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Questions/Responses #1
Cable and Wiring Services
RFP Project K11-0032-83B
August 11, 2010

Ladies and Gentlemen:

The following questions for the above referenced RFP were received by e-mail and are answered and posted for all prospective Offerors who received the RFP. The statements and interpretations contained in the following responses to questions are not binding on the State unless the RFP is expressly amended. Nothing in the State's response to these questions is to be construed as agreement to or acceptance by the State of any statement or interpretation on the part of the Offeror asking the question.

1. Question: Do the people in the Labor Categories in Section 2.8 have to be people on the company payroll or can they be subcontractors?

Response: Labor categories may be subcontracted

2. Question: Please clarify how the CD data submitted will be used and the security of proprietary information?

Response: All proposals submitted, whether in hard copy form or electronic format (CD), are subject to Public Information Act policy and procedure (Section 1.15). CD format provides for electronic storage of proposal.

3. Question: Will the revised price sheet reflect cost for fiber installation and an hourly rate for cable removal?

Response: Yes. Installation and removal will fall under Cable Technician hourly rate.

4. Question: What is considered acceptable lead time to start work after a work order has been finalized?

Response: Three to five days following Notice to Proceed

5. Question: Would you provide guidelines for applicable travel time charges?

Response: Routine Travel is defined as travel within a 50-mile radius of the JIS (Annapolis 21401) location, or the Contractor's facility, whichever is closer to the work site. There will be no payment for labor hours for travel time or reimbursement for any travel expenses for work performed within this radius

Non-routine travel is defined as travel beyond that 50-mile radius. Non-routine travel will be identified within the work order, if appropriate, and will be reimbursed according to the State's travel regulations and reimbursement rates, which can be found at: www.DBM.maryland.gov - search: Fleet Management. If non-routine travel is conducted by automobile, the first 50 miles of such travel will be treated as routine travel and as described in section 2.2.4.1 of this definition, and will not be reimbursed. The Master Contractor may bill for labor hours expended in non-routine traveling beyond the identified 50-mile radius, only if so specified in the work order.

6. Question: In Section 2.2.5 – how does this relate to the material pricing sheet where prices are “loaded” with overhead, profit, and labor? In seems that a pass through for materials would be contradictory

Response: Section has been removed via Amendment

7. Question: Could you clarify cable slack/ extra? As a typical industry standard, if we must *estimate* an installation of cables from point A to point B (especially with large pair count copper and fiber), that we typically estimate to be on the safe side, because we cannot splice certain cables. There is a real likelihood of incurring excess cable footage ordered but not installed. Could this portion be exempted from this provision? Perhaps up to a certain amount (IE: 50ft)?

Response: Section has been removed via Amendment

8. Question: Will you allow a holiday/weekend rate differential?

Response: Yes, if the Offeror so opts; see revised price sheet

9. Question: Section 2.3.2: Are detailed design drawings and GANTT charts required for every job?

Response: No, very rarely, and only if so specified in the work order.

10. Question: Section 2.3.8 Can “as built drawings” be billed/proposed under a separate labor category?

Response: No

11. Question: Section 2.3.3 Test Equipment – Is this required before each job, or just the proposal?

Response: Only once with proposal

12. Question: Section 2.3.10 What does “three intervals” refer to and how does it apply?

Response: Verbiage has been edited out; see Amendment

13. Question: May we provide electronic, rather than hard copies, of fiber test results?

Response: Absolutely yes, preferred.

14. Question: Section 2.3.10 Bi-Directional testing may be required – can that be billed as T&M?

Response: Yes

15. Question: Will the live date testing requirement be removed from Sections 2.3.10/11?

Response: Yes; see Amendment

16. Question: Can excessive security checkpoint time be billed under T&M?

Response: No – there will be no excessive checkpoint time

17. Question: There are no labor categories for installer and such – will they be added?

Response: Yes – see Amendment