

ANSWERS TO QUESTIONS FOR
RFP# TCAS-2024-01-MS
STATEWIDE AUDIOVISUAL SYSTEMS, SOLUTIONS, AND MAINTENANCE

Issue Date:
August 2, 2024, *Estimate*

The following document shall be incorporated as part of the above-mentioned RFP.

**ALL OTHER REQUIREMENTS, TERMS, AND
CONDITIONS REMAIN UNCHANGED**

1. Is there an area to view existing questions that were answered and asked?
If not, are we able to pick and choose the jobs we would like to take on or is it all or none?

Answer:

All questions asked by potential proposers and the Judicial Council's responses to them are included in this document.

Awarded vendors have some leeway with jobs. However, as per Attachment B, Exhibit 2, Section 1.3: The Parties acknowledge that a material consideration of this Agreement is the ability for all interested JBEs to be able to participate in this Agreement. Therefore, in the event Contractor unreasonably refuses or fails to execute a Participating Addendum with an interested JBE after such JBE has presented Contractor with a Participating Addendum for execution, Contractor shall be prohibited from executing any Participating Addendum with any other JBE unless and until Contractor executes a Participating Addendum with all interested JBEs.

2.

Question	RFP Reference (Document & Page-Section-Item)
It states that "Consultant may NOT bid on any construction work they have recommended". Can you please clarify this item? Does this imply that if we design the system, we cannot bid on the install?	RFP-TCAS-2024-01-MS, Page 6, 3.2.2 Category 2

Answer:

Please review Judicial Branch Contracting Manual, Chapter 4, Section 4.6: Follow-On Contracting. <https://www.courts.ca.gov/documents/jbcl-manual.pdf>

3.

Question	RFP Reference (Document & Page-Section-Item)
Please clarify the meaning of the sentence: "We will not separate categories among multiple proposers."	RFP, 2.3, Page 3

Answer:

A single category can be awarded to one or more proposers, and any proposer can be awarded to one or more categories.

4.

Question	RFP Reference (Document & Page-Section-Item)
To what extent must a proposer meet all of the requirements of a category? Is it acceptable to bid on only a specific portion or portions of one or more of the three categories and, if so, is there any floor as to the number of goods or services offered that will qualify a proposer?	RFP, 3, Page 5

Answer:

Proposer may submit a proposal for one or more categories, and for one or more services and/or products in each category for which they are proposing. There is no minimum or maximum number of goods or services.

5.

Question	RFP Reference (Document & Page-Section-Item)
Are there any limitations on the term "remote and hybrid courtroom proceedings" based upon case type or hearing/proceeding type?	RFP. 3.2.3, Page 8

Answer:

No. Any differences between case types will be managed by policy and procedure, not technology.

6.

Question	RFP Reference (Document & Page-Section-Item)
Does the term “remote and hybrid courtroom proceedings” extend to encompass items such as remote and hybrid self-help resources, public counters, public access or other situations that involve or require court access but which may occur outside of a courtroom?	RFP 3.2.3, Page 8

Answer:

JBEs may use the Leveraged Procurement Agreement resulting from this solicitation to procure goods and services for any area of the JBE's facilities.

7.

Question	RFP Reference (Document & Page-Section-Item)
<p>There are a number of vendors that hold Audiovisual Leveraged Procurement Agreements as reflected on the JCC website. The associated User Instructions appear to indicate that Any Vendor that provides consulting services pursuant to such an LPA may NOT bid on any work that the vendor may have recommended. It appears that those LPAs currently expire on 12/31/2024. If any of those vendors who currently hold such LPAs have completed consulting recommendations for any JBE <i>relating to the items to be provided under this RFP</i> or have any pending consulting recommendations for any JBE <i>relating to the items to be provided</i> under this RFP are such vendors prohibited from bidding on any work that may be a part of or related to any such previously completed or pending consulting work. In other words, Company X has provided recommendations to a JBE for audio visual work that would fall within the purview of this RFP, will Company X be permitted to serve such a JBE notwithstanding the current prohibition?</p>	<p>RFP</p>

Answer:

Please review Judicial Branch Contracting Manual, Chapter 4, Section 4.6: Follow-On Contracting. <https://www.courts.ca.gov/documents/jbcl-manual.pdf>

8.

