

Number	Question	Answer
1	Regarding your categories and manufacturer's listed in Exhibit B. If a manufacture is not specifically listed...yet has equipment equal to the ones the State has listed therein, are we able to add our information on our product(s) for this marketplace analysis?	Yes
2	Category 1 states "Mobile Radios" is there a separate section for Portable (or Handheld) radios?	No
3	Please be advised that MR-26's part number (F4011 41 RC) is a Icom Landmobile Portable Radio, not a mobile radio. Secondly, this item has been discontinued and is no longer available. We have replacement offerings such as the F4001, F2000, F2000D Series radios.	Noted
4	Please be advised that MR-27's part number (IC-M73PLUS) is a Icom Marine Portable radio, not a mobile radio. This is an active item at this time.	Noted
5	Will the winning bidder for an individual item be the sole provider of this item?	See "Award Criteria" on page 10 of B90_ITB_Document
6	How did the list of items on the spreadsheet get derived? There are essentially no items on the list that we sell to agencies.	The list in Exhibit B is based on historical purchases. There are percentage discount categories were you can include your manufacturers
7	Does the "Micro Business" submission need to be submitted prior to phase 1 of the process? Who will this be submitted to?	Yes, supporting documents need to be uploaded in Biznet when responding to the solicitation
8	Would we pay transaction fees to EASI for sales to local municipalities we service?	Yes. The awarded contractor(s) are to report sales for any state purchases as well as purchases from political subdivisions who purchase off of this contract.
9	Do we need to get setup with EASI prior to submitting "Phase 1"?	No, once all bid submissions are received (Phase 1), the DAS will go through their normal review process. If approved to move on to phase 2, the reverse auction phase, you will then be asked by EASi to register on their platform, as well as set up a 1 on 1 platform training with EASi.
10	How will this process work?	In regard to the reverse auction process, please reference Pages 7 - 8 of document B90_ITB_Document
11	Will there be another follow up Q&A?	No
12	Will the bid be awarded to one company or multiple companies?	See question 5
13	The market basket shows only a limited number of the 2-way products, how do we take exception? or add additional items?	Bidders are able to offer alternates/equals to all products in Exhibit B. Please indicate items you are bidding in the market basket by selecting Y or N from the drop-down menu. Adding items to the market basket is not permitted.

14	How will accessories pricing work for various vendors with different discount rates?	In Exhibit B - category list you should provide your manufacturers and during the pricing event you will be able to offer discounts for each category and manufacturer
15	In regards to labor pricing, will the auction allow for us to quote labor with a minimum number of hours charged out? Example after hours calls are usually billed at a minimum of 4 hours.	No.
16	The excel price sheet B does not allow user to input the required field information in columns I-M. example Column I is a Y/N answer but they field will not accept that answer. See screen shot. Is there an error in the form?	The excel file should not be locked and allow for entry - please double check
17	Reverse Auction Requirements. Please clarify the Reverse Auction Process. What is the process and what does that involve? The reference that Bidders may submit multiple prices and the lowest price will be selected for Exhibit B is confusing.	In regard to the reverse auction process, please reference Pages 7 - 8 of document B90_ITB_Document
18	Micro Business (10%) Price Preference. For consideration of this preference, submission of a Tax Return or letter from a CPA is understood. Is there any additional documentation or form required in the submittal for this consideration?	No
19	Is there an advantage for minority owned business?	No
20	Award Criteria. Reference the award criteria factors, will there be only one vendor who receives an award for a product at the lowest price, or will the contract be awarded as it was in previous years to multiple vendors?	See question 5
21	5. 7. Labor Rates. Hourly Labor Rates will be provided on Exhibit B. a. Can this spreadsheet be customized as required for the various labor classifications?	Bidders may enter classification and they may be taken under consideration.
22	6. 8. Service Requests/Repair Time Frame. Are the requirements in this section specific to new products that are sold under this agreement? Would this requirement for loaners or replacement not apply for repairs on existing equipment?	Any and all products
23	7. Contractor shall be available 24-hours a day, 7-days a week to support the State on all emergency repairs, including holidays.	Yes

