

DISTRICT BOARD OF TRUSTEES  
PENSACOLA JUNIOR COLLEGE  
1000 COLLEGE BOULEVARD  
PENSACOLA, FL 32504-8998

March 17, 2010

ADDENDUM NO. 2  
TO  
REQUEST FOR PROPOSAL RFP 12 – 2009.10 HI DEFINITION PRODUCTION SWITCHER  
SYSTEMS

**WSRE in no way desires to limit competitive bidding processes. The entire process of issuing a RFP is so all manufacturers has the same requirements at their disposal.**

**Specific DVE channels desired define the functionality we are looking for. The ability to manipulate 4 video streams in 3D space. It is desired to have this in both ME's as there is a possible need in the future to have one switcher controlled by two control surfaces, information not included RFP.**

**If your product is not capable of meeting this requirement we would consider 2 3D DVE's and 2 resizers per ME.**

III.A (second bullet) The manufacturer must have been in continuous manufacturing of HD cameras for no less than ten (10) years.

Q. Is this a typo and should it be production switchers? Is the 10 years still applicable on that basis?

**A. Yes and Yes.**

III.A (third bullet) - The vendor must have a systems integration practice for initial installation and training. The vendor must demonstrate a proven track record of support/service/maintenance of the equipment, including 3 references.

Q. Will WSRE be performing the physical installation of the switcher or is that something the bidder is responsible for?

**A. We (WSRE) will perform physical installation.**

Tab #5 Insurance: Attach evidence of the required insurance coverage. A properly completed ACORD Form is preferable.

Q. An insurance certificate is normally issued if a particular bidder is awarded the project. Bidder is unable to issue a certificate without a basis for doing such. Can the insurance certificate be issued by the successful bidder within 10 days of award?

**A. Yes, the successful proposer must submit evidence of required insurance within 10 days of award. The work will not commence until said insurance is in hand. The District Board of**

**Trustees Pensacola Junior College shall be named as additional insured.**

Tab #4 Pricing:

Proposal Reply Sheet should be submitted here. Annual cost for a service contract during the warranty period, if required, for software and/or hardware upgrades must be stated. If a service contract is required after the warranty period, cost must also be stated.

Q. The RFP package did not include a Bidder "Proposal Reply Sheet". Can this be sent out to prospective Bidders? If not, can Bidders use its form? Is it correct to assume that pricing should be a bottom line cost?

**A. It's OK for proposers to submit their own price sheet. It would be helpful if proposers line item out as many pieces as they can.**

Q. Bidder provides free software updates and fixes for the life of the product. This does not include "upgrades" that are chargeable in the normal course of business. The above statement refers to UPGRADES. Please clarify if Bidder's definition is accurate concerning updates. If not, does WSRE want the bidder to quote post warranty support beyond the initial warranty terms and what services does WSRE want as part of that post warranty support plan.

**A. What we were trying to discern was if there is a fee for annual support after the warranty period and what would that cost be.**

All other requirements remain the same.

Angie C. Jones  
Director of Purchasing  
and Auxiliary Services

Please acknowledge and return this addendum with your proposal. If you have already submitted a proposal, please return this addendum, with signed acknowledgment, by the proposal opening deadline, **April 6, 2010** at 11:00 a.m. CST. Addendum cannot be faxed or emailed.

ADDENDUM ACKNOWLEDGED BY: \_\_\_\_\_

FIRM/ENTITY \_\_\_\_\_

SIGNATURE OF REPRESENTATIVE: \_\_\_\_\_