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**THIS IS NOT AN ORDER**

**DATE AMENDMENT ISSUED: 12/20/2024**

**RFP TITLE:**

**2025-0200-0044  
AV Equipment and Services**

**AMENDMENT 1**

**NOTE: it is the proposer's responsibility to review and accept all amendments to this solicitation. Please closely review the changes noted in this amendment.**

**Change 1: This amendment serves to revise the Attachment H, Offeror Response Worksheet for Category 1, Section B, 1. has been amended and replaced in its entirety.**

**Change 2: Attachment B, Scope of Work for Category 1, Section A, 15 – Internet-Based Ordering System, Number 15, has been amended and replaced in its entirety.**

**Change 3: Attachment B, Scope of Work for Category 2, Performance Requirements has been amended and replaced in its entirety.**

**Change 4: Attachment C, Evaluation Plan for Category 1, Stage 4: Cost Evaluation, Market Basket, has been amended and replaced in its entirety.**

**Change 5: Attachment G - Offeror Information, Acknowledgements, and Certifications - AV RFP 2025-0200-0044 has been amended to include and Artificial Intelligence Disclosure and replaced in its entirety.**

**This amendment serves to include and make part of the following questions and answers received.**

1. Would you consider awarding a manufacturer of AV equipment for Category 1: full line catalog?

Answer: Per the scope of work for Award Category 1: Full Line Catalog, the goal of this award category is to achieve a full line catalog with a wide array of AV products from different manufacturers. Please see Attachment H, Offeror Response Worksheet for Category 1 which states the minimum requirements. While there is nothing explicit in this RFP that defines what type of provider can and cannot submit a proposal, the minimum requirement to provide 4 of the 5 RFP categories of AV products will need to be met, along with all other requirements found in this RFP. If a supplier submits a proposal for Category 1, they affirm that they can meet these minimum requirements as well as all other requirements found in Attachment B, Scope of Work.

2. Regarding pricing, do we have to have the same price on an item for all 50 states, the District of Columbia and US territories freight pre-paid?

Answer: Yes, that is correct.

3. Based on the master agreement they say that we can redline, so we want to ask if it is possible in the shipping terms to include a language similar to: Any oversized, overweight, nonstandard sized boxes may result in the purchaser paying a reasonable shipping fee.

Answer: Please see Attachment H, Offeror Response Worksheet for Award Category 1 which states the minimum requirements along with acknowledgement, in order to submit a proposal.

4. On Category 1. Could you please clarify how you would like the catalog pricing structured? Specifically, should it be based on percentage off MSRP, retail, or is there another preferred format?

Answer: Pricing needs to be submitted as provided in Attachment I – Cost Proposal. We are looking for a category discount list that covers all of what is offered (full line catalog) as well as a market basket response that covers the information required within the response worksheet.

5. As an integrator who is awarded a category 2 contract, can we still sell products or only services? To which the response was we can sell both.

Answer: Category 1 is products only, plus minimal/simple installation that can be offered. Category 2 is a holistic solution aimed at design, planning, installation, etc.; products can still be provided, such that it fulfills the solution requested by the customer and adheres to

the guidelines and requirements set forth in the scope of work of this RFP as well as the agreed upon quote that is provided to the Participating Entity and approved.

6. Are you looking for helpdesk and on-site maintenance and warranty facilitation?

Answer: Please refer to the scope of work and the minimum requirements found in Attachment H. Bidders are encouraged to thoroughly review these materials in the RFP and determine if they meet these requirements. Helpdesk, on-site maintenance, and warranty facilitation can be provided in addition to and, only if the supplier has the capability of meeting the minimum requirements and all requirements found in the scope of work of this RFP.

7. So, respondents must supply equipment AND install services, not just offering of products only?

Answer: Category 1 is seeking a full-line catalog of products. Category 1 and Category 2 are separate award categories and respondents can submit proposals for one or both categories. As such, the proposals will be evaluated and awarded exclusively.

8. Further to the previous question, is this contract designed for manufacturers or integrators, or either?

Answer: Category 1 is designed for suppliers that can supply a wide array of AV supplies and products. Category 2 is designed for integrators and installers of AV related solutions.