24	8. Is it assumed that repair requests would be limited to specific products that respective companies support and have the capability to repair?	Yes
25	9. Is there an opportunity to specify counties where repair services are available in the State as in previous contracts?	This should be included with your response.
26	10. Functional Upgrades. Please clarify the requirement that all products must be updated by the Contractor to the most current version/operating platform. Is this for new equipment which is being sold at the time of sale? Or is it the intent of this section to provide a maintenance agreement for ongoing upgrades?	New equipment which is being sold at the time of sale
27	The reverse auction process is new to us and we are not sure the how the process will work and what format will be required for submittals for the pricing phase and during the auction event itself. If we are selected as a qualified bidder will there be an opportunity to ask additional questions regarding Phase Two and for the auction events?	Yes. If approved to move on to phase 2, the reverse auction phase, Bidders will then be asked by EASi to register on their platform, as well as set up a 1 on 1 platform training with EASi. Bidders may ask any additional questions about the reverse auction process during this time.
28	Past contracts have included additional services such as engraving services and specialized programming of radios. Customers have requested this and other services, but the Price Schedule [Exhibit B] does not provide a method to price these services. Will we have an opportunity to add services related to OEM and NON-OEM Radios and Radio Parts and Accessories that are not specifically shown on the Price Schedule [Exhibit B]?	Additional services will not be added to the Price Schedule Exhibit B. Service rates are include in Exhibit B Price Schedule.
29	Past contracts have allowed us to utilize and bill for the use of "man" lifts and other equipment required to perform the installation of equipment which is provided as a part of the contract. Will we be able to include the use of this specialized equipment and associated pricing as part of this bid/contract?	No
30	The previous State of Connecticut contract [14PSX0073] structure allowed for design of complex and custom (build to order systems) utilizing several manufacturer's equipment and parts and various types of labor. Will the reserve auction allow for procurement of custom designed and complex build to order systems?	The method of award will be based on the information during the reverse auction and awarded supplier(s) will be able to customize any special project requests.
31	We have several state agencies that require annual fixed, flat service agreements for the equipment purchased as part of this type of contract. These plans are priced per piece of equipment and on a per year basis and could be included with our submittal. Will there be an opportunity to submit pricing for ongoing service relative to system and equipment lifecycle plans?	Pricing must be held fixed for a year. Individual agencies may submit to the awarded contractor(s) a statement of work, where service pricing will be requested.

32	We often utilize the current state contract to sell goods and services to political subdivisions of the State of Connecticut. With the reverse auction program, will there be one master auction that will create a catalog for all eligible agencies to utilize going forward or will there be an auction event for each separate political subdivision or state agency's procurement or project?	The reverse auction on January 9th will be the only auction for this contract.
33	Several of our distributors have inconsistent cost vs list prices and we therefore cannot provide the most aggressive pricing in a list price - less discount pricing scenario. In the past we have been allowed to submit catalog pricing in either a percentage discount off of list pricing method or a cost-plus margin method on a per manufacturer/distributor basis. The flexibility to utilize either pricing method allows us to provide the best pricing to the state. Will we be allowed to submit cost-plus margin pricing for certain vendors for their catalog?	Bidders will have the ability to provide your discount or cost plus per category. You can indicate which manufacturer correlates with the provided markup or discount.
34	We utilize multiple manufacturers/distributors for each category listed in the Category List in Exhibit B. Will we be able to bid multiple manufacturers/distributors per category?	Bidders will be asked to provide which the manufacturers they represent in a revised exhibit b category list tab. This is to be completed in their bid response.
35	As part of the equipment installation process which we provided per the previous contract, we routinely used approved subcontractors for specialized trades such as electrical and tower labor. Will the state consider allowing us to provide pricing for these and other related services required to make systems functional, but may be performed by subcontractors which have been approved by the contracting agency?	subcontracting is not allowed.
36	Will 19PSX0088 be replacing both 14PSX0073 and 16PSX0049?	14PSX0073 and 16PSX0049 are both expiring. 19PSX0088 will be the Contract to purchase OEM and Non OEM radios, radio parts, accessories, and related part and services.
37	SP-22 Section 2 states that DAS/Procurement shall determine the lowest bidder. Can we assume, as had been done in the past, that multiple bidders will be awarded? Or is the state changing everything and awarding only one bidder?	see question 5
38	The EASI Supplier Agreement Terms and Conditions states that we will pay a 1% fee on all contract sales. Does this cost have to be built into our product cost or can it be a standalone passthrough fee to the customer?	The 1% transaction fee should be built into your price offer.

