

**From:** [OpenGov Procurement Notifications](#)  
**To:** [Deborah Bushnell](#)  
**Subject:** [City of Tucson] 31 Questions Answered (226017: Mobile Computing Solutions)  
**Date:** Friday, June 10, 2022 6:15:43 PM

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OpenGov Procurement Logo



City of Tucson



Hi Deborah,

City of Tucson has responded to 31 Questions for [226017: Mobile Computing Solutions](#).

#### Question #1: RFP 226017 - Usage reporting requirements

1. PAGE 7 PARAGRAPH C.1.D. USAGE REPORT Will regular monthly reports be required, and if so, should they be submitted from the Contractor or, if the Contractor does not sell direct, will direct monthly reports from the individual resellers to OMNIA Partners be required?

*The awarded Contractor is responsible for monthly reporting/payments. If assigned to the Reseller, that will be an agreement between the Contractor and Reseller. Please indicate in your response as this will require OMNIA approval.*

[View Response To #1](#)


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#### Question #2: RFP 226017 - Contract Award

3. PAGE 20 PARAGRAPH E.9. AWARD OF CONTRACT The RFP states that the City may make multiple contract awards. Does this stand, or does the statement made during the pre-proposal conference that only one award will be made supersede this statement?

*The City may award to one or multiple offerors that provide the most advantageous offer to the City.*

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[\*\*View Response To #2\*\*](#)

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**Question #3: RFP 226017 - Price Adjustment**

4. PAGE 22 PARAGRAPH F.3. PRICE ADJUSTMENT In referencing “price adjustment,” is the City referring to a change in the discount structure or a change in MSRP, but in which the discount structure remains stable?

*The City will review ANY price adjustment proposed that could result in a change to the contract.*

[\*\*View Response To #3\*\*](#)

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**Question #4: RFP 226017 - Guaranteed Sales**

5. PAGE 10 ATTACHMENT F MARKETING AND SALES, PARAGRAPH 3.3.L. The City requires a commitment to specified guaranteed sales for each of the first 3 years. Current market conditions (e.g., supply chain delays) could affect sales predictions significantly and could result in an undue burden on the Contractor, through no fault of their own. In addition, reference is made to Exhibit B, Paragraph 12, but the administrative fee is not defined, creating more uncertainty. Request this requirement be eliminated.

*Guaranteed Sales is not a requirement.*

[\*\*View Response To #4\*\*](#)

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**Question #5: RFP 226017 - Payment and Invoice**

PAGE 31. PARAGRAPHS H.32.A Form of Payment and B. Invoices as well as PAGE 45 & ONLINE VENDOR QUESTIONNAIRE We only sell through resellers, therefore the answers to these topics are dependent on the City's reseller of choice. How would the City prefer we respond to these areas? From our point of view (the manufacturer who will not be issuing invoices or accepting payments from the city) or from the aspect of our listed resellers?

*The offeror completing the proposal should respond to the questions.*

[\*\*View Response To #5\*\*](#)

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**Question #6: RFP 226017 - Exhibits to be returned**

Please confirm that Exhibits A, F, G and H are the only ones to be returned with our

proposal.

*No. Please return, A, B, F and G only.*

[View Response To #6](#)

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Question #7: No subject

3. Will the City be posting any notes from the pre-proposal meeting?

*The City does not take notes during the pre-proposal meeting.*

[View Response To #7](#)

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Question #8: No subject

13. The RFP has some sections that are duplicative in nature, but not identical; i.e., D.19 and E.8. Please clarify if any difference should be read into the application of these sections under this procurement?

*D.19 is included in the Instructions to Offerors, while E.8 is contained within the Proposal Evaluation Requirements. Both sections inform the offeror the City is able to conduct negotiations, if the City so chooses.*

[View Response To #8](#)

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Question #9: No subject

14. The RFP does not distinguish between exceptions taken to the City's RFP and those taken with Exhibits A and B; therefore, please clarify if it is the intent of the City to evaluate and weigh these exceptions equally with those taken with OMNIA's Exhibit's A and B, or how will they be weighed in terms of importance or value?

