Addendum #2 Clarifications To Request for Proposal
RFP AV Equipment Integration 2022
dated April 4, 2022

This Addendum must be acknowledged on Schedule D

Please find questions and clarifications for the above bid opportunity.

**Question 1:** For the room alternates you have Crestron Equipment listed. May we bid Extron alternatives that meet or exceed those specifications? Do you desire to have the manufacturer’s warranty extended from three years to five years?

**Answer:** Bidding with Extron alternatives is acceptable as we are exploring various product lines to enhance current and future AV systems. If pricing is known for both three and five years, please provide. Regardless of the length of manufacturer’s warranty, please indicate how your company will honor the full warranty period if there is a variance from the purchase data and the installation date.

**Question 2:** Will Extron certifications work in place of the AV9000 Avixia CTS-I and CTS-D? Will giving you an exit clause with 45 days written notice suffice if you find yourself unhappy with our quality of service?

**Answer:** List Extron certifications on the proper schedule as indicated in Addendum 1

**Question 3:** Given the current supply chain issues, ship dates are nearly impossible to estimate and often fall victim to slipping. Normal turnaround time from PO receipt to installation completion has been approximately 2-8 weeks with the latter being due to furniture lead times. Will the University be flexible in its delivery expectations?

**Answer:** Yes

**Question 4:** There have been several price increases in the past 12 months across the board from all suppliers. Suppliers will not hold pricing for three years. If there is a price increase from a supplier can we use the new MSRP and apply the listed discount to adjust for new pricing? We can hold our labor rates for the entirety of the project.

**Answer:** Vendors should base their pricing on the Manufacturer’s List Price as of April 18, 2022; however, the % discount off of MSRP should remain the same through the life of the agreement. This should accommodate changes in manufacturers scheduled price changes and/or new models.

**Question 5:** 3-CIT Standard Classroom an IN1608 xi IPCP MA 70 (60-1271-13) switcher is listed, the drawing shows one HDMI out and two twisted pair outs. I believe the proper part is a DTP2 CrossPoint 82 IPCP Q MA 70 (60-1812-93)

**Answer:** Part number should be 60-1238-96 for 3-CIT Standard Classroom; also part number added for HDMI to DTP output on Cost Schedule C.

**Question 6:** The part number listed for the IN1608 xi IPCP MA 70 on the 3-CIT Standard Classroom is incorrect. I believe it should be the IN1608 xi IPCP Q MA 70 (60-1238-96) [This is the replacement of the IN1608 xi IPCP MA 70 which has been retired.] Can you confirm your preference?
Answer: Part number should be 60-1238-96 for 3-CIT Standard Classroom; also part number added for HDMI to DTP output on Cost Schedule C.

Question 7: May we please have a model number or two of the Computers that we will be providing a custom rack shelf interface plate too. (Reference Line Item 18 on the CIT Blase Classroom) A picture would be helpful of an existing room if available for reference.

Answer: Current models are Dell Optiplex 7050

Question 8: For the Mag lock drawer. (Reference Line Item 29 on the CIT Blase Classroom) Can you please provide additional information? such as how is this lock being controlled? Do you have this setup currently in other rooms. If so can you please provide a reference picture to make sure installation practices are even across the campuses.

Answer: The mag lock drawer- uses relay from controller with 12v or 24v (from ebus or Cresnet) to unlock drawer for 30 seconds using a touch screen command. This allows instructors to access wireless mics, batteries, etc. but leaves drawer securely locked. The body of the lock is mounted to frame of the drawer, and the lock tab is mounted to back of the drawer.

Question 9: Are you aware that Extron has a price increase on May 4th? Our bid will reflect the new pricing.

Answer: This is acceptable.

Question 10: Can you please supply us with the exact POD Gen3 you want us to quote? Also, not sure if you want to include it in your bid, but they do require a power supply that does not come with the unit.

Answer: Optional Power supply not needed, as each system includes PoE switch, or campus network can be PoE.

<table>
<thead>
<tr>
<th>SP-8000-E1</th>
<th>Solstice Pod Gen3 Unlimited Enterprise with 1 year Solstice Subscription</th>
<th>Solstice Pod Gen3 with perpetual Unlimited Enterprise software license (unlimited users), 1 year Solstice Subscription, and 1 year limited hardware warranty (power supply and HDMI cable sold separately)</th>
</tr>
</thead>
<tbody>
<tr>
<td>SP-8000-E3</td>
<td>Solstice Pod Gen3 Unlimited Enterprise with 3 year Solstice Subscription</td>
<td>Solstice Pod Gen3 with perpetual Unlimited Enterprise software license (unlimited users), 3 years Solstice Subscription, and 3 years limited hardware warranty (power supply and HDMI cable sold separately)</td>
</tr>
<tr>
<td>SP-8000-E5</td>
<td>Solstice Pod Gen3 Unlimited Enterprise with 5 year Solstice Subscription</td>
<td>Solstice Pod Gen3 with perpetual Unlimited Enterprise software license (unlimited users), 5 years Solstice Subscription, and 3 years limited hardware warranty (power supply and HDMI cable sold separately)</td>
</tr>
</tbody>
</table>

All questions concerning this project must be emailed to: Robert Kuhn, Procurement & Strategic Sourcing at 313-577-3712 Email: ac6243@wayne.edu (copy to Valerie Kreher, Email: rfpteam2@wayne.edu) by 12:00 p.m., April 22, 2022.
Do not contact the Procurement Department, or other University Units, directly as this may result in disqualification of your proposal.

Thank you

Robert Kuhn,
Sr. Buyer, Purchasing
313-577-3712


Attachments: