



711 Grand Ave, Suite 110
San Rafael, CA 94901
Tel: (415) 226-0855
www.marintransit.org

REQUEST FOR PROPOSALS:

Bus Stop Real Time Signage and Content Management System

ADDENDUM #1: QUESTIONS AND ANSWERS

Addendum Issued: June 3, 2019

Proposals Due: June 12, 2019

The following is an addendum to the Request for Proposal for Bus Stop Real Time Signage and Content Management System. This addendum includes answers to questions received by Marin Transit before the deadline for questions at 3:00 pm May 29, 2010.

The RFP, together with this Addendum #1, constitutes the entire understanding between each of the participating proposers and Marin Transit. Please acknowledge receipt of this addendum in your cover letter as details in the Proposal Requirements Section by specifically listing the addendum number and date of issuance.

Questions and Answers

1. Have you established a preliminary budget or budget range for this project?

Each agency has different budgetary ranges. Marin Transit has identified \$210,000 in funding to go towards an initial purchase.

2. Is your agency tax exempt, and will a tax exemption certificate be provided?

Our agency is not tax exempt.

3. In addition to using the supplied pricing sheet, may vendors also submit pricing in their own format (to mitigate confusion)?

An additional pricing sheet may be included along with the pricing sheet provided as Attachment B to the RFP.

4. **Regarding encroachment permits for the sign installation, for pricing purposes, is it acceptable for vendors to price permits on an “as needed” basis.**

If submitting pricing information for Sign Installation (Optional Task), the proposer should include the cost of labor to prepare and apply for the permit. Please exclude actual permit fees which will vary from jurisdiction to jurisdiction.

5. **Page 7, Section “Digital Sign Hardware” states, “Hardware must demonstrate ability to provide three (3) days of battery backup power in the event of low solar energy generation.” Is this feature a mandatory requirement or may this be quoted as an option?**

Backup battery generation for three (3) days is a desired feature, however this can be priced as an upgrade option. If the proposer chooses to do this, the standard sized battery capabilities must be described in the proposal.

6. **Please provide the model(s) of each sign, types of signs, number of types of signs, and specifications, for Marin Transit’s current electronic signs.**

As described on page 4 of the RFP, Marin Transit currently has 13 Real Time Information Signs installed. The signs are Amber LED signs with a 96-pixel wide by 16-pixel high display. These signs do only have the capability of reading Marin Transit real time information and may be replaced with new signs procured in this RFP. As stated on page 6, Section IV of the RFP, “...prices are requested for a digital signage that can, at a minimum, consume real time transit data from the regional 511 API... It is also desired to have the signage programable to read directly from each agency’s real-time data feed.”

7. **Please provide the model(s), of each sign, types of signs, number of types of signs, and specifications for Santa Rosa City Bus’ current electronic signs.**

The City of Santa Rosa currently has three signs at our Transit Mall at 45 Stony Point Rd. These are Suntronics RTD Model GS4600HDL1 signs that were funded and installed by 511, the data is network feed.

8. **Please provide the model(s), of each sign, types of signs, number of types of signs, and specifications for Petaluma Transit’s current electronic signs.**

Petaluma currently has two electronic signs. They are Fleetwatch, solar powered, double-sided, LED dot-matrix signs. These signs combine static, printed information with the electronic variable messaging – see attached info sheet (Attachment i). These signs are candidates to be replaced through this project likely with fully variable signs.

9. **Please list and identify the total number of transit operators that the RFP requires would need to be programmed for each of the three transit agencies (Marin, Santa Rosa, Petaluma).**

Marin Transit requires that real time information be displayed for 2 agencies, Marin Transit, and Golden Gate Transit, as described in Section III part a of the RFP.

For Santa Rosa and Petaluma, please refer to the RFP Section III parts b and c.