39	In the past, a bidder has submitted a percent discount off each manufacturer's list pricing. This created a simple process for us to calculate pricing. As you know, some manufacturers have thousands of items for sale. Most of these items have interdependent associated items that must accompany the main product such as a battery or antenna. How will the reverse auction handle this as it does not seem possible to price each item individually as there are just too many?	The Market Basket in Exhibit B is priced for fixed line item pricing. The Category List in Exhibit B is for category percentage off.
40	If we come across a radio on Exhibit B Price Schedule like MR-1, TK-6110 that is discontinued, do we understand correctly that we can substitute it with a radio of our choice?	Yes, Exhibit B allows you to indicate your alternate if you are not bidding as specified.
41	If we come across a radio on Exhibit B Price Schedule that we do not carry, but we have an alternate option, do we understand correctly that we can substitute it with a radio of our choice?	Yes, Exhibit B allows you to indicate your alternate if you are not bidding as specified.
42	If we substitute a radio in Exhibit B, our pricing could vary greatly from another bidder as we are now bidding different radios. Will there be a process to ensure the State recognizes that a different product has been proposed and that pricing may vary greatly? How will you ensure that this does not negatively each bidder's chance of being selected?	Bidders are being asked to indicate if you are bidding an item as specified, or not. If not, you are to provide your alternate. DAS will review all proposed alternates to verify that they meet or exceed the required specifications.
43	The category list is missing portable radios, microwave systems, repeaters, system infrastructure, network switch equipment, etc. Can these categories be added?	Use Category # 11 "other related equipment"
44	The category list has a mobile radio line item. Can this be broken out by radio manufacturer? Such as Kenwood, Motorola etc as each manufacturer will have a different price structure. Can other categories be expanded in this same manner?	You may identify the manufacturer you would like to provide your discount off of in the excel sheet.
45	In the past we have had to upload letters from all of the vendors we represent. This is a great deal of labor time for our staff. In the spirit of the DAS's Procurement Divisions goal of being business friendly, are we correct that this requirement is no longer necessary?	Yes
46	In the past we have had to upload list pricing information and catalogs from all of the vendors we represent, most of this information is available publicly on the internet. This is a great deal of labor time for our staff. In the spirit of the DAS's Procurement Divisions goal of being business friendly, are we correct that this requirement is no longer?	Yes
47	Are the items listed in 'Exhibit B Price Schedule' the actual and only items for the bid? The list contains some old model radios/control stations/accessories. Newer models are available and would be bid as alternates for applicable items. Can bidders bid multiple different alternates for an item?	You may provide an alternate for those old models.
48	Are bidders allowed to add radios/control stations/accessories to the list?	No.

49	Exhibit A section 1(b)3. – reference is made to “Exhibit B SP-16.” Where is SP-16 in Exhibit B?	This is an administrative error and should read Exhibit B, Price Schedule. Exhibit A has been modified
50	Exhibit A section 1(b)6. – training services are to be provided at no cost to the State. Is this for even single quantities of radios or accessories? Training is typically available on an hourly rate basis, or included in multi-unit, system, or fleet-wide projects.	Refer to Exhibit A 1(b)6 for Training Services requirements
51	Will the Reverse auction award for any items or groups of items to more than one Vendor?	See question 5
52	When suggesting an alternate item, will the item become a new bid item or will it replace the item it is being suggested under?	Bidders are responsible to know which items you are bidding an alternate for. The reverse auction platform will indicate the item specified in Exhibit B. If you are bidding an alternate, for any item, your price must reflect the alternate item you are bidding.
53	In Exhibit B, tab “Mrkt Basket,” will line items be bid individually or will they be bid by whole categories?	Individually
54	In Exhibit B, tab “Mrkt Basket,” if items are intended to be bid as a whole category, could line items be bundled into like manufacturers? I.e. all Motorola radios in one group, all Kenwood in another group, etc?	Items in the Mrkt Basket are being bid individually.
55	For Exhibit B, tab “Mrkt Basket”, Category 1 “Mobile Radios” currently has Tait, Kenwood, Motorola, Icom, etc. all included in the same group. Has consideration been given to the fact that there may not be a single vendor authorized to sell the entire category due to established dealer relationships with radio equipment vendors? For example, an Authorized Motorola Dealer may be unauthorized to sell Tait brand radios, and vice versa.	See question 5. Please specify which items you are bidding on by indicating Y or N from the drop-down options in column I.
56	Exhibit B lists “Estimated Usage” for each “Fixed Price Item.” What length of time was used to develop those values and what length of time is this Contract expected to be in effect?	The estimated usage is annual.  The contract will be in effect from January 1, 2020 through June 17, 2024 and may be extended for additional terms beyond the original term, prior to termination or expiration, one or more times for a combined total period not to exceed the complete length of the original term. (Per the Contract Document).
57	Exhibit B, tab “Category List” has a column heading which is titled “% discount off items not listed in Market Basket.” These categories include a significant number of different vendors and products. Each with different pricing and discount structures. Would the State consider utilizing produce lists from State contracts 14PSX0073 and 16PSX0049?	Bidders will be asked to provide which the manufacturers they represent in a revised category list tab. This is to be completed in their bid response.

