

# COUNTY OF BERKS

## Purchasing Department

Berks County Services Center, 633 Court Street, Reading, PA 19601

Tel: 610-478-6168 Fax: 610-898-7404

---

*Kelly A. Laubach, CPPB, Director of Contracts and Procurement*

### NOTICE TO PROPOSERS

#### Addendum #1 - Issued on August 31, 2021

#### Re: Request for Proposal #21-20-KL – Site Maintenance and Repair of County of Berks Public Safety Radio System

This Addendum should consist of a total of 5 pages. If you have not received this Addendum in its entirety, please contact the County of Berks Purchasing Department at (610) 478-6168.
---

The County hereby amends the above noted Request for Proposal (RFP) as indicated herein. All other details of the RFP remain unchanged.

A pre-proposal conference was held on Wednesday, August 25, 2021 via Microsoft Teams. The following firms/agencies were represented at the meeting:

- Matt Busidiecker – Advanced Network Solutions (ANS)
- Eric Bankus – Advanced Network Solutions (ANS)
- Bill McDonald – Motorola Solutions
- Steve Kurtz – Radio Maintenance Inc. (RMI)
- Ed Stein – Penn DelMar Power
- Kelly Laubach – County of Berks (Purchasing Department)
- Brian Gottschall – County of Berks (Department of Emergency Services)

Following is a list of questions asked at the pre-proposal conference or submitted in writing and the County's response to each question. **The responses to these questions form an integral part of the RFP package and these responses may alter a Proposer's responsibilities in submitting a proposal.** Where conflict exists between these responses and information in the original RFP package, the responses shall prevail.

The following statements were made at the start of the pre-proposal meeting.

- In accordance with Section One, Clause 1.5, Proposers shall carefully review this RFP for defects, inconsistencies or ambiguities. Comments concerning defects, inconsistencies or ambiguities must be made in writing and received by the RFP's point-of-contact (see cover page), at least fifteen (15) business days prior to the Proposal Deadline. This will allow for the issuance of any necessary addenda. All questions must be in writing and directed to the RFP's point-of-contact. This RFP cannot be modified except by a written addenda issued by the County. The decision on whether an addendum is required shall be made by the County in its sole discretion. *If an addendum is issued, it will be provided to all parties who were provided a copy of the RFP by the County's Purchasing Department.*
- An addendum will be issued to respond to any and all questions and clarifications submitted and/or identified as needed by the County.

**Addendum #1**  
**Request for Proposal #21-20-KL – Site Maintenance and Repair of County of Berks Public Safety Radio System**

- Follow the instructions in Section 5, which will identify all the proposal submission requirements. Remember that requested changes to the terms and conditions are considered within the evaluation committee members scoring during the evaluation process. Please be sure to submit any proposed changes to the terms and conditions by marking up the proposed form of agreement and submit it as part of your proposal submission.
- Attachment A, Clause 9.2 Insurance – Please review carefully with your agency/broker to ensure that you meet or exceed all the limits and the endorsements identified therein.

The County hereby amends the above noted Request for Proposal (RFP) as indicated herein. **All other details of the RFP remain unchanged. Language that is underlined denotes that which has been added. Language that has been stricken denotes that which is hereby removed.**

**Clarification 1:**

SECTION 4 – Scope of Work, Background Clause 4.1

4.1.2 This project represents a transition from a vendor who built the physical sites and supported their maintenance for almost a decade, to a new vendor with little experience in the specifics of the County installations. Further, that the County is very aware that County personnel will need to very tightly interface with Vendor point of contact and to some extent support the vendor as much as the vendor supports the County until the Vendor is fully oriented and up to speed. The County has a clear willingness to do this and is able to make available access to very extensive site documentation to support the Vendor and their sub-contract.

**Clarification 2:**

SECTION 4 – Scope of Work, Clause 4.4

4.4.1.5 It is the intent of the County to ensure that all vendors and subcontractors engaged in the maintenance of the County’s equipment are competent, equipped and have access to higher tier support through the equipment manufacturer for parts and advanced troubleshooting. For example, many vendors and or subcontractors can demonstrate experience in changing oil and coolant in a generator however, there are limited numbers of vendors who have the necessary software to connect to the generator controller for the purpose of upgrading firmware, resetting/reprogramming maintenance timers and other operational parameters. To this effort, where applicable (HVAC, UPS, generators for example) the vendor is asked to provide documentation verifying that proposed subcontractors are able to fully perform by providing turnkey service as expected.

**Clarification 3:**

SECTION 4 – Scope of Work, Clause 4.4

4.4.4.3.1 Confirm proper operation of door lock and controls. Vendor shall inspect and confirm operation of physical and electronic door lock and controls. Vendor shall de-energize the lock controller by opening AC braker and disconnecting backup battery lead to force a clean boot of the controller logic board and confirm proper operation after restoring DC and AC power.