Manufacturers are strongly encouraged to look at the minimum requirements, they must be able to provide a wide array of AV supplies and equipment as well as all of the other requirements found in the scope of work. Category 1 supplier will need to be capable of meeting these minimum requirements. See answer to question 1.

9. Is the ordering website requirement applicable to category #2?

Answer: No, the ordering website requirement is only applicable to Category 1.

10. **Full Line Catalog** will be product driven, with a focus and structure similar to the current AV portfolio with added enhancements and modernization...." where can we find the current AV portfolio?

Answer: <https://www.naspovaluepoint.org/portfolio/audio-video-equipment-and-supplies-2019-2025/>

11. Are you looking for respondents to be able to offer more than one manufacturer's line card in a single response?

Answer: We are looking for respondents to be able to offer at least 4 of the 5 product categories outlined in Category 1 scope of work. See answer to question 1.

12. How many awards does Alaska/NASPO anticipate making?

Answer: There is no set number of awards, but Alaska will evaluate and consider a multi-award for each of the two award categories.

13. Is data available on the state-by-state spending executed under the prior contract?

Answer: Yes, please reach out to the NASPO Cooperative Portfolio Manager, Josh Descoteaux ([idescoteaux@naspo.org](mailto:idescoteaux@naspo.org)) for this information. There is also anticipated usage and intent to participate information in Attachment E of the RFP.

14. Can we Bid partial components and services as in Audio Recording systems, Installation and training?

Answer: If your solution meets the minimum requirements found in the RFP it will be evaluated. If submitting a proposal, please be specific in your proposal response as to what you can provide in Category 2 for clarity purposes for the evaluation.

15. Regarding category 1- Could you please clarify how you would like the catalog pricing structured? Specifically, should it be based on percentage off MSRP, retail, or is there another preferred format?

Answer: Please see answer to question 4.

16. In order to utilize this contract beyond the interested states, does a participation agreement (addendum) need to be signed?

Answer: After the Master Agreement is executed between the supplier and Lead State, the supplier will need to execute participating addendums (PAs) with each individual state or public entity (including the Lead State).

17. Please verify that questions asked today will be taken as submitted and will be answered).

Answer: The questions that were entered in the chat at the time of the pre-proposal conference have been included here in the Q+A document and answered in addition to the others that were submitted to AK.

18. This bid is being used by multiple states in the US - the minimum criteria is to be available for all 50 states - is that not limiting to only the largest providers in the in country?

Answer: Please assess your eligibility to bid based on the minimum requirements found in Attachment H (for both Award Categories) as well as the requirements found in Attachment B, Scope of Work.

19. Does this proposal only cover the equipment listed in the 3 bundles of the Cost Proposal?

Answer: Please see answer to question 11. The 3 bundles are to compare a set of products for evaluation purposes only.

20. As an integrator who is awarded a category 2 contract, can we still sell products or only services?

Answer: Please see answer to question 5.

21. Can a customer buy from Category 1 vendor and get install from category 2?

Answer: There is nothing that would restrict this. This would be up to the customer/Participating Entity to make the decision that best serves their situation.

22. Can you please advise on the usage fees assessed?

Answer: "Usage fees" is not a term, but I will direct this question to the Administrative Fee term found in Attachment D, Sample Master Agreement, Section 5.2.

23. How soon will questions be answered after it was submitted in writing?

Answer: All questions are compiled in this amendment document by the Lead State of AK, and then publicly posted, via this document.

24. In the SOW are you requiring certified vendors of manufactures like Crestron?

Answer: This question cannot be answered directly. Please refer to the SOW minimum requirements found in Attachment H, Offeror Response Worksheet to determine your capabilities and eligibility to submit a proposal.

25. This may be the same question as asked earlier, but can we have a clarification that the NASPO contract has an admin fee and then some of the interested states have added their own admin fees on top of the NASPO fee?

Answer: Please see Attachment D, Sample Master Agreement, Section 5.2.

26. Is there a preference to vendors located in the state of Alaska?

Answer: Yes, please see Attachment G, Offeror Information, Acknowledgements, and Certifications.