58	Exhibit B, tab "Category List" has a column heading which is titled "% discount off items not listed in Market Basket." How do bidders respond to bidding the category? How will reverse auction handle this list?	Bidders are not being asked to include your % discount in your bid response by the 20th. The reverse auction platform will have 11 fixed line items to represent each of the categories. Bidders will be asked to then provide your category discount during the reverse auction. Final bid layouts will be presented during the platform training with EASi.
59	Exhibit B Mrkt Basket – Fixed Line" does not include line items for public safety grade radio equipment the state currently purchases or may consider using in the future. For example, the state has previously purchased Kenwood VP6430 portable radios and various models of Motorola radios. Will there be a separate Contract for Public Safety Radios?	No
60	Exhibit B, Line MR-3 – RELM Wireless is now part of BK Technologies, is this item referencing the KNG or the KNG2? Which features and accessories should be included for this item? For instance P25 Phase 1, Phase2, OTAR, OTAP, Encryption, etc.	If the product is not available you should enter your equal or alternate product.
61	Exhibit B, Line MR-36 Please provide more information on this item and what specifically is desired when referencing "Interoperability Radio Package?"	See revised Exhibit B
62	Exhibit B, Category 10, items related to cabling: should they all be bid by the foot?	See revised Exhibit B for unit of measures.
63	RF cable requires connectors, does the state intend to include connectors as a separate line item?	Connectors would fall under the Category list 11 (other related equipment) the percent discount.
64	Exhibit B, Line INS-3, INS-9, and INS-13 refer to Green Ground Wire, Should this be a single item of #6 gauge stranded Green Ground wire.	Please provide your alternate for INS-3 and INS-9 and INS-13 will be removed from Exhibit B
65	A significant number of items listed in Exhibit B are no longer in production. Is the State going to update the list to include only in-production equipment or will bidders all provide alternatives?	Bidders may provide an alternate for any items that are not in production.
66	How do bidders communicate to the State authorization to resell specific manufacturers' products as required in Exhibit A sections 1.(a) and 1.(b)3.?	Bidders may be asked to provide documentation if requested
67	No mention is made in the bid documents about ensuring all submitted alternatives be approved by the FCC for use in the U.S. How will alternative submissions be handled in regard to this concern?	Refer to the updated section of Exhibit A 1(a) "Contract Description"
68	Exhibit B, Line INS-10 and INS-11 refer to LMR-400, although one lists Belden as the manufacturer. Are these both referencing Times Microwave LMR-400, or is the second item supposed to be Belden 9913 which has a similar profile to that of the LMR-400?	INS-10 and INS-11 will be consolidated into one line item. See updated Exhibit B.

