

Bike Parking RFP Questions

E-Lock Technologies:

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1) Item B. 1. h) For satisfactory product performance, we recommend including delivery and installation cost in product price (rather than installation by others). Will we be penalized if this cost is included in our price, or should it be broken out separately?

The RFP requests that delivery costs be provided separately from equipment and other costs; the reason being that the Air District may be paying a portion, if not all the equipment costs, while depending on the order, the participating agencies may be paying for delivery.

Specifically, for lockers, vendors will not be penalized for submitting bids that include installation costs in the price.

2) Regarding item B.2. c) For electronic lockers, does the smart card for access need to be both contact and contactless? Does the reader need to comply with any particular smart card standards such as ISO -7816 or ISO-14443?

Please see clarification in the revised RFP. If possible, all new lockers installed with this Program be compatible with ALL smart card access systems currently used with Bay Area transit. The majority of electronic bicycle lockers use contact card systems, however, the Clipper transit payment card uses a contactless system. Since both card types are present in Bay Area transit systems, it is our preference that vendors propose lockers that are compatible with both contact and contactless cards.

3) What is meant by the preference for electronic lockers that are "compatible with all Bay Area lockers - BART, Golden Gate Transit, and Clipper?"

Please see clarification in the revised RFP. If possible, all new lockers installed with this Program be compatible with ALL smart card access systems currently used with Bay Area transit. The majority of electronic bicycle lockers use contact card systems, however, the Clipper transit payment card uses a contactless system. Since both card types are present in Bay Area transit systems, it is our preference that vendors propose lockers that are compatible with both contact and contactless cards.

4) Are there any requirements regarding power source? If the power source is batteries, are there any battery life requirements? Or battery chemistry requirements, such as no lead, or cadmium?

Although there are no specific standards required for power sources, proposals will be evaluated based on the evaluation criteria which includes quality, safety, environmental features and sustainability.

Within the description of each proposed item, vendors should include sufficient information regarding their products and any potentially hazardous component (such as batteries) to adequately address the RFP requirements.

5) Can you confirm that work product not developed under this contract remains intellectual property of the contractor? I.E. that the required work product consists only of the physical product and compiled software included with it.

Yes, work product not developed under this contract remains the intellectual property of the contractor.

Community Playground:

**Lisa Murphy; Community Playgrounds, Inc; 1620 Grant Avenue, Suite 5; Novato, CA 94945
415-892-8100 Phone; 415-892-3132 Fax**

Can we bid on just the bike rack portion of the project?

Yes, vendors may bid on one or more equipment types.

Can we submit two separate sealed bids for varying equipment options?

Each vendor should provide a single submission (package) which may include proposals for one or more equipment types. Each type should be listed as a separate line on the cost template. This also applies to different equipment options within the same type (i.e. different makes and models).

Anchoring is not specified. Is tamper-proof anchoring required?

Yes. See the last bullet point in Section IV.B. 2(a) regarding mounting. If racks are mounted on a rail, tamper-proof anchoring is required.

What do you estimate to be the average number of racks per delivery?

Delivery quantity will vary depending on the participating agency's needs. Vendors are encouraged to use their own experience to respond to this question.

What do you estimate to be the average number of deliveries per month?

Participation in the Program may vary from month to month. Vendors are encouraged to use their own experience to respond to this question.

What is the geographical area covered with this campaign? The entire jurisdiction of BAAQMD?

Yes, all areas within the Air District's jurisdiction are eligible to receive equipment from this Program. The jurisdiction encompasses all of seven counties - Alameda, Contra Costa, Marin, San Francisco, San Mateo, Santa Clara and Napa, and portions of two others - southwestern Solano and southern Sonoma. A link to a map showing these areas is included here:

<http://www.baaqmd.gov/The-Air-District/Jurisdiction.aspx>

Could you provide a list of the public agencies included in this campaign?

All public agencies in the Air District's jurisdiction are eligible.

What does 'validate order within three business days' entail? Is the expectation that racks would be delivered within 3 business day or shipped within business days?

