Proposal 14802– GPS AVL System
Questions and Responses Set 1

Q1) The date given for the event "Announce Successful Bidder / Intent to Award" is shown as August 17, which is before the "Bid Opening / Proposal Due" date. Please confirm that this is incorrect and provide an updated procurement timetable.
R1) The Date should be September 4, 2015. Please see addendum 1

Q2) Please clarify that the price proposal totals are just for the initial year of the contract, and not for each subsequent year of extension.
R2) The prices should be broken out by the initial contract year followed by the cost per year for each of the option years.

Q3) What company worked with Iowa DOT over the past five years?
R3) Location Technologies Incorporated is our current GPS/AVL provider. Sprint as our current cellular service provider for the GPS/AVL System. Verizon is our current cellular service provider for our Plow Cam Service.

Q4) What are the model(s) of Cirus Spreadsmart controllers that are being used: Spreadsmart Rx, Spreadsmart Rx Touch, or other?
R4) Our Trucks are currently outfitted with the Spreadsmart Rx and Tigershark box. We have a small number of trucks that have the mini-Tiger Shark box. We have 12 Tow-Plows in our fleet that are outfitted with the Great White box and 2 mini-Tiger Shark boxes

Q5) What version(s) of firmware are the Cirus Spreadsmart controllers running?
R5) we are currently running version 6.65A on all trucks, with the exception of the 55 new trucks that are just entering into our fleet this summer/fall. These 55 trucks will be running on version 6.65B

Q6) How is the iPhone intended to return images to the two websites referenced in the RFP in the new system? Please provide sufficient technical detail to understand the system architecture, security requirements, and network topography.
R6) The iphone will connect to our systems via a FTP connection using the internet hotspot that you will be providing per the requirements of the RFP. The WiFi hotspot will have to be password protected to prevent unwanted use.

Q7) What is the resolution of the images being returned by the iPhone?
R7) The resolution is configurable on the phone with three possible settings. 640x480, 960x540, 1280x720

Q8) Would the State consider an alternative image-capture solution if it was less expensive and provided the same quality of images?

R8) We would be open to consider other options as long as:

1. **The photo quality remains the same or improves**
2. **Current functionality for posting the photos on both the internal website and the public facing Track-A-Plow website remains the same.**
3. **It has zero impact on the operators**

Q9) For clarification, Phase I install of 500 units is to occur September 2015 to March 2016 (Q1-3 of FY 2016). Phase II install of 400 units is to occur from July2016 to September 2016 (Q1 of FY 2017). Please confirm that this is the desired installation schedule.

R9) Yes, as described in the RFP, this is the planned installation schedule with a final completion date for all truck installations of no later than October 15th, 2016.

Q10) After the installation of the system in the initial 6 trucks, what is the contractor scope of work for the following requirement: "Contracted technicians will assist Iowa DOT staff with all Phase I and Phase II equipment installations."

R10) The contracted technicians refers to technicians or staff members provided by the successful vendor. It is our expectation that there will be 2-3 installation teams comprised of staff from the vendor and the Iowa DOT that will concurrently conduct all installations and testing at the designated garage locations during both Phase I and Phase II.

Q11) What is the estimate for the data volume generated by the Wi-Fi wireless hotspot? This, along with the image resolution of Question 7 will allow us to determine the proper cellular data plan.

R11) – The data volume is based on the number of snow events and on the phone resolution settings.

The below estimates are on the high end

@ 640x480 expect an image size of ~100kb

@ 960x540 ~ 200kb

@1280x720 ~300kb – we should probably remove this setting if we are going to limited data plans

Most of the trucks are setup to send images every 10 minutes, so a truck will send ~ 1.2mb of images per hour Assuming 60 hours/wk = 72mb

Q12) Do the Cirus Spread Smart Controllers currently collect all required engine data (see RFP Section 3.3), is the GPS/AVL to be the only interface to the engine data, or is the GPS/AVL required to interface to the engine data along with the Cirus Spread Smart Controllers?

R12) The GPS/AVL system must interface with the Cirus Spreadsmart Controllers and with the ECM. The Cirus Controllers do not collect engine data.

Q13) Is a J1939 port available within 1 foot of the expected mounting location of the GPS/AVL, e.g. under the seat?

R13) No.

Q14) "The system must be able to record … every 15 degree position change…"Is this a requirement to record every 15 degree heading change?
R14) Yes.

Q15) What is the format of the Driver-ID port, and what information is to be captured using this port?
R15) This is to give the Iowa DOT the ability to identify the individual operator by using either an ID Card or a key fob.