*The City does not weigh exceptions within the proposal evaluation criteria.*

[View Response To #9](#)

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Question #10: No subject

15. Under section D.21, a final contract with the City is to be signed within 5 days of the

Notice of Intent to Award; does this then also mean that any Exceptions or Negotiation of Exhibits A and B should be resolved within this time period?

*Negotiations and Exceptions will be resolved at the same time, prior to notice of intent to award.*

[View Response To #10](#)

Question #11: No subject

16. Please clarify whether Exhibits A and B will be negotiated by the City or OMNIA, and if those negotiations will occur AFTER or concurrently with award by the City and contract execution under this RFP?

*Exhibits A & B will be negotiated with OMNIA concurrently, prior to award by the City.*

[View Response To #11](#)

Question #12: No subject

17. Please confirm what the administrative fee percentage is under the current contract?

*All public information related to the current contract can be seen at:  
<https://secure.procurenow.com/portal/tucson-az/contracts/11430>*

[View Response To #12](#)

Question #13: No subject

Could you let us know what the budget is for this project?

*The City does not have a specified budget at this time.*

[View Response To #13](#)

Question #14: No subject

Could you let us know if you have a local preference or are you open to a Canadian agency that has done similar work with clients across North America?

*The City will review all offerors that meet the qualifications of the solicitation. The City*

| *does not have a local preference program.*

[View Response To #14](#)

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Question #15: No subject

Is it the intent of the RFP to limit each sub category to 1 model or sku? Example, our B360 13" Rugged Laptop is highly configurable and has over 200 SKU with a price range from \$2800 to \$6000. Do we identify our least expensive model? Most expensive model?

| *No, the intent of the RFP is to award a percentage off contract. Offerors may include specific items to gain an understanding of offeror's complete catalog.*

[View Response To #15](#)

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Question #16: No subject

May we add lines to each sub-category to identify a top, middle, and low price range model/sku as long as the discount remains the same for the model?

| Yes.

[View Response To #16](#)

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Question #17: No subject

If we have several devices/models that meet the Group/SubGroup minimum specifications, may we bid more than one option? For example, we may have up to 4 Fully Rugged Tablets (UX10, F110, K120, A140) that will meet/exceed requirements. May we add all 4 to this subcategory?

| Yes.

[View Response To #17](#)

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Question #18: No subject

If responding as a manufacturer, will the city of Tucson have a limit to the number of resellers and/or distributors that may be named by the manufacturer? What is the limit?

|

No, there is no limit.

[View Response To #18](#)

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Question #19: RFP 226017 - Ultra Rugged Standards

2. PAGE 8 PARAGRAPH C.2.A.1. ULTRA-RUGGED Given MIL-STD-810-H superseded MIL-STD-810G in 2019, which standard will be required to meet the Ultra-Rugged specs under this agreement?

*MIL-STD-810H is required to meet the Ultra Rugged Standards and has been updated in Addendum #1. Semi-rugged: Withstands harsh temperatures as well as extreme vibration such as in a vehicle riding over rough terrain. It can also handle some water on the keyboard or spill proof keyboard, sand and dust, low temperatures, and protected SSD. Ruggedized laptop should include touchscreen, solid state drives, vibration resistant/control, bezel, heat resistant and water resistant. Ruggedized tablets should include touchscreens and must be useable with latex medical gloves and Q-tips, sanitize resistant and stylus secured to tablet. Accessories: Vehicle mounts Desktop replicators Batteries Battery chargers Stylus Backlit keyboard Aircard Touchscreens SSD*

[View Response To #19](#)

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Question #20: No subject

Can you please provide minimum rugged specifications for each category defined: Ultra Rugged, Fully Rugged, and Semi-Rugged? Example: Ultra Rugged Minimum drop spec 6' feet, IP65, MIL-STD 810H Rating; Fully Rugged Minimum drop spec 4' feet, IP 60, MIL-STD 810H Rating; Semi-Rugged Minimum drop spec 3' feet, IP 54, MIL-SD 810H Rating.