'Validating' an order means reviewing and confirming an agency's order using the unique Promotional Code provided by the Air District. An order is approved by letting both the participating agency and the Air District know that the order is placed. Placed orders should be executed (delivered) as soon as possible but no later than within 60 days from the date an order is validated.

How long could this project continue on past June 29, 2012? One year after June 29, 2012?

It is anticipated that the Program will close on June 29th, 2012. In the event that funds are not fully expended by this date, the Air District may extend the Program for up to an additional 12 months.

For delivery of orders of less than 25 units, who pays for the cost of these deliveries and what is the expectation for delivery method? Is that cost the responsibility of the participating agency or the contractor? If contractor, must that price for delivery be set in the proposal?

For deliveries of fewer than 25 units, either the participating agency or the Air District will be responsible for the cost of delivery.

What kind of permitting issues are required for installation and who is responsible?

Each participating agency is responsible for ensuring that any equipment installed as part of this Program complies with local, state and federal permitting requirements, and obtaining any necessary approvals to ensure compliance with this requirement.

Are site visits required?

No. However, in the event that a vendor is installing any equipment they may choose to conduct a site visit prior to installation.

Are layouts required for approval by BAAQMD or agencies prior to orders being finalized?

Layouts are not required for approval by the Air District. However, it is expected that the Contractor(s) and the participating agencies will work together to create an equipment layout that is suitable for the selected site and complies with any applicable requirements.

Are utility checks required for installation?

Utility checks are not required for approval by the Air District. However, it is expected that the Contractor(s) and the participating agencies will work together to ensure that all installations comply with any applicable requirements.

Has BAAQMD calculated demand for bike racks? If so, how many bike racks does BAAQMD expect to place in this campaign?

The demand for racks will be determined based on the needs of the public agencies that choose to participate in the program. As an example of demand from previous years, the Air District has funded more than 1,500 racks in any funding cycle. It is anticipated that demand under this program may be greater given that there is more funding available for bike parking equipment under this solicitation.

Creative Pipe

Jeanette Pappa; Creative Pipe, Inc.; 760-340-5555

Unfortunately we are currently unable to do take offs so can you please provide me with the model number of the bike racks and the quantity desired.

The purpose of this Request for Proposals (RFP) is to solicit formal proposals from vendors that would, under contract with the Air District, offer a fixed price for the purchase of qualifying bicycle parking equipment to public agencies. It is up to the vendors to propose this information.

American Bicycle Security

Ron Reynolds; American Bicycle Security Co

1. How are we to calculate sales tax on our cost proposals? Within your jurisdiction there are multiple tax rates. Do we pick the highest tax rate to represent the highest cost per each estimate?

For vendors with a local retail store, state the sales tax based on the vendor's location. For vendors that base sales tax on the location of the participating agency, bids should state that sales tax will vary based on the customer's location.

Proposals will not be penalized for differences in sales tax.

2. We have a CMAS contract with California State Dept. of General Services our contract #4-09-78-0008B. This means we offer the best price available to any City, County and State agencies whether the agency buys one locker or a thousand units. Our CMAS price is the lowest price available for the bike lockers we manufacture even lower than wholesale price. At this price point we cannot deliver the products at no cost. Can you amend the RFP for manufacturers who have preexisting contracts already with the State?

In the event that a vendor is unable to provide all of the required services as they are described in the RFP, they should provide an alternative approach or explanation in Section X of their proposal as per the Exceptions clause of the RFP, Section V.A.1.(1).

In this case, a vendor may indicate that the quoted price does not include delivery for any quantity.

Please note that in addition to cities, counties and state agencies, under this RFP, eligible public agencies include special districts (e.g. water and transit districts), schools, and other types of local and regional government agencies.

Madrax:

Andrea K. Clausen; Direct Sales Manager; andreac@thomas-steele.com

Madrax/Thomas Steele; Divisions of Trilary, Inc.; 1080 Uniek Drive.; Waunakee, WI 53597; P: 800-448-7931

We are located in Wisconsin and competitively bid many of these projects directly. Are we ineligible to bid this project because we would be bidding direct from the factory in Wisconsin and not located in the Bay Area?

No, all vendors are eligible to bid regardless of their location. However, those located outside of the Bay Area will receive fewer points in the last evaluation category.