Q16) What is anticipated to be connected to the "6 inputs connections points and 4 out-put connection ports"?
R16)
Inputs = Plow sensors (front plow, wing, underbody) Spreader Controller, Air and pavement temperature sensors, engine data.
Outputs = ID Reader, Vehicle Immobilizer

Q17) What system is currently in place to monitor road/air temperature sensor data? Is this sensor connected to the Cirus Spreadsmart Controller?
R17) our current sensors are Road Watch sensors that are not connected to the Cirus Controllers.

Q18) For the glass-mounted antennas: are the windshields made of passivated glass or have metal tinting applied? What is the thickness of the windshield? Are there any other antennas currently installed on the windshield?
R18) The truck windshields are standard windshields that have no other antennas mounted on the windshield.

Q19) What are the make/model/year of the fleet of vehicles into which theAVL/GPS is to be installed?
R19) See addendum 1

Q20) What does the state expect to occur if the vehicle does not have 4G-LTE coverage?
R20) We require that the proposed solution be 4G-LTE compatible and be capable of transmitting data over a 3g data connection when/where 4G is not available. In instances where there is no data connection available the data must be retained until a data connection is available. Collected data shall transmitted within 15 seconds of re-establishing communications.

Q21) According to the Procurement Timetable, responses are due on August 19, 2015. Response to submitted questions are scheduled to be published on August 12, 2015. Assuming other potential vendors will have similar questions to those above, allowing six days for vendors to assess the responses and prepare a viable response is a very ambitious timeline. Obviously Iowa DOT wants the most comprehensive and complete responses from vendors. With this in mind, we would like to request that the RFP due date be extended until the end of August or first week in September.
R21) The Iowa DOT is following the procurement timeline as posted in the RFP.

Q22) Is the iPhone used for anything else other than camera, or are there plans to use the iPhone for anything else other than the camera? If so, what are the plans for the iPhone?
R22) The iPhone is currently designed to only be used as a camera to provide photos of the current road conditions. In emergency situations, operators would have the ability to use the phone to make an emergency call.

Q23) Please describe how vendors are supposed to view the following statements:

- 3.1 – "…Bidders are encouraged to propose a solution that not only meets the requirements but includes any and all applicable and available functionality."
- B1 – "Award shall be made to the lowest responsible, responsive bidder whose bid meets the requirements of the solicitation and is the most advantageous to the Iowa DOT unless otherwise specified."

It would seem that if a vendor were to propose any value-added services, this would count against them in the award of the contract. Is Iowa DOT interested in value-added services, or should a vendor seek to provide the lowest cost bid that meets all the RFP requirements in order to meet the lowest price requirement without regard to any value added services.
R23) The Iowa DOT is seeking a vendor who can meet the requirements of the RFP as identified in Section 3 and provide the best value for the Department. This contract will not necessarily be awarded to the lowest bidder.

Q24) The RFP document indicates that prices shall be firm for the duration of the contract. Does that include all potential contract extensions?
R24) Yes.

Q25) Does the iPhone, as installed, have security features to prevent access by the driver of the vehicle?
R25) Not at this time.

Q26) Please describe how the Evaluation Criteria are used to determine award.
R26) The evaluation criteria will be used by the Iowa DOT Evaluation Committee to score each proposal. The items listed in the evaluation criteria are not listed in any particular order of importance.

Q27) Please provide a % range for each of the evaluation categories so that a vendor can roughly determine the importance of the various categories to the DOT.
R27) Weighting of evaluation categories is not available to the bidders prior to the bid opening.

Q28) When, relative to the procurement timetable, is the weighting of the evaluation categories set by Iowa DOT?
R28) Weighting is already set but how the evaluation criteria are weighted is not available to the bidders prior to bid opening.

Q29) Which plans already established with cellular carriers does Iowa DOTcurrently hold, and is there a set expiration date for those plans?
R29) The state of Iowa is currently contracted with US Cellular and Verizon for cell phone services.

Q30) Please describe the intent behind the phrase "…readily accessible on demand…"
R30) Information must be readily accessible 24 hours a day/7 days a week by an Iowa DOT maintenance staff member to run various winter reports.

Q31) By including the requirement that "All data received must be geospatial referenced" does this limit the vendor's ability to send alerts or status to the system that indicate potential errors, such as loss of GPS due to error (for instance, damaged cabling).
R31) No.

