment Bonds at this time.</p>
2-May	12	3.11 Liquidated Damages	<p>shall fail to be complete beyond the date set for completion of installation and any extensions granted under the contract</p>	<p>Does section 3.13 Dispute Resolution supersede the enforcement of this section?</p>	<p>This section is limited to schedule performance. Section 3.13 does not supersede this section.</p>

2-May	13	3.16 Employment and Labor Rates	See Appendix E for Certified Payroll Reporting	Certified Payroll Reporting form cannot be located in Appendix E	There is no form that must be complete for certified payroll reporting. The proposer is required to comply with the language in Appendix E.
2-May	14	6.1.4 Interoperability	Athol requires interoperability channels for mutual aid	Do you require interoperability for mutual aid solely through console stations? Please clarify Appendix D Tab B. Radio System B.8 Mutual Aid (Conventional) Repeater references.	Athol requires interoperability control stations to be activated by the dispatch consoles. Subscribers may be programed with the interoperability control channels if the correct frequency band is available in the subscriber radio. Subscriber radio quantities for single and all band radios have been provided in the pricing pages.
2-May	15	6.3.4.5 MANDATORY OPTION: In- building BDA	please provide cost information for equipment and installation of a Bi- Directional Amplifier (BDA)... three (3) scenarios	Are estimates acceptable and is this excluded from any price guarantees? Detailed analysis, surveys and engineering are required to appropriately design specific systems to determine cost.	Estimates are acceptable and not subject to the price guarantees.
2-May	16	6.5.1 P25 Paging System	including any additional infrastructure equipment, hardware	Does the town require separate new P25 pagers as referenced in Appendix D or as a feature of the radio?	Athol requires both paging over the new P25 subscribers and separate P25 pagers. Quantities for P25 Pagers are listed on the Pricing Pages. Addendum #2 includes updated RFP language for P25 Pagers.

2-May	17	7 Connectivity Network	Dark fiber-optic cable may be available to link existing Athol owned radio sites and PSC.	When will the town identify the availability and location of the Dark Fiber?	There is currently no fiber in use by Athol. Athol previously requested pricing for fiber service from Spectrum and the estimate is \$500-\$600 per month (per site) for 100x100mbps service. Massachusetts Broadband Institute (MBI) has fiber drops in each location, but this is fiber managed by MBI, is not "dark" fiber, and is not currently in use by Athol.
2-May	18	8.2 Tiers	Selected units shall be dual band or all-band including operation in the VHF band (136-174 MHz) and/or 700/800 MHz frequency bands (768-861 MHz).	Does Appendix D supersede any inconsistencies found in the RFP? Are all required features listed in Table 8-1 Subscriber Unit Features?	Quantities in Appendix D Pricing Pages may be relied upon for pricing. All required features listed in Table 8-1 are subscriber features.
2-May	19	8.6 Upgrades to Existing P25 Subscriber Units	The Town of Athol Public Safety agencies currently have some UHF Motorola APX P25 capable radios. Existing P25 capable radios should be upgraded with any necessary software or hardware to enable these existing radios to work on the new UHF P25 conventional radio system	This requirement may be exclusive to Motorola proposers. Will the Town consider waving this requirement from the RFP and have these features added with their current Motorola vendor?	Motorola P25 radios are certified to work on all other vendors P25 radio systems. If the proposed radio system is not a Motorola P25 system, Athol will estimate the Motorola upgrade costs for these existing subscribers when evaluating the proposer's pricing. Alternatively, if the proposer is using non-Motorola radio equipment, the proposer can provide pricing for replacement of existing Motorola subscribers.

2-May	20	8.7 All-band	Subscriber equipment shall be capable of operating in all public safety bands (VHF, UHF, and 700/800 MHz) and shall be equipped with appropriate antennas, features, and accessories.	Please clarify as this conflicts with section 8.2 above.	Athol requires both single band and all-band subscribers as part of this procurement. Proposers should provide the quantities requested in the Appendix D Pricing Pages.
2-May	21	8.11.2 Intrinsically Safe Portable Radio	Portable radios for Fire Fighters	Please clarify if all radios need to be intrinsically safe as listed in Table 8-1 Subscriber Unit Features or if Appendix D is complete.	All portable radios for the fire department should be intrinsically safe as listed in Appendix D Pricing Pages. All other radios are not required to be intrinsically safe.
2-May	22	9.3.2 Existing Sites	High Knob Water Tank	Who should be contacted for questions, information, and approval regarding the use of the High Knob Water Tank	The town of Athol owns the High Knob Water Tank. This site is available for use in proposer's design. Please email Athol@cta-c.com for further question regarding the High Knob Water Tank.
2-May	23	9.14 Backup Power Systems	Standby generators and UPS backup power supplies	Are standby generators and UPS backup power supplies required at all sites?	The RFP only requires replacement of emergency backup generators at tower sites. The proposer shall provide new UPS systems for all equipment installed under this procurement.

29-Apr	25		<p>The radio room at the FD needs upgrades, and we would like to see if there is a possible alternative location for the equipment that we can recommend. We have the same concerns for the PD. Also, one of our major redundancy elements would require line-of-sight from the FD to Bearsden, and we would like to confirm that exists. Our software shows it is feasible but confirming it would be ideal.</p>	<p>If you believe the existing FD and PD equipment rooms require upgrades, please include these upgrade costs and scope in your proposal. Proposers are able to investigate line-of-sight between FD and Bearsden on their own as access to FD and the Bearsden sites is not required to confirm line-of-sight. Microwave connectivity is not mandatory as part of this procurement, however, can be used if necessary.</p>
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