*The City is able to provide the following specifications for Semi-rugged: MIL-STD-810H. Tested by an independent third-party lab to survive 26 drops from 4 to 5 feet on each face, edge and corner. We are also looking at an IP rating of IP53.*

[View Response To #20](#)

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Question #21: No subject

1. Is there a standard image that needs to be deployed before shipment to customer?

No.

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[View Response To #21](#)

[View Response To #21](#)

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Question #22: No subject

2. BIOS settings were mentioned in the pre-proposal meeting, should we expect an addendum explaining them?

*Yes there will be BIO's settings for Tucson Police Department (TPD) but not Tucson Fire Department (TFD). TPD will provide those when needed.*

[View Response To #22](#)

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Question #23: No subject

4. Accessories are listed as part of the product requirements. Would City of Tucson like a full list of Rugged accessories we offer or just pricing on accessories we recommend? Would accessories be needed on a 1x1 ratio with the PCs?

*The City would like a full list of rugged accessories. Accessories would be needed on a 1x1 ratio with the PC's.*

[View Response To #23](#)

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Question #24: No subject

5. Is Bluetooth required?

*Yes.*

[View Response To #24](#)

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Question #25: No subject

6. Are single battery or dual battery needed?

*The City would like the option for both.*

[View Response To #25](#)

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Question #26: No subject

7. Is an optical drive required?

*Optical drive required for Tucson Police Department, but not needed for Tucson Fire Department.*

[View Response To #26](#)

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Question #27: No subject

9. What level of warranty support is required (depot, onsite, etc)?

*No preference.*

[View Response To #27](#)

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Question #28: No subject

10. What are the passthrough requirements needed for the vehicle dock?

*Printer and ethernet.*

[View Response To #28](#)

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Question #29: No subject

11. What mobile broadband carrier do you currently use (Verizon, AT&T, etc)?

*Verizon.*

[View Response To #29](#)

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Question #30: No subject

12. Are any security options needed on the PCs (Fingerprint reader, Smart card reader, etc)?

*Smartcard reader required for Tucson Police Department, but not required for Tucson Fire Department.*



[View Response To #30](#)

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Question #31: No subject

8. How many years of warranty are required?

| *The City prefers a five-year warranty.*

[View Response To #31](#)

Questions? We're happy to help! Simply respond to this email or reach us at [support@procurenw.com](mailto:support@procurenw.com). To stop receiving updates from this project, click [here to unfollow](#).

**From:** [Deborah Bushnell](#)  
**To:** [Jenn Myers](#)  
**Cc:** [Casey Adams](#)  
**Subject:** RE: Pre-Proposal  
**Date:** Wednesday, June 1, 2022 12:19:00 PM  
**Attachments:** [image001.png](#)

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Here you go.

Question #1: RFP 226017 - Usage reporting requirements

1. *PAGE 7 PARAGRAPH C.1.D. USAGE REPORT Will regular monthly reports be required, and if so, should they be submitted from the Contractor or, if the Contractor does not sell direct, will direct monthly reports from the individual resellers to OMNIA Partners be required?*

**The awarded Contractor is responsible for monthly reporting/payments. If assigned to the Reseller, that will be an agreement between the Contractor and Reseller. Please indicate in your response as this will require OMNIA approval.**

Question #4: RFP 226017 - Guaranteed Sales

*5. PAGE 10 ATTACHMENT F MARKETING AND SALES, PARAGRAPH 3.3.L. The City requires a commitment to specified guaranteed sales for each of the first 3 years. Current market conditions (e.g., supply chain delays) could affect sales predictions significantly and could result in an undue burden on the Contractor, through no fault of their own. In addition, reference is made to Exhibit B, Paragraph 12, but the administrative fee is not defined, creating more uncertainty. Request this requirement be eliminated.*

**Guaranteed Sales is not a requirement.**

Question #6: RFP 226017 - Exhibits to be returned

*Please confirm that Exhibits A, F, G and H are the only ones to be returned with our proposal.*

**No. Please return, A, B, F and G only**

Thanks!

