Questions & Answers
#3

(Deadline for Questions 09/02/2026 @ 5:00pm EST)

12. **Is there a maximum page count for the technical proposal (Evaluation Sections 1-5) or for any individual section? If not, is response length unrestricted?**

    Answer: No, there is no maximum page count limit for the technical proposal or individual sections. Response length is unrestricted; however, Proposers are encouraged to maintain clear, concise, and structured responses that directly address the evaluation criteria without unnecessary filler.

13. **Emerging and rapidly evolving technologies are often deployed within shorter performance windows, and a one-year threshold would enable a broader, more innovative pool of offerors to compete while still demonstrating proven, relevant experience. To align the evaluation criteria with the Government's objective of acquiring state-of-the-art technology, will the Government consider modifying the Past Performance requirement? Specifically, rather than requiring a minimum of three (3) references each demonstrating 2+ years of service, we recommend the Government accept three (3) relevant Past Performance references with a minimum of one (1) year of solution utilization.**

    Answer: The evaluation criteria and point allocations specified in Exhibit C (Section 4.10.1.4 Past Performance) remain unchanged. While submitting references with less than two (2) years of utilization will not result in automatic disqualification, references demonstrating two or more (2+) years of operational history are eligible for maximum point allocation (Score 9–10 / 27–30 pts). References with shorter utilization periods (1–2 years) will be evaluated and scored under the mid-tier scoring criteria (Score 5–8 / 15–24 pts).

14. **How does the Government define the "public safety technology sector" for purposes of this requirement? Is a list of qualifying technology categories or use cases available?**

    Answer: The "public safety technology sector" encompasses hardware, software, cloud services, and situational awareness technologies designed specifically for law enforcement, corrections, emergency management, first responders, and national defense/military operations. The subcategories listed in Section 3.1.1 (e.g., Body-Worn Cameras, In-Car Video, Digital Evidence Management Systems, Drones/UAV, Situational Awareness Software, etc.) serve as the primary qualifying technology categories.

15. Are there required font family, font size, margin, and line-spacing specifications for the narrative response?

Answer: No specific font family, font size, margin, or line-spacing parameters are mandated. However, Proposers are strongly advised to utilize standard, highly legible formatting (e.g., 10–12 pt font such as Arial or Calibri, 1-inch margins, and standard line spacing) to facilitate ease of review by the Evaluation Committee.

16. Regarding the public safety technology experience requirement, we request clarification on: (1) how the Government defines "market share," and against what market, geography, or segment it is measured; (2) what types of awards qualify (e.g., industry/analyst awards, government recognitions, certifications, rankings); and (3) how "multi-jurisdictional" is defined and do Department of Defense/Department of War (DoD/DOW) customers count toward this requirement?

Answer:

- Market Share: Evaluated based on evidence demonstrating active solution adoption across local, state, or federal public safety entities within North America.
- Qualifying Awards: Includes recognized industry analyst reports, public safety association honors, government innovation awards, or security/compliance certifications.
- Multi-Jurisdictional & DoD Qualifications: Evaluated strictly in accordance with Exhibit C (Section 4.10.1.4 Past Performance):
    - Multi-Jurisdictional Definition: Refers to solutions deployed across two (2) or more distinct public safety agencies or regional task forces. To qualify for top-tier scoring (Score 9–10 / 18–20 pts), references must represent multi-jurisdictional agencies using the solution for 2+ years.
    - DoD/Military References: Deployments for military police, base security, or law enforcement units that perform public safety functions may be considered relevant. However, references from single-site military bases or non-law enforcement units will be scored under the mid-tier criteria (Score 5–8 / 10–16 pts) alongside other single-site references.

17. Do spec sheets, certifications, audited financials, and appendices count toward any page limit, or are they excluded as attachments?

Answer: Because there is no overall page limit for proposal submissions, spec sheets, certifications, financial documentation, and supporting appendices are welcomed as clearly labeled attachments or supplemental sections.

18. Is a single consolidated PDF required, or may the narrative and exhibits be submitted as multiple separate files?

Answer: Proposers may submit either a single consolidated PDF or multiple clearly identified PDF files (e.g.,***PREFERRED*** Technical Narrative, Financial Statements, Certifications/Exhibits) via the portal. However, cost matrices and TCO spreadsheets must be submitted in native Microsoft Excel (.xlsx) format as separate attachments per Section 3.14 and Exhibit C.

19. **Are there file-naming conventions or a required labeling scheme for electronic files uploaded to Euna OpenBids/DemandStar?**

    Answer: While the portal does not enforce a strict naming algorithm, Proposers are urged to use clear, descriptive file names that include the vendor name and document content (e.g., [VendorName]_RFP_2026-010_Technical_Proposal.pdf, [VendorName]_TCO_Spreadsheet.xlsx).

20. **For electronic submissions via Euna OpenBids/DemandStar, is there a maximum individual/total file size and a maximum number of files?**

    Answer: Euna OpenBids/DemandStar may be reached at support@demandstar.com or support.demandstar@eunasolutions.com.

21. **If submitting electronically, is any hard-copy original still required, or is the electronic upload the sole official submission?**

    Answer: Electronic upload via Euna OpenBids/DemandStar serves as an official primary submission. No physical hard-copy original is required if an electronic proposal is successfully uploaded prior to the deadline.

22. **Does the agency have a preference between physical and electronic submission, and is there different treatment at Bid Opening?**

    Answer: The agency currently maintains no preference between physical and electronic submissions; both methods are treated equally. All timely submissions received prior to the solicitation deadline will be formally logged, opened, and evaluated identically.