27. We manufacture, installation, maintenance, software/design. We would bid both categories since we check all boxes in both, correct?

Answer: In this scenario, it is advised that you look at the minimum requirements. While this Q+A is not intended to direct what you can and cannot submit bids for, since you provide your own products for installation, please see answer to question 5. Suppliers who are awarded Category 2 can still provide materials, products, supplies, to complete the solution.

28. I have a question on Attachment I - Cost Proposal for Category 1 - AV: Are offerors required to provide all products in all of the bundles (Bundle 1 through 3) or can we provide what we have and then provide a separate offeror catalog with our full list of AV products?

Answer: Offerors are required to be capable of providing all products listed in the bundles (or equivalent with details to justify the similar product proposed) and submit all of the product details required in Attachment I.

29. For Cat 1 you list specific items. Where do we load the full catalog information, or will the website link do?

Answer: Please see the Attachment H, there is now clearer directions for responses with an emphasis to provide a link to the Internet-based ordering system. No loading of catalog information is required.

**Attachment H, Offeror Response Worksheet for Category 1, Section B, 1. has been amended with the following:** "Provide a link to your current internet-based ordering platform. Then narratively describe your platform including its methods of order submission, and current capabilities that align with the requirements in the Scope of Work. including. Describe your ability to support a decentralized system of Orders submitted from many end users in multiple states and locations."

30. Attachment G, Local Bidder Preference Certification - Is Alaska residence required to be eligible to bid on this contract? Is the Local Bidder Preference Certification form required with our proposal if we are not requesting local preference?

Answer: Alaska residence isn't required to bid on this contract. However, if you have Alaska bidder preference then that can be applied, please reference Attachment G for details.

31. Attachment H -OFFEROR RESPONSE WORKSHEET AWARD CATEGORY 2: COMMERCIAL AV SERVICES -Describe what, if any, artificial intelligence technologies you will be using in your performance of a Master Agreement resulting from this RFP and how and for what

purposes such technologies would be used. Can you clarify which part of the Master Agreement you are referring to regarding the use of "artificial intelligence (AI) technologies"? Is AI part of the quoting and procurement process or design delivery?

Answer: We would like the proposer to disclose if any part of the proposed work performed will have the use of AI including design delivery. In addition, we have amended Attachment G to include an acknowledgement if AI was used in the offeror's proposal response.

In addition, we have added an acknowledgement if AI was used in any way in your proposal development or research.

**Attachment G - Offeror Information, Acknowledgements, and Certifications - AV RFP 2025-0200-0044 has been amended to include and Artificial Intelligence Disclosure.**

32. Request for Proposals for AV Equipment and Services III. AWARD CATEGORY 2: COMMERCIAL AV SERVICES – DELIVERABLES -Does service pricing need to be presented as an hourly rate cost or can the service pricing be presented as a service price MSRP discount table, similar to current contract holder Audio Enhancement's (Master Agreement #200000035 A)?

Answer: For the purpose of the cost evaluation for Category 2, hourly rates will need to be submitted. Please follow submittal instructions found in Attachment I for Category 2.

33. Question on attachment H, for Award Category 1, section II. Response to Technical Criteria, 3 c. Vendor performance rating. As a manufacturer bidding on Award Category 1, should the performance rating reflect the performance of the reseller partners in lieu of vendors? If so, what performance characteristics would you like to see?

Answer: Please see answers to questions 1, 5, 7, and 8. Additionally, as long as the manufacturer bidding on Award Category 1 can meet the minimum requirements specifically providing 4 or the 5 product categories listed in the scope of work, the vendor performance rating should reflect the direct work that the proposer has done. The performance characteristics should align with the requirements found in the scope of work pertaining to the sale of a full line catalog. It is strongly recommended that any offeror reviews the minimum requirements.

34. It is stated in Section III of the Scope of Work the offerors are to provide holistic solutions. Is the offeror permitted to include the sale of equipment as part of these solutions? If the answer is yes, how is equipment priced to the Participating and Purchasing Entities? e.g. minimum discount off MSRP?

Answer: The offeror is permitted to include the sale of equipment which will be part of their quote to the interested customer. At this time for the purposes of this RFP, proposed pricing for the equipment is not required.