- 10. E-Ink displays have significant advantages over LED pixel matrix displays and can provide maps, remote messaging and real time information using multiple transit agency's GTFS real time feeds. Please explain why the RFP is requires supplying minimum quantities of LED pixel matrix displays rather than allowing proposers to propose minimum quantities of E-Ink and LCD displays as well?**

Under Section VI of the RFP, Project Deployment, it states a desire to have each proposed location undergo review to determine the desired sign type (Agency desired, confirmed by contractor). The quantities (min and max) shown in Attachment A were provided to allow prospective bidders to better understand the scope and scale of the request. It goes on to state that awarding agencies will determine the final number to include in contract. If bidders can demonstrate that E-Ink or LCD options meet the requirements of the RFP and are appropriate for the selected sites, each agency can elect to select these options instead of the minimums set for LED signs.

- 11. Would Marin Transit allow proposers to offer minimum (25 signs) and maximum (115) quantities of all three types of sign types being requested (LCD Multimedia, LED Pixel Matrix and E-Ink.).**

Attachment B should be completed to show any differences in pricing based on quantities. See answer to question 10 on how quantities will be selected and awarded.

- 12. Please breakout the requested minimum and maximum quantities of each sign type (LCD Multimedia, LED Pixel Matrix and E-Ink) by agency (Marin, Santa Rosa, Petaluma).**

Marin Transit has funding and is committed to installing signs at the 16 locations shown in Attachment C plus an addition 9 locations for a minimum of 25 stops. See answer to question 10 on identification of sign types by location and maximum quantities.

- 13. Attachment C identifies 16 locations with a preferred sign type of Solar LED signs. Is this the proposed initial procurement or are there signs missing from this table given the minimum order quantity identified in Attachment A is 25?**

Additional locations will be identified to meet the minimum order quantity.

- 14. For attachment C, please identify the transit agency associated with each candidate location.**

The sign locations listed in Attachment C are for Marin Transit only.

- 15. Has Marin Transit conducted field surveys of all candidate locations to evaluate and determine whether solar power can work at all locations?**

Marin Transit has not conducted field surveys of the locations to evaluate whether solar will work. Section IV, Project Deployment states, "The contractor shall include a reasonable allotment of hours for the labor that will be required to take measurements and perform low-level site engineering for each candidate site. Each site should be evaluated in the following;

- What is the desired site type? (Agency desired, confirmed by contractor)*
- Is solar power applicable? (Yes/No)*
- What additions/modifications are needed to support installation of the identified sign"*

16. Please identify the budget for each agency (Marin, Santa Rosa, Petaluma) associated with this RFP.

Marin Transit has identified \$210,000 in funding to go towards an initial purchase.

The City of Santa Rosa has not developed a specific budget for this project. The City of Santa Rosa has FTA 5307 funding within a larger project for two to three signs. The remaining funding will be contingent on multiple factors including project feasibility and developing local partnerships.

The City of Petaluma budget is TBD but will range from \$30,000-\$150,000.

17. Please identify the source(s) of funding for this RFP by each agency (Marin, Santa Rosa, Petaluma).

Marin Transit will be funded through Federal 5307 grants and Local Measure A sales tax. The City of Santa Rosa funding is FTA 5307 and potentially local funding sources. Petaluma will be using FTA 5307 funds with TDA funding for local match.

18. On page 7 of the RFP, IP68 is identified as a *waterproof standard*. The standard proposed exceeds E-Ink signage (which is rated IP67) and likely most other signage types being requested under this RFP. To be clear the difference means that an IP67 rated display “can be dropped into a body of water up to a meter deep for half an hour”, while an IP68 display “guarantees protection in water up to 1.5m deep for the same period of time.” Will Marin Transit accept E-Ink displays rated at IP67 as complying with the RFP requirements?

Marin Transit will accept E-Ink displays rated at IP67 and other similar standards as complying with RFP requirements.

19. For project deployment, please explain whether the contractor is required to provide this evaluation for the candidate sites as part of the RFP or as a task?

