

## **Q/A pertaining to RFP 18-1011**

### **Q. How many years' experience is required for the contractor in relation to designing, installing and maintaining Salto systems?**

A. Although we have not established a minimum requirement for years of experience with Salto, we are interested in your experience and will consider this with other factors in making our determination.

### **Q. Is there a minimum Tier requirement as a Salto Business Partner?**

A. There is no minimum Tier requirement, but we require that respondents have a good working relationship with the factory

### **Q. What is the maximum distance for the contractor field office locations from the USD Site?**

A. Our concern about your San Diego area Service Center is related to response times and Service Charge costs.

### **Q. Will the service agreement include the original 80 locks utilized in the pilot program? Are the current locks still under warranty?**

A. The successful bidder is not expected to provide warranty support for installed locks that are beyond the manufacturer's Warranty, however, Salto Software Updates may be required as a contracted item.

### **Q. Will credentials/fobs need to be provided? If so what quantity and model will be required?**

A. USD will most likely sourcing cards from another vendor. The Cards we use are Mifare Desfire EV2, with A Hi-Co Magstripe on the back. Cards are plain PVC.

### **Q. Will encoders need to be provided for the site?**

A. USD currently has 4 Encoders. If additional encoders are required we'll ask for a quoted price.

### **Q. Are subcontractors acceptable to use for this installation or service? If so, is there a percentage limitation of work provided that can be subcontracted? Will subcontractor need to hold same licenses and certifications as contractor?**

A. USD seeks to contract with a company that has their own staff on hand that is qualified to do this work, with appropriate licenses and certifications. Subcontractors are not acceptable for this work.

### **Q. The addendum 1 sample 2 requires installation during the weekend between 9AM-4PM. What will be the regular working hours for this project?**

A. Most phase 1 and 2 installations will likely be during normal business hours (8AM-4PM), however, USD is a 24/7 operation. Many of our students reside here, so it's not uncommon for some service calls to occur after hours. Your quoted labor pricing should include After Hours rates.

### **Q. Are there minimum insurance requirements set for this installation?**

A. See these links: <https://www.sandiego.edu/finance/risk-management/general-liability.php>  
<https://www.sandiego.edu/hr/documents/vendor-insurance-requirements-graph.pdf>  
<https://www.sandiego.edu/finance/documents/vendor-insurance-requirements-narrative.pdf>

### **Q. Is a performance bond required for this project?**

A. A performance bond is not required

### **Q. Will record drawings be required for this installation?**

A. "As built" drawings of wired perimeter readers & wiring will need to be provided, once the work is complete (not for the RFP).

(continued)

**Q. Is the Manufacturer's price list, guides, manuals, brochures and price sheets able to be provided after the contract is awarded? If not, is it possible to send the Manufacturers' Price Lists electronically? Some of the manufacturers price lists are 100 pages or more and there are 5 manufacturers total and USD is requesting 5 copies of each. We just want to be sure this is necessary prior preparing these items.**

A. At least one copy of each Manufacturer's List Price Book is required with your RFP Proposal, so that we understand what your pricing is based upon. Because you are submitting both line-item priced "samples" and a proposed discount from List for future projects, we need the manufacturer's list price to understand your pricing. We can request the 4 additional copies from the successful bidder post-contract.

**Q. In relation to Addendum 1 sample #2 and sample #3 reference Armor fronts, parts S77158 LL and S77805 LL, as Salto products. There is not a current Salto parts listing for either of those model numbers. Is it possible to confirm the model numbers are accurate or provide the intent of this particular part so we can provide an alternate?**

A. These numbers reference a Falcon Armor Front, which fits the Salto mortise case, since Salto does not 10B finish for their Armor fronts.