35. It is stated in Section III of the Scope of Work at the bottom of page 11 the Contractor shall provide a labor and material warranty for the period of one year. Is the Contractor able to quote for additional travel expenses for remote locations during this period if servicing is required?

Answer: Contractor will be able to quote additional expenses and will need to be acknowledge and accepted by the customer per the requirements in the scope of work.

36. It is stated in Section III of the Scope of Work at the bottom of page 11 the Contractor shall provide a labor and material warranty for one year upon final acceptance and the contractor shall not sell service or maintenance agreements that overlap the included one-year coverage. Can the contractor quote an optional service/maintenance agreement after the expiration of the one-year warranty even if some equipment may have a three-year hardware warranty?

Answer: Yes, this is acceptable.

37. Is this contract designed for manufacturers or integrators, or either? If manufacturers are bidding directly, would they list resellers?

Answer: Please see answers to questions 1, 5, 7, and 8.

38. Can you clarify that the NASPO contract has an admin fee and then some of the interested states have added their own admin fees on top of the NASPO fee? Are the awarded vendors responsible for the fees, or is there a distinction between whether these are the responsibilities of manufacturers vs. reseller partners?

Answer: An awarded supplier is required to be responsible for the fees and is considered a primary party that is liable and responsible for all aspects of the contract. Manufacturers are strongly encouraged to review the minimum requirements to ensure they are capable of what is required. To reiterate, Category 1 requires that multiple manufactured products from a wide array of product categories will need to be provided. Please see the scope of work.

39. Are we expected to respond to the main RFP from the lead state of Alaska, or are there separate solicitations from each state that we need to respond to separately?

Answer: There are no separate solicitations. There will be Participating Addendums that will need to be executed with each public entity to use the Master Agreement, but these are not separate solicitations.

40. Attachment B Scope of work – Award Category 1- Full Line Catalog. Do we need to list actual products or can we list manufacturers with a discount off MSRP like this example.



Manufacturer	Brief Product Offering	Minimum Percentage% Discount
Absen	Video Wall Displays	2%
Allen & Heath	Pro audio products	2%
AMX	Control Systems for A/V, Projection, Screens, and Lighting	4%
Anchor Audio	Portable Sound Systems for Small-Large Audience Size	5%
AtlasIED	Speakers, Microphones, Equipment Stands, & Enclosure Systems	4%
Audio Enhancement	Audio Solutions, Intercom, Paging, Bells, and SAFE Alerts	5%
Audio-Technica	Wired & Wireless Microphone Systems, Headphones, & Accessories	4%
Aver	Visual Collaboration Solutions USB, PTZ, and Document Cameras	3%
AVF	Carts, Video and Huddle Room Tables, & Accessories	15%
Barco	Video Wall Displays and Processing	2%
Behringer	Installed Sound, Live Portable Sound, Recording, and Broadcast	2%
Biamp	Audio Amps & Mixers, Digital Signal Processors, Room Combining	15%
Bose (Commercial)	Loudspeakers and Sound Systems for Music and Speech	4%
Boxlight	Portable STEM Lab Includes Library of Lessons	5%
Bretford	TV & Utility Carts, Technology Furniture, Tables, Mounts, & Lecterns	4%
BrightSign	State-Of-The-Art Digital Signage Media Players	2%
BSS Audio	High Quality Audio Signal Processing and Network Audio	10%
C2G	Computer, HDMI, VGA, USB, Ethernet, and Audio/Video Cables	10%
Chauvet	Professional Lighting Products and Accessories	15%
Chief	Professional Mounting Solutions for Projectors	10%

Answer: For the product category discount schedule/list, proposers will need to list product categories (not individual or actual products, for example “Speakers”. While we strongly considered many approaches, this RFP will proceed with a single minimum discount % by product category.

41. Do we need to register on <https://iris-vss.alaska.gov/>? Or is there any other website we need to be registered under to participate in this RFP?

