

**RFP No. FIN-0606SE**  
**Statewide Security Screening Equipment And Maintenance Program**  
**Questions and Answers – Second Set**

Question #1 In the Specifications for "Security Screening Equipments & Maintenance Services" (paragraph 4.1.2) are listed Magnetometers, Hand Held Screening Devices and X-ray Inspection Units. Is it possible to offer some of the required items (Walk Through and Hand Held Metal Detectors) separately, or must the qualified company offer all products on the RFP?

**Answer #1 It is possible to offer some of the required items separately.**

Question #2 In the Specification for "Handheld Screening Device" (paragraph 4.1.2.1.3.g) it is required "Audible or vibrate warning modes". Is it sufficient that the device is provided with Audible only or Vibrate only warning mode?

**Answer #2 We require the option for both, audible and vibrate options.**

Question #3 Is it possible to offer more than one piece of equipment that meets the minimum requirements of the specifications (such as multiple Walk Through Metal detectors) in order to allow for the end user to determine the product that might best suit their needs?

**Answer #3 Yes.**

Question #4 Clause 1.3 of the RFP indicates that the AOC intends to award a Master Agreement for an initial period of two years and three additional one year options for a possible total of five years of supply. It is conceivable that during the five year period, a manufacturer for one reason or another, such as the development of new technology, may decide to offer a new machine in lieu of the proposed screening equipment. Will a vendor be allowed to substitute such a machine for the proposed equipment assuming that the new machine meets the specifications of the RFP?

**Answer #4 Yes, provided that, per RFP section 4.1.8, the vendor includes in its quarterly program report to the AOC a list of all products that are manufacturer discontinued within the current quarter or are scheduled to be manufacturer discontinued within the next twelve month period. The report shall include a proposed replacement product for any product that is manufacturer discontinued.**

Question #5 Clause 2.7, Evaluation Criteria, provides a list of the evaluation criteria in descending order. It also states that these criteria are weighted. Can you state the weighting of each criterion?

**Answer #5 We do not state the weightings, however per RFP section 2.7 the evaluation criteria are listed in order of descending priority.**

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- Question #6 Clause 3.2.4, Product Availability states, “The vendor shall describe its access to products and ability to fill a large number of orders, including installation services, within three (3) months of contract award.” Is the three months measured after award of the Master Agreement or the issue of purchase orders by the Purchasing Groups ?
- Answer #6 After the award of the Master Agreement.**
- Question #7 Clause 4.1.2.1.4, Item a. states minimum tunnel measurements must be 24” wide by 16” high. Can you modify to read “Minimum tunnel measurements must be not less than 23.9” wide by 16” high”?
- Answer #7 We can accept a minimum tunnel measurement of 23.9” wide by 16” high.**
- Question #8 Section IV 4.1.2.1.1.a. (page 21 of 47) “*Measurements: minimum internal measurements must be 28” wide...*” In our work with the state courts previously, it has been mandated that the magnetometers be ADA compliant. ADA width compliance is 32”. We would propose that the specification be changed to read “Measurements: minimum internal measurements must be ADA compliant”
- Answer #8 No, this does not need to be changed, the units are not required to be ADA compliant since most courts make alternative accommodations for ADA.**
- Question #9 Section IV 4.1.2.1.1.f. (page 21 of 47) “*Must be able to detect mixed alloy, magnetic and non metallic weapons*” Please define a “non metallic weapon”? Is it similar to a Glock, which is constructed of plastic polymers but has a metal firing pin? Or is “non magnetic” the correct wording? (See section 4.1.2.1.3 h. under Hand held Screening Device.
- Answer #9 RFP section 4.1.2.1.1.f shall be revised to read:  
Must be able to detect mixed alloy, magnetic and non magnetic weapons.**
- Question #10 Section 4.1.2.1.2 (page 22 of 47) This section does **not** specify that the magnetometer must be able to detect mixed alloy, magnetic, and non metallic weapons. (section IV 4.1.2.1.1.f for permanently installed units) Smart Security Solutions would like to propose addition of this specification for the portable unit as well. This will help to insure the safety of employees and court visitors where portable units are deployed.
- Answer #10 Yes, this was omitted from the portable version.**
- Question #11 Section 4.1.2.1.4 g (page 22 of 47) “*20” minimum color monitor with digital video memory*”. Until recently, the common standard for monitor dimension was 17”. It is now typically 19”. Smart Security Solutions would like to propose the following wording. “19” minimum color monitor with digital video memory”
- Answer #11 Minimum 19” color monitor will be acceptable.**

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Question #12 3.3 Company information: We would like to seek an exception to this request. We find it invasive and will be determined to be so by the owner.

**Answer #12 A response to section 3.3 (Company information) is a requirement of the RFP. However, if a vendor believes that the requested information meets the disclosure exemption requirements of the California Public Records Act (“PRA”), as discussed in section 2.1.2 (Disposition of Material and Confidential or Proprietary Information) that section of the response may be marked as confidential and/or proprietary. The vendor’s proposal should include a request to treat the information as proprietary and a statement explaining how the information meets the disclosure exemptions.**

**After review of the vendor’s request and prior to evaluation of the proposals, the AOC will notify the vendor if it does or does not consider the information submitted to be exempt from disclosure under the PRA. If the AOC does consider the submitted information to be exempt from disclosure under the PRA, then that information will not be disclosed pursuant to a written request for public documents. However, if the AOC does not consider the submitted information to be exempt from disclosure under the PRA, then that information will be subject to disclosure pursuant to a written request for public documents. At the time the AOC notifies the vendor of the disposition of the submitted information, the vendor will have the option to withdraw its proposal or proceed.**

Question #13 4.2 Estimated Volumes: We would like to know the estimated volume of units anticipated, respectively, 4.1.2.1.4 X-ray Inspection Unit. It is imperative to know this so we can offer our best price to vendor in accordance with GSA pricing.

**Answer #13 Per Section 1.3 “Project Overview” of the RFP, the AOC intends to award one or more Master Agreements to a vendor or vendors that is able to supply the members of the Purchasing Group throughout California with an unknown quantity of security screening equipment and maintenance services. Therefore, the AOC cannot provide estimated volumes.**

Question #14 4.1.2.1.1 Magnetometer, general requirements. Under requirements, letter H, we request an exception regarding the visibility of said unit to have a visible indicator on both sides of unit. The multi-zone unit we manufacturer has a visible detector on one side only, which nationally has been endorsed as effective & acceptable.

**Answer #14 While you may submit a proposal for your multi-zone unit with a visible detector on one side only, the final determination on the functional acceptability of the unit will be determined during the product demonstration, interview and presentation phase of the RFP process as outlined in RFP section 2.8.**

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Question #15    CONFIDENTIAL; With regard to Section 3.3.f , “*an audited profit and loss statement and balance sheet for the vendor’s last (3) years.*” As an alternative to this request, can a firm submit its certified 1120S Tax Return?

Answer #15    **Yes, if Schedule L is included. If Schedule L was not completed, we will accept financial reports in accordance with the American Institute of Certified Public Accountants (AICPA) reporting standards.**