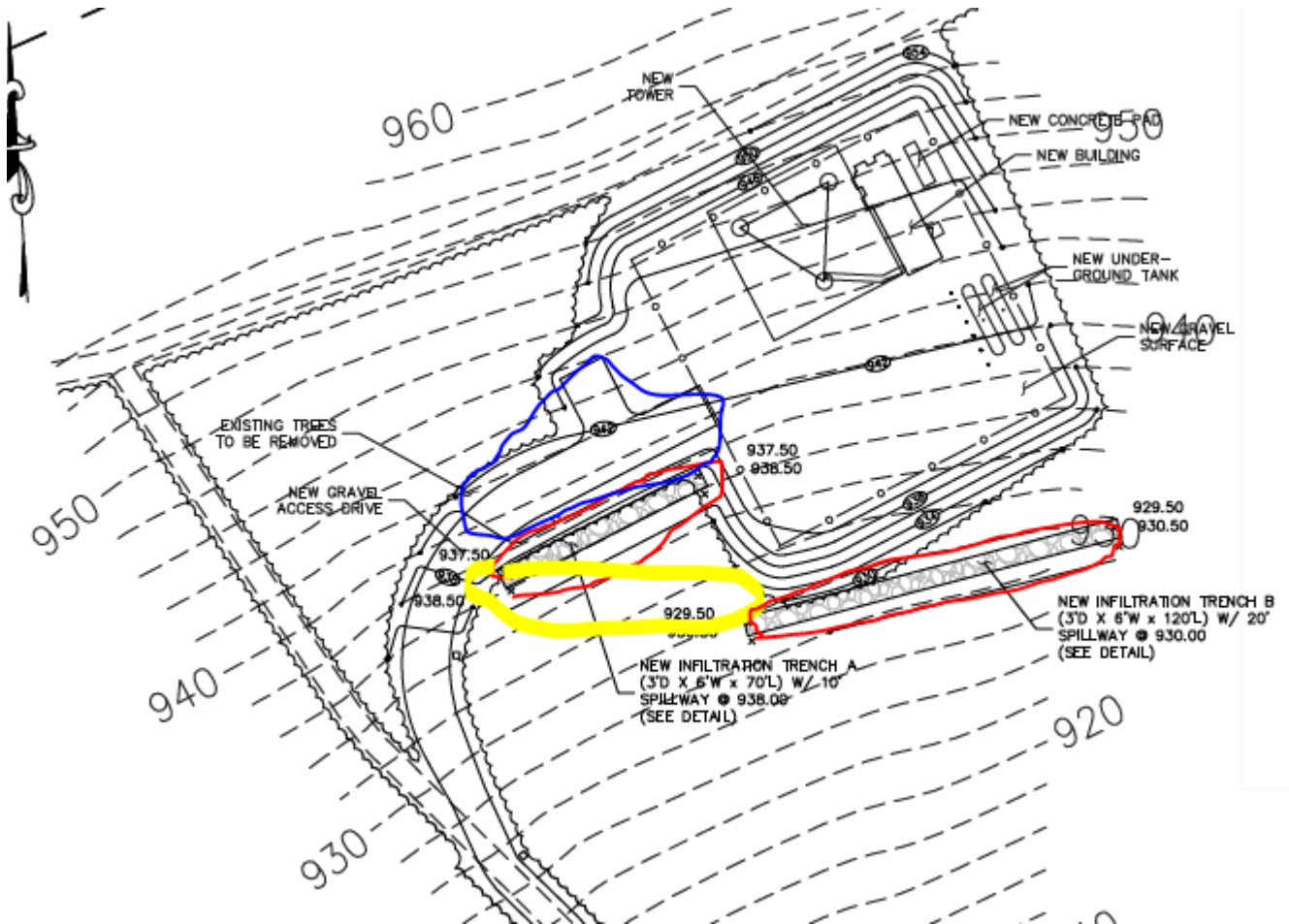
**Addendum #1**  
**Request for Proposal #21-20-KL – Site Maintenance and Repair of County of Berks Public Safety Radio System**

**Clarification 4:**

SECTION 4 – Specifications, Clause 4.4.8.3.7

At the Earl site, the referenced stormwater features (circled in red) in the picture below are at a lower elevation than the vehicle parking area outside of the compound (outlined in blue) with a hill between the two.

The intent of the access language in herein is to require the Vendor to keep clear the area between the road and the lower stormwater features (approximately. outlined in yellow) so that, should a backhoe or other construction machine need to access the stormwater control features, it is able to. The vendor is not required to maintain the storm water control features. The vendor is required to remove any leaves or grass clippings that have blown into the stormwater feature.