Question	RFP Reference (Document & Page-Section-Item)
<p>Will successful proposers be allowed to post, advertise and otherwise disseminate information about available services to the JBE's? Are there established procedures, methods or prohibitions?</p>	<p>RFP</p>

Answer:

Entities awarded contracts may advertise their contract, and they may contact JBEs directly to market their goods and services. However, the Judicial Council will not provide lists of JBEs, site locations, or contact information. Vendors are responsible for gathering this information on their own.

9.

Question	RFP Reference (Document & Page-Section-Item)
Are there any restrictions on partnered responses or joint bids for all or any portion of the listed Categories? May a proposer make a sole bid on a certain Category and a partnered or joint bid on another Category?	RFP

Answer:

Joint proposals will not be considered. Proposers who plan to use subcontractors should, among other provisions, review the fourth bullet point from the top on page 10 of the RFP which states that Proposers in their proposal submittals should “[i]ndicate if any subcontractors will be used for the performance of the work. Identify all subcontractors doing any work amounting to more than 1% of the total system price. It will be at the discretion of the Judicial Council on whether or not the identified subcontractor(s) will be approved. The Proposer shall have sole responsibility for the satisfactory implementation of each system, regardless of any subcontract arrangement.”

10.

Question	RFP Reference (Document & Page-Section-Item)
Given the length of the proposed contract and that prices can be volatile among various hardware products for a variety of reasons including, without limitation, Pandemics, shipping delays, volume (which can vary based upon court size) and domestic and international governmental priorities), can pricing be offered on a cost-plus basis? For example, manufacturer [name] microphone #12345 for cost plus a stated percentage?	RFP, Attachment N

Answer:

Cost plus is acceptable.

11. Does the bid require other qualifications and licenses such as B, C-10 and C-33 licenses?

Answer:

No

12. Are there any specific brands or models of AV equipment that are preferred or mandated by the Judicial Council?

Answer:

No

13. What are the preferred brands that requires dealership authorizations?

Answer:

No preferred brands are specified. The courts are free to select their preferred products. Components from all major vendors are present across the various JBEs.

14. Can you provide a detailed list of the existing AV equipment that is to be integrated or replaced?

Answer:

This is not an RFP for a specific project. This will be an LPA for future projects that may, or may not, be defined yet. This is dependent on the respective JBE and their projects and requirements.

15. What is the estimated budget for the project?

Answer:

This is not an RFP for a specific project. This will be an LPA for future projects that may, or may not, be defined yet. This is dependent on the respective JBE and their projects and requirements.

16. Are there any specific compatibility requirements for the AV equipment with existing systems?

Answer:

No

17. What is the expected frequency of maintenance visits per location?

Answer:

This is not an RFP for a specific project. This will be an LPA for future projects that may, or may not, be defined yet. This is dependent on the respective JBE and their projects and requirements.

18. How long or what is the duration of the needed maintenance per location?

Answer:

This is not an RFP for a specific project. This will be an LPA for future projects that may, or may not, be defined yet. This is dependent on the respective JBE and their projects and requirements.

19. What are the expected response times for maintenance requests?

Answer:

This is not an RFP for a specific project. This will be an LPA for future projects that may, or may not, be defined yet. This is dependent on the respective JBE and their projects and requirements.

20. Are there any specific Service Level Agreements (SLAs) that outline the required support and maintenance response times?

Answer:

This is not an RFP for a specific project. This will be an LPA for future projects that may, or may not, be defined yet. This is dependent on the respective JBE and their projects and requirements.

21. What specific functionalities are required for the digital courtroom solutions (e.g., remote participation, evidence presentation)? Are there existing digital systems in place that need to be integrated with the new solutions?

Answer:

This is not an RFP for a specific project. This will be an LPA for future projects that may, or may not, be defined yet. This is dependent on the respective JBE and their projects and requirements.