Answer: Participating in this RFP doesn’t require a registration, however if you wish to become a vendor doing business with the State of Alaska, a business license and registration in Vendor Self Service (VSS) is required:

<https://iris-vss.alaska.gov/PRDVSS1X1/Advantage4>

42. Can we create a subpage on our website for the item catalog for this purchase agreement? If not, is there a website you recommend that users have used that works well with the eMarketplace? (We currently have a website through BigCommerce)
- a. Can we just use the eMarketplace as the separate website for this purchase agreement?

Answer: The awarded supplier can create a subpage as long as it has a URL. To answer “a.” eMarketplace will be a capability required in addition to the Internet-based ordering system.

**Attachment B, Scope of Work for Category 1, Section A, 15 – Internet-Based Ordering System, Number 15, has been amended with the following:** “Have the capability of being used as a ‘Punch Out’ to an individual entity’s electronic purchasing system and NASPO’s eMarketplace.

43. If a purchasing entity posts a request for equipment and services, and we are only awarded Category 1 for full line catalog, would we still be able to quote service (i.e. labor or design)?

Answer: No, Category 2 is reserved for labor and design services. There is a value-add category component in Category 1, but this is for light installation such as wall mounting or product set up, please see scope of work.

44. Can we get an extension on the Q&A for any follow-up questions?

Answer: At this time, the Q+A phase has been closed, and will not be extended.

45. If the contractor is looking only to supply Hawaii only for solicitation number 2025-2000-0044. Is an internet-based ordering system a requirement for the contractor as listed in the SOW?

Answer: The internet-based ordering system is only required if proposing Award Category 1. If proposing Award Category 1, the minimum requirement is stated, “Offeror affirms that they can provide sales and ship to all 50 United States, District of Columbia, and US territories, and all shipping shall be F.O.B. Destination (including Alaska and Hawaii), freight pre-paid, with all transportation and handling charges paid by the Contractor.”

46. Can the contractor respond to this RFP solicitation number 2025-2000-0044, looking only to supply the State of Hawaii?

Answer: If proposing Award Category 1, the minimum requirement is stated, “Offeror affirms that they can provide sales and ship to all 50 United States, District of Columbia, and US territories, and all shipping shall be F.O.B. Destination (including Alaska and Hawaii), freight pre-paid, with all transportation and handling charges paid by the Contractor.”

If proposing Category 2, the proposer will need to fill out the Attachment I that discloses where the proposer is capable of providing services that meet the scope of work.

47. Regarding the cost proposal section I, shall the contractor list all models of a manufacturer with individual cost for each or can a blanket discount to cover that category. Example: Samsung Interactive Monitor - Discount 35% of List Price.

Answer: We are looking for a blanket minimum discount for each product category. The product category would be: Interactive Monitors – Discount XX% off of List Price.

48. Attachment H, section 1. Response to mandatory minimum requirements if we are looking to supply only the state of Hawaii, are we exempt from this requirement?

Answer: No proposer is exempt from the minimum requirements. If the proposer cannot meet these, please do not submit a proposal.

49. Can a product be added to the order if it is not listed on the Attachment H Award Category 1, but it's necessary for the system to work?

Answer: Products can be added after contract award to those suppliers who are awarded and execute a Master Agreement. For the purposes of this RFP, the products that are listed in the market basket response need to be proposed, no adding of products is necessary at this time.

50. In attachment E, Participation Information, page 9 of the State of Hawaii Addendum, is Cyber Liability Insurance required? At the end of the paragraph, it says use as applicable, does this mean we need it only when we are connecting to the state's network?

Answer: Correct, the terms included in Attachment E are there to provide insight into interested states and these terms are not reflective of the MA. The awarded suppliers will have to execute PAs, and these state specifications may be found and negotiated in their respective PAs.

51. There are multiple places in the RFP Solicitation Number 2025-2000-0044 that mentions an online platform process and order submission. Is this a necessary requirement?

Answer: Yes, this is found in Category 1 scope of work and is required.

52. Can a contractor only submit for section H, Award Category 2: Commercial AV Services? Do you know how many vendors will be awarded Category 1? Also, do we need an Alaska Business License #? Or can we respond with just our Tax ID?