69	Exhibit B, Line INS-12, is this item referring to the product made by "RFS" or the product made by "Commscope" as there is a large cost difference between the 2 items? Should this be bid by the foot or by the full spool?	Please provide your alternate for INS-12. See updated Exhibit B with unit of measure.
70	Exhibit B, Line INS-7 item number 430174 is a specific cable produced by Commscope, not a jumper. Should the item number be Tessco # 555139 which is a jumper provided by Tessco using the Commscope cable part number 430174??	Yes
71	Exhibit B, Line INS-4, INS-5, INS-6 could refer to multiple different items, please clarify what item is desired by item # from a major supplier such as Tessco for reference.	Please provide your alternate for each of those items.
72	Exhibit B, Antenna category has multiple items that duplicate cables in the Installation category or connectors that match items in the Control Station category. (ex. ANT-6,15,16, CON-5) Will these item overlaps be eliminated prior to the reverse auction being run?	See revised exhibit B.
73	We request an extension in the ITB schedule allowing another question submission period after answers are posted and for time to define a full products list to include in the reverse auction process.	ITB schedule has not been changed.
74	Is it the intent of this bid to award only one vendor for each item on the Market Basket?	refer to question 5
75	Is it the intent of this bid to award only one vendor to each of two price pages listing 11 categories on one page and Labor Service rates on the other page?	The State reserves the right to award in any manner that is in their best interest. Whether it be a single award or multi award.
76	If a manufacturer of a product does not publish a list price or MSRP, can we use a cost plus markup?	Yes
77	Most manufacturer's do not include a written user manual or service manual, but make them available on line. Will providing the link to these satisfy the manual requirements?	Bidder shall meet the requirements in Exhibit A (b)1. Paragraph two.
78	On the Category list where discounts are given as a percentage off list, there are different markups and discounts from the various manufacturers, if we want to provide more than one manufacturer in a category, how will we differentiate if the discounts are different? Example: Mobiles: Brand A is 10% off list, Brand B is 15% off list.	Bidders will be asked to provide which the manufacturers they represent in a revised exhibit b category list tab. This is to be completed in the bid response.
79	Many of our existing accounts are municipalities, schools and non-profit organizations, if they purchase directly from us as they have in the past, and do not use EASi, are we expected to pay a transaction fee on those sales?	The EASi 1% Transaction fee only applies to any state agencies or political subdivisions who access/ purchase off of this contract.
80	Are Churches and Synagogues included in the Non-Profit entities?	Any entities, state, municipal, or any other political subdivisions who access this contract and pricing are subject to the EASi 1% transaction fee.
81	Are the category sections and service rate sections part of the reverse auction?	Yes



82	Once the reverse auction begins, how long is the window open to fill in prices?	If approved to move on to phase 2, the reverse auction phase, you will then be asked by EASi to register on their platform, as well as set up a 1 on 1 platform training with EASi. Following the training, you will be asked to enter in your initial price offers (placeholder bids) on all line items, prior to the beginning of the event. When the event begins on 1/9 at 11:00AM, you will then have the ability to adjust those placeholder bids downward, if you would like. The final duration of the event has not been decided yet and will be covered during your platform training with EASi.
83	If a product has a longer delivery date than 30 days, which many items do, how does the dealer avoid being penalized?	Exhibit A has been modified to accommodate this.
84	Do CT dealers have any advantage over dealers that are not located in CT?	No
85	What licensing and certifications does the state require to sell these products?	Bidder shall meet the requirements in 1(a)
86	What licensing and certifications does the state require to service the equipment?	Bidder shall meet the requirements in 1(a)
87	Exhibit A, #9 Functional Upgrades. Regarding the current firmware & software, is this at delivery of the product or is the state expecting the dealer to update the product at no charge in the future if new firmware or software becomes available?	Refer to question 26
88	In the Category price page, item 10, what is installation and mounting? Is that hardware or labor? If labor is that an hourly figure? Without knowing what equipment or the type of vehicle or structure the equipment is being installed on that would not be possible to answer what would be required.	All category percent discounts are in references to products, including installation and mounting hardware / products. All labor is in the "Service Rates" section of Exhibit B.
89	Please clarify Exhibit A, Section D. Is there a fee to participate in the auction? There is a reference to paying a transaction fee prior to the auction. Other than the 1% transaction fee which are paid monthly on purchases that are paid for by the customer, are there any other fees?	There is no fee to participate. The EASi terms and conditions must be executed in your bid response.
90	If payment is made to EASi by the dealer with a credit card, it states there will be an additional 3% charge. Isn't this a violation of section 42-133ff, which states: No seller may impose a surcharge on a buyer who elects to use any method of payment, including, but not limited to cash, check, credit card or electronic means, in any sales transaction?	Based on section 42-133ff, if you decide to use a credit card EASi will not charge you the additional 3%.
91	Regarding service work, previous state contracts did not allow travel time to be billed, but would allow a minimum number of hours to be charged. For after hour service calls, we need to pay our techs a minimum number of hours to come in. How do we address this?	Please note that in your bid response in the Exhibit B under service rates.

92	Bid states, "if a radio cannot be repaired within 3 days, the servicer must provide a loaner" Is this required if the servicer didn't sell the original radio? It may be a brand the dealer doesn't sell.	Yes, an approved equal may be accepted by the Client Agency
93	Is there a way a dealer can ask to be removed from this contract in the future if it presents a financial burden?	Termination of the Contract shall be done in accordance with section 9 of the Contract Document on page 7.