



**Pre-bid Conference Notes for
IFB 180-1206 Two-Way Radios and Repeaters**

Wednesday, November 14, 2018, 10:00 a.m. local Arizona time
Meeting held using WebEx

Mike Nentwig, CPPB called the meeting to order at 10:01 a.m.

Mike Nentwig, CPPB introduced himself as the author of IFB 180-1206 and facilitated the meeting. The meeting notes will be posted on Mohave's website within 24 hours after the meeting. The questions asked today will determine if an amendment will be issued for clarifications, corrections and/or additions. The final decision to issue an amendment rests with Mohave. If an amendment is issued, it will be emailed to the email address provided on the vendor's Prospective Bidders registration. **Note: An amendment will not be issued.**

There were 5 interested parties who called in.

Reminders:

- FedEx, UPS and USPS will not guarantee overnight delivery to Kingman, as Kingman is a rural area. Be sure to mail, or deliver, the IFB's before the due date and time of December 6, 2018 at 3:00 p.m. local Arizona time.
- Any interested parties are welcome to the IFB's opening. The solicitation's sign-in and opening documents will be posted on our website within 24 hours of the due date.
- November 29, 2018 is the last day for questions. Written emails are preferred.
- **Statements made during this pre-bid conference are not amendments to the solicitation.**

Mike Nentwig, CPPB provided an overview of the procedure for the conference and solicitation reminders.

- Mohave is requesting that all participants mute phones, while on the call.
- **Roll Call**
- Mike Nentwig, CPPB will provide an overview and explanation of several points in the solicitation and discuss previously submitted questions and answers.
- A bid bond of \$100,000 is required. Bid bond must be signed by your firm's representative and endorsed by a surety company that meets the requirements in the bid.
- A minimum single job (set at: \$100,000), and current aggregate bonding capacity is required. Proof of your firm's single and current aggregate bonding capacity must be provided that meets the requirements in the bid.
- Provide workbook details and helpful reminders, e.g. searchable electronic formats, any preset formulas, electronic catalogs. Include our preference that the required 180-1206 pricing workbook be submitted with the bid in the original excel format.
- The contract vendor under an awarded contract remits the 1% administration fees to Mohave. Bidders/Offerors shall include the administration fee in all offered prices in the Price Schedule(s), and shall not add the administration fee separately (or as part of a reduction off the offered discount) into the prices.

Previously Submitted Questions and Answers:

- **Question:** Page 48 of the IFB, paragraph 12.8 Price workbook: Given the numerous models, options, and accessories for each manufacturer, is it possible to utilize pricing catalogs that are referenced within the price workbook - or do you want each model, its options, and accessories line itemed on the workbook?
- **Mohave Answer:** You are able to submit manufacturer catalogs/price lists instead of having all the pricing included in the pricing workbook. Please refer to Page 22 and 23. Also, refer to Special Term and Condition 10.4 - Initial catalogs/price list, page 36. Just ensure you include a copy of the pricing workbook Sections 1 to 7 in your bid. The two electronic copies of the workbook and submitted pricing are redundant and will ensure we receive everything. Refer to Page 22 Number 4.

Questions and Answers:

- **Question:** Some bonding companies are asking about the reason for the bid bond, since this is a commodity bid.
- **Mohave Answer:** The state and school procurement rules specify that a bid bond accompany all bids received. These bid bonds will be returned to the bidder at the end of the process and used as an assurance of the bid received. The required bonding capacity letters are required for all construction projects completed and demonstrates the single bonding capacity and the aggregate capacity of you firm.
- **Question:** Is Mohave requiring a local presence for service or repair.
- **Mohave Answer:** No, the answers provided to questions in Tab 2a and Tab 4a will demonstrate your firm's capacity and capability in providing service and repair.
- **Question:** How are the amounts in the insurance requirements set.
- **Mohave Answer:** The dollar amount used for liability insurance and any other insurance that maybe included in the IFB are set through best practices from the state procurement office, members or other entities that complete similar bids.
- **Question:** Obtaining dealer letters for some manufacturers is difficult, if these dealer letters are not provided with this cause the bid to be rejected or the ability to provide the manufacturer to be denied.
- **Mohave Answer:** No, as stated in the bid, *"If a manufacturer's letter is not provided with the submitted proposal and pricing, the manufacturer's product line may be removed from consideration at Mohave's discretion."* Discretion will be utilized in the best interests of the Mohave membership.

There were no other questions and the meeting was concluded at 10:21 a.m.

Attachment: Attendee List

November 14, 2018: MN

Attachment: Attendee List

Mike Nentwig, MESC

James Pitts, Canyon State Wireless

Josh Eck, Bearcom

Austin Derby, Aircomm

Matt Catalanotto, Logicalis

Randy Power, Procomm