Answer: Yes, both award categories will be awarded separately. At this time, we do not know how many vendors will be awarded Category 1. When doing business with the State of Alaska, a business license is required, please reference the Business License FAQ's on the State of Alaska Website:

<https://www.commerce.alaska.gov/web/cbpl/BusinessLicensing/BusinessLicensingFAQs.aspx>

53. **Attachment 1 Category 1: Full Line Catalog:** Each manufacturer offers different discount rates, making it difficult to provide a single discount schedule by category. To better align with the State's objective to achieve best value and more favorable we recommend listing

the discounts by Manufacturer instead of a single discount by category. Is the State open to this approach?

Answer: Please see answer to question 40. While we strongly considered many approaches, this RFP will proceed with a single discount by product category.

54. **Attachment C – RFP Evaluation Plan:** Could you clarify how the scoring scale is assessed across the evaluation stages? For example, in Stage 4 (Cost Evaluation), how are the normalization formulas applied to ensure proportionality, and are there any adjustments or exceptions to the calculations that evaluators may apply?

Answer: The evaluation for both Award Categories is divided into different phases. It is outlined in Attachment C, RFP Evaluation Plan as to the thresholds for each, for a proposal to be evaluated, scored, and move on to the next phase. Specifically, the normalization of points is detailed to provide the number of points proportional to the cost criteria in order to rank the number of points applied in Stage 4. Please see Attachment C for further details.

55. **Attachment C – RFP Evaluation Plan:** How many awards will be given per category? Is the award given only to the bidder with the highest total score, or are multiple awards given, such as to the top five bidders or those within a certain percentage of the highest score?

Answer: There is no set number of awards, as found in Attachment C, “The Lead State and Sourcing Team will determine which proposals are advantageous to the Lead State and potential Participating and Purchasing Entities by determining ability to fulfil the requested scope of work and overall best value to those Entities.” The Lead State and Sourcing Team will follow the evaluation plan set forth in Attachment C.

56. **Attachment I – Cost Proposal:** In order for the State to have an apple-to-apple cost comparison, will you kindly provide the Desired Product Manufacturer and model number / SKU on each line item listed on the market bundle?

Answer: The market basket is asking for the products listed but leaving it open for similar items to be proposed with an explanation and justification. We do understand this request for a direct apple to apple comparison, but also recognizing that this may be restrictive if a specific model number was required.

**Attachment C, Evaluation Plan for Category 1, Stage 4: Cost Evaluation, Market Basket, amended with the following:** “Offerors have the ability to propose similar/equivalent products and must provide all of the information required. The Lead State will evaluate equipment products for reasonableness, taking into account models, specifications, configurations, etc. The Lead State has the right to eliminate products from the market basket that do not provide an equivalent comparison.”

57. Attachment E, Participant information-The RFP mentions opportunity for business with many states. Do we need to acquire a business license for each state prior to RFP submission? Is it possible to get a business license as needed for each opportunity?

Answer: With not knowing if this question is about Category 1 or 2, this answer will outline both. For Category 1, the RFP requires an acknowledgement of the minimum requirement that the proposer has the capability to supply and ship to each state, territory, and DC in Attachment H, Offeror Response Worksheet. Direct relationships and business licenses are not required to be submitted; however the award does expect that once awarded, you will be able to provide AV products to these entities. For Category 2, the RFP requires an acknowledgement of **current** entities that you can provide commercial services for in Attachment H, Offeror Response Worksheet. While the RFP does not require submission and validation of business licenses, the proposer's response must be accurate. Prior to any work being performed, the entity will require all licenses necessary.

58. Attachment B, Scope of Work If we only bid on Category 2 on this bid, does that preclude us from purchasing equipment for any A/V project? For example, suppose we were selected for a studio rebuild. Would we be able to provide equipment as part of the bid if we are only responding to Category 2?

Answer: Please see the answer to question 34.

59. Attachment B, Scope of Work Beyond the Davis-Bacon act, do we have any union considerations for work completed in the State of Alaska?

Answer: No, union considerations are not applicable.

60. Attachment B, Scope of Work Sec III Award Category 2 In regard to ". The Contractor shall be responsible for the costs of obtaining or maintaining any licenses, permits, or other costs and shall not pass the cost through on an invoice." Is it correct to assume that specific licenses may be obtained upon award?