**Deborah Bushnell, CTSBO**  
Contract Manager  
OMNIA Partners, Public Sector  
713-554-7348 Office  
832-814-9985 Cell



[www.omniapartners.com/publicsector](http://www.omniapartners.com/publicsector)

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**From:** Deborah Bushnell  
**Sent:** Wednesday, June 1, 2022 11:51 AM  
**To:** Jenn Myers <Jenn.Myers@tucsonaz.gov>  
**Cc:** Casey Adams <Casey.Adams@tucsonaz.gov>  
**Subject:** RE: Pre-Proposal

Okay, sounds good.

**Deborah Bushnell, CTSBO**  
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OMNIA Partners, Public Sector  
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832-814-9985 Cell



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**From:** Jenn Myers <[Jenn.Myers@tucsonaz.gov](mailto:Jenn.Myers@tucsonaz.gov)>  
**Sent:** Wednesday, June 1, 2022 11:50 AM  
**To:** Deborah Bushnell <[deborah.bushnell@omniapartners.com](mailto:deborah.bushnell@omniapartners.com)>  
**Cc:** Casey Adams <[Casey.Adams@tucsonaz.gov](mailto:Casey.Adams@tucsonaz.gov)>  
**Subject:** RE: Pre-Proposal

Either way works. We're working on some now as well and then we'll release everything together.

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**From:** Deborah Bushnell <[deborah.bushnell@omniapartners.com](mailto:deborah.bushnell@omniapartners.com)>  
**Sent:** Wednesday, June 1, 2022 9:50 AM  
**To:** Jenn Myers <[Jenn.Myers@tucsonaz.gov](mailto:Jenn.Myers@tucsonaz.gov)>  
**Cc:** Casey Adams <[Casey.Adams@tucsonaz.gov](mailto:Casey.Adams@tucsonaz.gov)>  
**Subject:** [EXTERNAL] RE: Pre-Proposal

Hi Jenn,

I'm working on them now. Would you like me to answer in the portal (if possible) or just send you an email with each question answered?

**Deborah Bushnell, CTSBO**  
Contract Manager  
OMNIA Partners, Public Sector  
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832-814-9985 Cell



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**From:** Jenn Myers <[Jenn.Myers@tucsonaz.gov](mailto:Jenn.Myers@tucsonaz.gov)>  
**Sent:** Wednesday, June 1, 2022 11:46 AM  
**To:** Deborah Bushnell <[deborah.bushnell@omniapartners.com](mailto:deborah.bushnell@omniapartners.com)>  
**Cc:** Casey Adams <[Casey.Adams@tucsonaz.gov](mailto:Casey.Adams@tucsonaz.gov)>  
**Subject:** RE: Pre-Proposal

Deborah,

We have a few questions in the portal that we need your help with. You should have received an email that they were assigned to you. Let me know if you have any questions.

Jenn

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**From:** Deborah Bushnell <[deborah.bushnell@omniapartners.com](mailto:deborah.bushnell@omniapartners.com)>  
**Sent:** Tuesday, May 31, 2022 1:56 PM  
**To:** Jenn Myers <[Jenn.Myers@tucsonaz.gov](mailto:Jenn.Myers@tucsonaz.gov)>  
**Cc:** Casey Adams <[Casey.Adams@tucsonaz.gov](mailto:Casey.Adams@tucsonaz.gov)>  
**Subject:** [EXTERNAL] RE: Pre-Proposal

Hi Jenn,

Thanks for reaching out! If this still gives your team time to evaluate and submit for counsel award, we're happy to work with it. Three weeks would push it back to June 30<sup>th</sup> so it's this what you're thinking? Since the July 4<sup>th</sup> holiday is around the corner, if an extra week is needed, we're okay with that as well. Just let me know what you decide.