22. Does the job include removal of existing systems and AV equipment?

Answer:

This is not an RFP for a specific project. This will be an LPA for future projects that may, or may not, be defined yet. This is dependent on the respective JBE and their projects and requirements.

23. Does the job also include electrical works for AV?

Answer:

This is not an RFP for a specific project. This will be an LPA for future projects that may, or may not, be defined yet. This is dependent on the respective JBE and their projects and requirements.

24. Does this bid will award multiple bidders on each category of location?

Answer:

A single category can be awarded to one or more proposers, and any proposer can be awarded to one or more categories. It is possible that multiple proposers will be awarded contracts for the same categories, goods or services, and service locations as indicated in their proposals.

25. What are you referring to the number of licenses and per seat basis in Attachment N (cost Proposal, table 2). Can you elaborate on how to properly fill out this table

TABLE 2
Digital Courtroom Solution Product Licensing Costs

Product Name	Number of Licenses, per seat basis	Cost

Answer:

This is to accommodate software licenses that are sold in "tiers". For example,

- Acme Software 1-99 licenses \$50 each
- Acme Software 100-199 licenses \$40 each

26.

Question	RFP Reference (Document & Page-Section-Item)
Can you please clarify this statement for Category 2: "Consultant may NOT bid on any construction work they have recommended. (No Follow On)" Does this mean we cannot bid on any AV work that we design? Please clarify.	RFP Section 3.2.2

Answer:

Please review Judicial Branch Contracting Manual, Chapter 4, Section 4.6: Follow-On Contracting. <https://www.courts.ca.gov/documents/jbcl-manual.pdf>

27.

Question	RFP Reference (Document & Page-Section-Item)
Is Category 3 intended for software solutions only? Most of these are sold directly through the software company. Please clarify what is meant by "digital courtroom solutions" and if that includes an AV solutions.	RFP Section 3.2.3

Answer:

There are software vendors that sell only through dealers as well. Digital Courtroom Solutions is a broadly defined category that includes software or other types of AV solutions that offer a variety of features, advanced functionality, support for different teleconferencing solutions, and/or integrate with existing courtroom operations applications, such as calendaring and case management systems, to improve the hybrid and remote courtroom experience.

28.

Question	RFP Reference (Document & Page-Section-Item)
Like most AV integrators, we are authorized to resell products from hundreds of manufacturers. What specific manufacturers should be included on Attachment N?	RFP Section 9.1.7 and Attachment N

Answer:

The list should include the manufacturers of major products to be supplied under this contract.

29.

Question	RFP Reference (Document & Page-Section-Item)
Since dealer cost structures vary greatly, would you consider doing a fixed markup from dealer cost rather than a discount from MSRP?	RFP Section 9.1.7 and Attachment N

Answer:

Yes, Cost Plus is acceptable.

30.

Question	RFP Reference (Document & Page-Section-Item)
Have you considered or used a purchasing contract like TIPs or CMAS which already have negotiated AV hardware pricing?	RFP Section 9.1.7 and Attachment N

Answer:

Yes

31.

Question	RFP Reference (Document & Page-Section-Item)
Please clarify if all work performed under this agreement is prevailing wage.	RFP Section 17.1

Answer:

The Judicial Council does not determine whether any particular work performed under the Agreement is subject to prevailing wage. It is the Contractor's responsibility to comply with the provisions of California Labor Code section 1720 et seq. ("Prevailing Wage Laws") that require

the payment of prevailing wage rates and the performance of other requirements on certain “public works” and “maintenance” projects, as set forth and defined therein. Prevailing wage determinations are made by the Director of the State of California Department of Industrial Relations (DIR), and any questions on whether any work or classifications are subject to prevailing wage should be directed to the DIR or may be researched on the internet at (<http://www.dir.ca.gov>).

32.

Question	RFP Reference (Document & Page-Section-Item)
The RFP states: “Provide an organizational chart listing the number of years (minimum of five) each person has been actively performing audiovisual work with the Proposer in their current position along with their areas of responsibility.”. We have many valuable team members that have been in the AV industry for 5 or more years but have been with our company for less than 5 years. Can they be used as part of our response team for the Courts?	RFP Section 3.3

Answer:

Inclusion of demonstrably well-qualified staff-members who have not been with the proposer for five or more years will not disqualify the proposal.