Answer: Please see the answer to question 57.

61. Attachment B, Scope of Work Sec III Award Category 2 Under Performance Requirements it states: "After receiving written final acceptance of completion of the service from the Participating Entity, the Contractor may issue an invoice to the Participating Entity" Is it correct to assume that this indicates projects are paid upon completion or are payment milestones an option (particularly for larger scale/longer duration projects)?

Answer: This will ultimately be up to the Participating Entity and memorialized within the quote. The scope of work is open for payment milestones, and is reflected in the revised SOW.

**Attachment B, Scope of Work for Category 2, Performance Requirements has been amended with the following:** “If agreed upon by Participating Entity and Contractor, milestone payments are permitted. The milestones will be in writing and apart of the quote/contract between the Participating Entity and Contractor.”

62. Question (multi-part) – Ref. Attachment: I – Cost Proposal for Category 1, Bundle 1 -In the interest of providing accurate current pricing please provide the requested clarifications on the following items:

- b. Sony Projector Widescreen LCD 4k capable, 1920 x 1200 full HD, greater than 7000 lumens. – Will offering an option of 7300 or greater lumens be acceptable? And is there a preferred lens option? Lens Options Available: .33, .65, .85-1, 1-1.39, 2.34-3.19, and 3.18-3.84
- c. VIVIDSTORM PHANTOM Recessed In-Ceiling Motorized Tension UST ALR Projector screen – May the more readily available alternate model Draper Access with TecVision Xh700X screen material and low-voltage control be offered in replacement of this model? And what is the preferred size and aspect ratio for this device?
- d. AMX MU-3300 MUSE Automation Controller – 8 Serial, 8 Relays, 8 IR, 8 IO & ICSLan – What size and type of this device is desired and should the touch screen option desired?
- e. Sound System: JBL, 8" speaker - Which of these common available models should responders quote? Models: 8128,8138, CSS808, CSS8018, Control 18CT, Control 328CT, Control 128WT, Control 28-1, Control 28AV-1, or AWC82.
- f. Sound System: JBL, 8" amplifiers – Please specify a model number as multiple options are available of this device.
- g. Shure, cardioid gooseneck microphones. Shure model number: MX410 – Is the desktop or flange mounted version of this device desired?
- h. Shure, or approved equivalent, lavalier microphone. Shure model number: SM93 – Please confirm that the commonly used ULXD series of this device is to be quoted.
- i. AVer, or approved equivalent, video camera which is PTZ, USB, HDMI, and RS232 pan/tilt/zoom. AVer product number: CAM530 – This model number is discontinued. Please confirm that the new model number CAM550 will be accepted.

Answer: See answer to question 56.

63. Question (multi-part) – Ref. Attachment: I – Cost Proposal for Category 1, Bundle 2 In the interest of providing accurate current pricing please provide the requested clarifications on the following items:

- j. Samsung, or approved equivalent, monitor. 80” widescreen, LED, 4k capable, 1920x1200 full HD. – The 80” size of this device is no longer available. Please confirm that the newer 85-86” version with a resolution of 384x2160 will be acceptable?
- k. Allen & Heath QU-32C 32 Channel Digital Mixer – Chrome Edition – Will the Soundcraft SI be an acceptable alternative to this device?

Answer: See answer to question 56.

64. Question – Ref. Attachment: I – Cost Proposal for Category 1, Bundle 3

- l. In the interest of providing accurate current pricing please provide the requested clarification on the following item:
- m. Sony PXW-Z90V 4K HDR XDCAM with Fast Hybrid AF - Will the more readily available model JVC CY-HC500U be an acceptable alternative to this device?

Answer: See answer to question 56.

65. Question – Ref. Attachment: B, Scope of Work, II. A. “Internet-based Ordering System”

- n. Will Contractors that can offer a Full Line Catalog of the products specified in Award Category 1 available via phone and email ordering but does not currently offer an internet-based ordering system be disqualified to receive a Category 1 award?

Answer: Correct, the internet-based ordering system must have current capabilities which will be assessed by the Lead State and Sourcing Team.