**Addendum #1**  
**Request for Proposal #21-20-KL – Site Maintenance and Repair of County of Berks Public Safety Radio System**

**Clarification 5:**

SECTION 5 – Subcontractors , Clause 5.7

5.7.1 Subcontractors may be used to perform portions of Services. If a Proposer intends to use subcontractors, the Proposer must identify in its Proposal the names of the subcontractors and the portions of Services the subcontractors will perform in its Proposal. Proposals must contain the following information concerning each prospective subcontractor:

5.7.1.1. Complete name of the subcontractor.

5.7.1.2. Complete address of the subcontractor.

5.7.1.3. Type of Services the subcontractor will be performing.

5.7.1.4. Percentage of Services the subcontractor will be performing.

5.7.1.5. Evidence that the subcontractor holds a valid Pennsylvania business license.

5.7.1.6. A written statement, signed by each proposed subcontractor, that clearly verifies that the subcontractor is committed to render the Services required. In addition, documentation verifying/supporting the ability to provide the services, i.e. documentation from manufacturer on dealer certification etc.

5.7.2. A Proposer's failure to provide this information in its Proposal may cause the County to consider the Proposal non-responsive and reject the Proposal.

SECTION 4 – Specifications, Clause 4.5.1.2.2

**Q6:** Are there any subcontractors on Attachment D in which the County is not happy with components of their performance and or reporting?

**A6:** The County has experienced reporting/performance issues, with the sub-contractor who provides service to our generators. However, the County also understands that the options in this regard are severely limited due to the distributor/service center program the generator manufacturer has in place. As such, the County understands that this sub-contractor may be the only choice for provision of such services at the level expected by the County.

**Clarification 7:**

Attachment E, List Current Sub-Contractors

Attachment E has been updated to include the Fire Extinguisher subcontractor. Please reference the revised attachment herein.

Should you have any questions regarding this Addendum, please contact Kelly Laubach, CPPB, Director of Contracts and Procurement, via phone at (610) 478-6168 or via email at [klaubach@countyofberks.com](mailto:klaubach@countyofberks.com).

Addendum #1  
ATTACHMENT E – LIST CURRENT SUB-CONTRACTORS

Vendor	Services	Contact	Email	Phone	Field Contact
AKA The Fence Company Inc.Fence	Fencing, Access Gates and Bollards	Tom Auchenbach	tom@akafence.net	610-693-5121 o 610-693-8741 f 484-284-5912 c	Tom Auchenbach 484-284-5912
Amerigas	LP System	N/A	customersupport@amerigas.com	844-330-7620	N/A
Berkshire Mechanical	HVAC	Mike Luscia	mluscia@berkshiremechanical.com	610-921-9500	Dan Hollenbeck 267-249-9399
Choice Security	Door Security Access System	Matt Reiff	matrr@choicesecuritysvc.com	866-246-4232	N/A
Commercial Tower Elite	Tower/ Tower Lighting Repairs	Damian Ojeda	Damian.Ojeda@commercialtowerelite.com	201-600-3274	N/A
Eaton Corporation	UPS Manufacturer	N/A	support@eaton.com	877-386-2273 emergency 919-845-3557 tech. support 800-356-1911 general	N/A
Penn DelMar Power	UPS System	Tim Hershey	<a href="mailto:thershey@penndelmar.com">thershey@penndelmar.com</a>	610-467-1736 o 610-496-2885 c	Tim Hershey 610-496-2885
M&A Excavating	Snow Plowing, Access Road and Grounds Maintenance	Andy Martin	a.martin@maexc.net	610-682-0332 o 610-641-1077 f 610-256-4104 c	N/A
Modern Group	Generator	Mike Coyle	CoyleM@moderngroup.com	800-404-7291 Emergency Calls 215-620-8129 c	Roy Hoover 267-784-0407
Pagoda Electric	2hr. Response and Electrical / Grounding	Chris Reichardt	chris@pagoda-electrical.com	610-779-3216 o 610-779-2144 f 610-823-5432 c	Chris Reichardt 610-823-5432
Reese Tower Services	Tower Inspections	Brian Reese	breese@reasetowerservices.com	570-401-4711 c	N/A
Troutman Painting	Shelter Coatings	John Troutman	troutmanpainting@comcast.net	610-781-2916	John Troutman 610-781-2916
TWR Lighting	Tower Lighting Manufacturer	Nathan Green	ngreene@twrlighting.com	713-973-6905 o 713-898-1228 c	N/A
VFP	Shelter Manufacturer	Scott File	SFile@vfpinc.com	540-977-0500 o 540-444-5710 d 540-977-5555 f 540-520-9965 c	Randy Jones 540-520-5749
<u>Kistler O'Brien Fire Protection</u>	<u>Fire Extinguishers</u>	<u>Jason Evans</u>	<u><a href="mailto:jevans@kobfire.com">jevans@kobfire.com</a></u>	<u>484-239-3255 c</u> <u>800-322-9060 toll free</u>	<u>N/A</u>