33.

Site Information Questions:

1. Is a comprehensive list of all Judicial locations (JBEs) available? Please provide.

Answer:

Entities awarded contracts may advertise their contract, and they may contact JBEs directly to market their goods and services. However, the Judicial Council will not provide lists of JBEs, site locations, or contact information. Vendors are responsible for gathering this information on their own.

2. Will any audio-video solutions be installed in Correctional Facilities?

2.1 For example: remote arraignments, hearings?

Answer:

It is possible, but this would be rare. The LPA is for use only by JBEs.

34.

Facility Documents Questions:

3. Are Architectural Information and Drawings Available?

3.1 Video collaboration projects require customer provided drawings which allow analysis of the conference space. In general, the following drawings are required:

3.1.1. Floor Plan: AutoCad (.DWG) is preferred, PDF is okay if it’s original file and not a photo or scan of the file.

- 3.1.2. Reflected Ceiling Plan: AutoCad (.DWG) is preferred, PDF is okay if it's the original file and not a photo or scan of the file.
- 3.1.3. Electrical and Data plan: AutoCad (.DWG) is preferred, PDF is okay if it's the original file and not a photo or scan of the file.
- 3.1.4. Furniture Plan: AutoCad (.DWG) is preferred, PDF is okay if it's the original file and not a photo or scan of the file.
- 3.1.5. Depending on location other information or drawings may be required.

Answer:

This is not an RFP for a specific project. This will be an LPA for future projects that may, or may not, be defined yet. This is dependent on the respective JBE and their projects and requirements.

35.

Audio-Video, UC Solution Questions:

- 4. Audio-Video, UC conference solutions
 - 4.1. Is there a preferred UC conference application for hybrid meetings, i.e., Microsoft Teams?
 - 4.1.1. Is there an existing tenant?
 - 4.1.2. Are the proper licenses and authorizations available or do they need to be quoted?
 - 4.1.3. Will there be remote participants?
 - 4.1.4. Is NWN assistance required to on-board new locations?
 - 4.2. Does the hybrid meeting solution need to support UC conference applications which are different from the preferred application?
 - 4.3. Are there specialty audio-video solutions that must be consistent across all locations? (i.e., Listening Assistance, Recording and Annotation)

Answer:

This is not an RFP for a specific project. This will be an LPA for future projects that may, or may not, be defined yet. This is dependent on the respective JBE and their projects and requirements.

36.

Question	RFP Reference (Document & Page-Section-Item)
Please clarify if proposer can submit under Category Two for design and coordination services only (Consulting Services)?	RFP-TCAS-2024-01-MS, Page 6, Section 3.2.2

Answer:

Yes

37.

Question	RFP Reference (Document & Page-Section-Item)
If design-only services are accepted, will there be a need for coordination with related disciplines at design level (IT infrastructure, IT systems, security, etc.)?	N/A

Answer:

Yes

38.

Question	RFP Reference (Document & Page-Section-Item)
If proposer must submit for Design, Construct, and Program under Category Two, is it acceptable to propose a partnership consisting of the consultant and a third-party integration and programming firm?	RFP-TCAS-2024-01-MS, Page 6, Section 3.2.2

Answer:

Proposers are not required to submit a proposal for all categories. Proposer may submit a proposal for one or more categories, and for one or more services and/or products in those categories for they are proposing.

Joint proposals will not be considered. Proposers who plan to use subcontractors should, among other provisions, review the fourth bullet point from the top on page 10 of the RFP which states that Proposers in their proposal submittals should “[i]ndicate if any subcontractors will be used for the performance of the work. Identify all subcontractors doing any work amounting to more than 1% of the total system price. It will be at the discretion of the Judicial Council on whether or not the identified subcontractor(s) will be approved. The Proposer shall have sole responsibility for the satisfactory implementation of each system, regardless of any subcontract arrangement.”

39.

Question	RFP Reference (Document & Page-Section-Item)
Are engagements for Criteria Document works included in the scope of services of this RFP?	N/A

Answer:

Yes