23. **Confirm proposers should structure the response strictly in the order of the six Evaluation Criteria (4.10.1-4.10.6) using the 6.4 checklist as the table of contents.**

    Answer: Confirmed. Proposers must structure their proposals to align directly with the six evaluation categories (Sections 4.10.1 through 4.10.6) and utilize the Section 6.4 checklist as the Table of Contents / cross-reference index to streamline committee evaluation.

24. **Is the 6.4 checklist intended to be completed and returned as a cross-reference index, and is there a preferred format?**

Answer: Yes. The Section 6.4 checklist must be completed and placed at the beginning of the proposal submission, indicating exact page/section references for each required element.

25. Where multiple award categories are proposed, should the technical narrative be fully duplicated per category or presented once with category-specific sections?

Answer: Proposers bidding on multiple subcategories should present a single corporate/technical core narrative (e.g., Company History, Financial Stability, General Approach) and include dedicated, clearly labeled sub-sections or exhibits for category-specific hardware, software, and technical capabilities.

26. Are the six TCO component percentages (CAT-1 35%, CAT-2 10%, CAT-3 35%, CAT-4 10%, CAT-5 5%, CAT-6 5%) fixed evaluation weighting factors or minimum required discounts?

Answer: The six TCO component percentages represent evaluation weighting factors used within the Total Cost of Ownership mathematical model to reflect historical agency spend profiles; they are not mandatory discount minimums. Proposers offer their firm-fixed percentage discounts per subcategory, which are then weighted according to these factors.

27. Should the 'Lowest Proposer Average TCO Component Discount by Weight' in the Competitive Discounting formula read 'highest', since deeper discount is more favorable?

Answer: Clarification: Yes. In both evaluation sub-components, a higher discount percentage or higher weighted discount sum is more favorable to the agency and receives higher points:

- Competitive Discounting (100 Points): **CLARIFICATION** The text in Section 4.10.6.2 is formally clarified to reflect that both scoring formulas reward the highest offered discounts relative to competing proposers within the same category.

$$\textbf{Competitive Discounting Score} = \left(\frac{\textbf{Subject Proposer Weighted Discount Sum}}{\textbf{Highest Weighted Discount Sum Offered in Category}}\right) \times \mathbf{100}$$

- Category Discount (50 Points):

$$\textbf{Category Discount Score} = \left(\frac{\textbf{Subject Sum of Discount \%}}{\textbf{Highest Sum of Discount \% Offered in Category}}\right) \times \mathbf{50}$$

28. Must the Mock Quote and Mock Invoice be non-editable PDFs while the TCO Spreadsheet is native .xlsx, and should all three be uploaded separately from the narrative?

Answer: Yes. Per Section 3.14 and Exhibit C (Page 6), the TCO Pricing Spreadsheet must be uploaded as an editable, native Microsoft Excel (.xlsx) file. The Mock Quote and Mock Invoice may be submitted as non-editable PDF files, either uploaded as separate attachments or included as distinct exhibits within the main proposal package.

29. Do the three quantity Anchor Points (10, 100, 500 units) apply uniformly to all categories, including software/SaaS licensing and professional services?

Answer: The calculated Average Anchor Discount for scoring under Section 4.10.6.2 (Quantity-Tiered Pricing) is strictly derived from the minimum percentage discounts offered across the top three primary categories (CAT-1, CAT-2, and CAT-3) at the 10, 100, and 500 unit thresholds.

Providing quantity-tiered discounts for CAT-4 through CAT-6 or individual subcategories is optional for Proposers. Should a vendor choose to offer tiered pricing in those lower sections, the discounts will be made available to Eligible Purchasers under the contract, but they will not be factored into the scoring calculation for the 75-point Quantity-Tiered Pricing evaluation component. For non-hardware categories such as SaaS or professional services bidding within the top three primary categories, the unit quantities (10, 100, 500) correspond to per-license, per-user, or per-hour tiers.

30. Section 3.21 states the FSA admin fee is 'three quarters of one percent (0.0075%)'. That equals 0.75%, not 0.0075%. Confirm intended rate; 3.22 LD table repeats the same notation.

Answer: **Clarification: The parenthetical inclusion of the percent sign alongside the decimal value (0.0075%) in Section 3.11 and Section 3.22 is a typographical error. Section 3.11 and Section 3.22 are hereby formally clarified to confirm that the fee rate is 0.75%.**

Thank you for your inquiry. We confirm that the intended FSA administrative fee is three-quarters of one percent (0.75%) of the total purchase order amount.

When calculating the fee, the purchase order total should be multiplied by 0.0075.

For example:
$100,000 purchase order × 0.0075 = $750 administrative fee

Thank you for seeking clarification.
[PROVIDED BY FSA CPP]

31. Section 6.7 says proposal remains open 60 days; 2.4.1 and 2.21 require pricing firm for 120 calendar days. Which acceptance period controls?

Answer: 120 calendar days controls. Proposals and offered pricing must remain firm and binding for a minimum of 120 calendar days following the bid opening date to allow adequate time for evaluation, agency approvals, and contract execution.

32. Section 2.18 prohibits subcontracting without approval while 3.15 contemplates distributors/resellers/subcontractors. Should proposers identify and seek approval for subcontractors within the proposal?

Answer: Yes. Proposers intending to utilize subcontractors, authorized distributors, or regional resellers should identify them within their proposal submission under Section 3.15.

While inclusion in the proposal establishes vendor capabilities at the overarching agreement level, any subsequent task orders or purchase agreements issued under the contract remain subject to specific review and written approval of designated subcontractors by HCSO or the individual Eligible Purchaser prior to project execution (Section 2.18). Participating agencies reserve the right to accept, reject, or require replacement of proposed subcontractors for specific local engagements.