Q32) Please provide an estimated total number of system users, and an estimated number of concurrent system users.
R32) Total number of system users = Estimated 500-600 users
Total number of concurrent users = Estimated 300-400 concurrent users

Q33) How do I locate the RFP for the AVL System and how do I register?
R33) Here is the link to our website were the RFP can be found http://www.iowadot.gov/purchasing/lettingschedule.htm#Formal . To register you will need to look along the left side of our web page and go into Vendor registration.

Q34) How does the camera, physically connect to the locator?
R34) 802.11b hotspot provided by the modem

Q35) Is the state providing all camera's?
R35) Yes, the Iowa DOT will provide all of the iPhone Plow Cam's and the Iowa DOT will be responsible for any changes/updates to the Plow Cam app.

Q36) Will the state or vendor store the camera data? If vendor, how long do you wish to require it to be retained?
R36) Both entities will be required to store the Plow Cam Data. Refer to 3.3, 3.6.1 and 3.7.1.1 for further requirements. Vendor will maintain the plow cam data for the life of the contract. At the end of the contract, the vendor will ensure all stored data is provided to the Iowa DOT in an agreed upon format.

Q37) Will the state provide a equipment list including plow count and plow locations?
R37) Refer to the map in Appendix A. Truck numbers per district may change.
District 1 (Central Iowa) = 161 trucks, 2 tow plows
District 2 (NE Iowa) = 149 trucks, 2 tow plows
District 3 (NW Iowa) = 145 trucks, 2 tow plows
District 4 (SW Iowa) = 128 trucks, 2 tow plows

District 5 (SE Iowa) = 138 trucks, 4 tow plows
District 6 (Eastern Iowa) = 171 trucks, 0 tow plows

Map in Appendix A shows all 109 garage locations, however as stated in the RFP the Iowa DOT will identify 2-3 garage locations per district that will be utilized as installation locations. These 2-3 locations per district will be selected to provide the greatest amount of work space to accommodate the installation teams and the least amount of travel time for trucks from the other garages within the respective district.

Q38) Under Section 4, Form and Content, can the State clarify the requirements of section 4.2.4, Specifications and Technical Requirements, and section 4.2.15, Work Plan? They currently ask for the same, responses to the Technical Requirements under Section 3.
R38) The statements in section 4 are repetitive statements reminding the vendor of the requirement to completely answer all of the technical requirements from Section 3 of the RFP in their bid proposal.

Q39) Can the State confirm whether vendors must de-install any existing GPS/AVL equipment on the 900 vehicles? Should this cost be included as part of the installation cost?
R39) The Iowa DOT will be responsible for removing the previous GPS/AVL system.

Q40) Under Section 3.3, Current Environment, it indicates there are 6 districts with 109 garage locations across the state. Under Section 3.4.1.2, Transition Plan, it indicates installations will be performed at 2 to 3 garage locations within each District. Can the State confirm that vendors only need to go on-site to a maximum of 18 sites across the state for on-site installations?
R40) The vendor needs to plan for 2-3 installation teams conducting installations concurrently in 2-3 locations per district.
Q41
There is no line in the Schedule of Prices for Training. How many training sessions does the State expect to need (would depend on number of users and locations)? Would these be on-site or over the web? Should vendors include training fees under the associated Software Costs?
R41) List any associated training costs as a separate line item under Project Management. The Iowa DOT will not dictate how training on the new system will be accomplished. Vendors need to address their training approach in their respective bid proposal.

Q42) Under Section 3.5, Cellular Service, what Data Plans will the State require to transmit vehicle information as well as data from the in-cab Apple iPhones? Should vendors split the Cellular Service Fee line under Schedule of Prices by the 435 vehicles currently transmitting both and 465 vehicles that would only transmit vehicle data?

R42) The Iowa DOT expects to utilize one data plan for the both the GPS/AVL data and the Plow Cam images. There should not be a need to split data plans.

Q43) Under Section 3.6.1, System Functionality, what is the use-case for the Bluetooth capability?
R43) Some of the sensors we are testing utilize Bluetooth connectivity. We would need to have this capability available to utilize these types of sensors.

Q44) Under Section 3.6.1, System Functionality, what is the use-case for including ellipsoidal height in information recorded from the vehicles?
R44) This would give the Iowa DOT a 3 dimensional capability.

Q45) Under Section 3.6.1, System Functionality, what is the use-case for 2 separate Ethernet ports, if devices will also have WiFi?
R45) This capability is needed to program the modem, for computer diagnostics and for possible future integration of a tablet into the cab.