Thanks again!

**Deborah Bushnell, CTSBO**

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**From:** Jenn Myers <[Jenn.Myers@tucsonaz.gov](mailto:Jenn.Myers@tucsonaz.gov)>  
**Sent:** Tuesday, May 31, 2022 3:42 PM  
**To:** Deborah Bushnell <[deborah.bushnell@omniapartners.com](mailto:deborah.bushnell@omniapartners.com)>  
**Cc:** Casey Adams <[Casey.Adams@tucsonaz.gov](mailto:Casey.Adams@tucsonaz.gov)>  
**Subject:** RE: Pre-Proposal

Hi Deborah,

Panasonic has requested a three week extension on the due date. Thoughts??

Jenn

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**From:** Deborah Bushnell <[deborah.bushnell@omniapartners.com](mailto:deborah.bushnell@omniapartners.com)>  
**Sent:** Thursday, April 28, 2022 1:04 PM  
**To:** Jenn Myers <[Jenn.Myers@tucsonaz.gov](mailto:Jenn.Myers@tucsonaz.gov)>  
**Subject:** [EXTERNAL]RE: Pre-Proposal

LOL.....it's fine.

---

**From:** Jenn Myers <[Jenn.Myers@tucsonaz.gov](mailto:Jenn.Myers@tucsonaz.gov)>  
**Sent:** Thursday, April 28, 2022 3:03 PM  
**To:** Deborah Bushnell <[deborah.bushnell@omniapartners.com](mailto:deborah.bushnell@omniapartners.com)>  
**Subject:** RE: Pre-Proposal

I told Nathan, I probably shouldn't be allowed to publish anymore HAHAHA

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**From:** Deborah Bushnell <[deborah.bushnell@omniapartners.com](mailto:deborah.bushnell@omniapartners.com)>  
**Sent:** Thursday, April 28, 2022 1:03 PM  
**To:** Jenn Myers <[Jenn.Myers@tucsonaz.gov](mailto:Jenn.Myers@tucsonaz.gov)>  
**Subject:** [EXTERNAL]RE: Pre-Proposal

Looks good. Thank you!

**Deborah Bushnell, CTSBO**  
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**From:** Jenn Myers <[Jenn.Myers@tucsonaz.gov](mailto:Jenn.Myers@tucsonaz.gov)>  
**Sent:** Thursday, April 28, 2022 2:59 PM  
**To:** Deborah Bushnell <[deborah.bushnell@omniapartners.com](mailto:deborah.bushnell@omniapartners.com)>  
**Subject:** RE: Pre-Proposal

Ok, I think I got both updated without having to issue an addendum. Can you check on your side?

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**From:** Deborah Bushnell <[deborah.bushnell@omniapartners.com](mailto:deborah.bushnell@omniapartners.com)>  
**Sent:** Thursday, April 28, 2022 12:33 PM  
**To:** Jenn Myers <[Jenn.Myers@tucsonaz.gov](mailto:Jenn.Myers@tucsonaz.gov)>  
**Subject:** [EXTERNAL]RE: Pre-Proposal  
**Importance:** High

Me again!

In addition to the below, the OMNIA attachment is still in Redline version. Not a big deal if you can just accept the insertions.

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**From:** Deborah Bushnell  
**Sent:** Thursday, April 28, 2022 2:19 PM  
**To:** Jenn Myers <[Jenn.Myers@tucsonaz.gov](mailto:Jenn.Myers@tucsonaz.gov)>  
**Subject:** Pre-Proposal  
**Importance:** High

Hi Jenn,

The proposal date in the RFP is May 9<sup>th</sup> but should be **May 19<sup>th</sup>**. Is this something you can change w/o issuing an addendum?

**Deborah Bushnell, CTSBO**  
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