Section IV, Project Deployment states, “The contractor shall include a reasonable allotment of hours for the labor that will be required to take measurements and perform low-level site engineering for each candidate site. Each site should be evaluated in the following;

- What is the desired site type? (Agency desired, confirmed by contractor)*
- Is solar power applicable? (Yes/No)*
- What additions/modifications are needed to support installation of the identified sign”*

20. Please confirm that the candidate sites noted in the project deployment section are all identified in Attachment C.

Attachment C only has 16 sites identified. More stops will be identified once the contract or contracts are awarded to meet the minimum sign purchase requirements.

21. Please explain how Marin Transit will evaluate a vendor if it chooses not to offer the optional installation task.

Optional tasks will not be included in the scoring of the evaluation criteria outlined in Section VI.

22. What cell data plan providers does each agency (Marin, Santa Rosa, Petaluma) currently use?

Marin Transit, City of Santa Rosa, and Petaluma all currently hold cellular data plans with Verizon.

23. Should proposers assume the cost of cell data plans as part of their cost proposal?

Proposers should include any one time and ongoing costs associated with the signs in their proposal. If these costs cannot be represented clearly within the provided attachment B structure, please attach additional information that helps detail these fees.

24. Freight costs will vary depending on quantities ordered and the combination of signs shipped together. Please confirm that it is Marin Transit's intent that pricing for all sign types to exclude freight.

See response to Question 23.

25. Will Marin Transit arrange, manage, process and pay for all required permitting at each stop location on the Contractor's behalf (including any required traffic management plan)?

In section IV, Project Deployment, Sign Installation (Optional Task) it states, "Contractor shall apply for and obtain encroachment permits from the appropriate jurisdiction." Transit agencies can support these efforts if needed but it is the desire to have the contractors take the lead as part of the installation tasks.

26. May proposers offer more than one display solution for each sign type (LED, LDC and E-Ink) to support each agency? If yes, please provide instructions for how proposers should respond in preparing their proposals.

Proposers may offer more than one display solution for each sign type. Attachment B – Sign Pricing Information summary may be edited to include multiple solutions for each type. In column "sign type" please include the display type along with the name of the sign which can be easily referenced in the proposal.

27. Whether companies from Outside USA can apply for this? (like, from India or Canada)

Companies from outside of the USA can respond to the RFP, however please note that in Appendix D.10 that this contract is subject to Buy America Requirements.

28. Whether we need to come over there for meetings?

There is no requirement to meet in person however a site visit is required from some member of the contractor team to confirm the selected sign is compatible with the stop location.

29. Can we perform the tasks (related to RFP) outside USA? (like, from India or Canada)

Yes

30. Can we submit the proposals via email?

In section V, Proposal Requirements states "Vendors must provide three (3) hard copies and one electronic copy on a USB drive to Marin Transit..."

- 31. There is no reference to LED, LCD, or e-Ink display parameters. Are there physical constraints regarding dimensions, weight, etc. for the different display types?**

LED and E-ink signs should have the ability to be mounted on a standard bus shelter such as the ones manufactured by Tolar or on a pole. LCD displays are assumed to be located at larger transit centers with more flexibility on mounting options and configurations. Each site would be reviewed prior to sign type selection to determine parameters related to size, installation, etc.

- 32. Without parameters for the different display types and a 3-day battery back-up requirement for the solar applications, the solar solutions could get quite large. How much space will be available at each site for battery banks, solar arrays, and related solar equipment?**

See answer to question 5 and question 31.

- 33. Are there minimum nit or cd/m² (brightness) ratings for the different display types?**

There is no minimum requirement for brightness ratings.

- 34. Is there a pixel pitch requirement for the LED display?**

There is no requirement for pixel pitch.

- 35. Regarding the potential LCD applications, will they be mounted under a shelter/canopy or in direct sunlight?**

See answer to question 31.



FLEETWATCH[®]

Fleet Information Technology

**FREE-STANDING, DOUBLE SIDED, SOLAR
POWERED PASSENGER INFORMATION SIGN**