

Vendor #1 Questions / Answers

RFP # 20-016

1. Page 2 second paragraph mentions “two months of support service.”, please confirm it should read two years of support services. **2 years**
2. Page 2 states proposals are due Oct 5th at 3pm, while page 4 states proposals are due Oct 2nd at 5pm. Which is correct? **We are extending to 10/9/2020 @ 5:00 pm**
3. Page 2 should two (2) hard copies be mailed **to both** Ryan Hawkins and Tim Milliron? **Just Tim Milliron**
4. Page 3 states questions regarding the RFP are due September 30th at 5pm, while page 4 states questions are due Sept 21 at 5pm. Which is correct? **9/21/20**
5. Page 6 – Will ROA provide the site work for the temporary exit plaza and new exit plaza? **Yes**
6. Will vendor be able to temporarily close any lanes during the install of the new system? **Yes**
7. Page 7 – states no part of existing system can be reused except the AVI Reader. Page 8 – states that loops, existing wiring and gates may be reused for Phase 1 – Which is correct? **AVI and Loops**
8. Beyond the two-year warranty period, should the pricing for extended warranty include 5 years (page 7) or 4 years (page 26)? **5 years**
9. Page 8 – Long Term (including overflow lots) – How many Full signs and where should the Full signs be located? Also, it states that the Lot Full signs should be included in Phase 2 of the project but they are not listed on Phase 2 equipment grid on page 27. **Lot full signs are only needed for phase 2**
10. Same question as # 10 above for Short Term lot. **Yes**
11. Should all credit card readers be EMV? **Yes**
12. For Phase 2, will any of the lanes will “reversing?” **No**
13. How many Lot Full signs be included for “Main Exit Plaza”? **One is sufficient**
14. What will be the purpose of the two handheld devices for credit card processing listed on page 9 for Main Exit Plaza? **As a backup only**
15. Please confirm that Commission will provide the server listed under IT Dept. on page 9? **Yes**
16. When will “Parking Office” be relocated? **Exit plaza will be relocated at the start of phase 1**
17. The overhead cameras noted on page 12 were excluded from project during first RFP process. Should they be included? **If your device has a pinhole camera that will suffice**
18. Can the UPS’s be located on the island? **UPS’s only for overflow lot**
19. Page 12 “Monument style variable message signage” How many of these signs should be provided? Will the Commission provide design details? Should PARCS reader provide these signs? We will need design details in order to price. **Please provide for exit plaza at phase 2**
20. Page 13 – What site work will Commission provide for temporary “Exit Plaza”? **All sitework including island for gates and credit card machine**
21. Page 16 – Where in Airport will Pay on Foot Station be located? In order to provide complete pricing to include required site work, I will need to know the locations. **Price those as an option only initially**
22. Page 20 – Please define “response time” – Does this refer to on site response or a phone call response within 4 hours? **Please explain both instances**
23. Page 27 – Please provide “Exhibit A.” and “Exhibit B.” **Those drawings will be provided**

24. Please describe your theory of operation for the reservations, validation/loyalty system/customer portal. What are the required features of the system and integration with FMS? **System will need to integrate with the chosen Booking / loyalty system. It will be a unique system supplied via "Honk" Parking. That cost would not be with ROA and instead figured between you and Honk**
25. Page 12 – Gates with mechanical counters: Will a digital non resettable counter be OK? **Yes**
26. Will vendor need a Roanoke business license? **No**
27. Who will be responsible for disposal of old equipment? **Airport wants to store all old equipment**
28. How many client PCs will need to access the server and PARCS software? **Two**
29. Please verify number the of exit payment devices for Overflow lot. **Two**
30. For LPI, do you want LPI handheld system or vehicle mounted system? How many LPI hand held or mounted units needed? **Handheld and one should be fine**
31. Page 13, Would you consider raising the requirement of 20'+ being fiber optic to 50'? 20' requirement will increase cost considerably and add failure points for converters, especially at phase 2 exit plaza and LPR cameras. **Yes**
32. Phase 1 operations will require data communication from overflow lot and temporary exit plaza to server location on Commission network. Will Airport Commission/Interflight provide cellular modem or other means of temporary communication? **Yes**
33. Please confirm Phase 2 nested areas ingress points are on the outer edges of the zones and egress points from nested areas are in the middle of the zones near the covered walkway. **Yes**
34. Who will be purchasing the new system, ROA (tax free) or Interflight (taxed)? **ROA**
35. Page 16 LPR System: Bullet points seem to refer to AVI system. Should any AVI readers or tags be included in the proposal? **We hope to be able to utilize the existing AVI readers and cards**

Vendor #2 Questions / Answers

RFP # 20-016

1. Please confirm the current due date for the response to be submitted is October 2nd 5pm? **We have extended deadline until 10/9/2020.**
2. Hub Parking would like to request a 1 week extension to October 9th in order to be able to collect the required subcontractors scope and pricing. **10/9/2020**
3. Please confirm the timeline between Phase 1 and Phase 2? **12-18 months most likely**
4. Will the airport take delivery of the equipment in Phase 1 and Phase 2 and the same time? **Yes**
5. In order to accurately propose phase 2 are there drawings available? **We have provided all that we have at the moment**
6. Please confirm that the only civil and electrical work required under the parking vendors scope is work for 1 LPR camera and 1 Exit Verifier with CC in the overflow lot? All other civil and electrical. Low voltage cable/fiber will be by the owner. **That's correct**
7. Please confirm that the owner will be providing the server hardware, operating system software, network connection and firewalls? **Yes. Also please note that a cloud based application can also be provided**
8. Please confirm if EMV is required for credit card acceptance? **Correct**

Vendor #3 Questions / Answers

RFP #20-016

- 1) Are there any wage requirements for this project? **No**
- 2) Are there any hours of work requirements for this project? **No**
- 3) RFP speaks of vendor being responsible for all civil, electrical, mechanical and admin serv. - During the walk thru you discussed that all infra-structure would be provided and that we would only need to supply conduits for LPR @ Overflow (3 lanes) and power/data to 2nd exit @ Overflow. Can you confirm? Also, please confirm we would need to saw cut into existing island for connectivity. **This is correct**
- 4) Cameras - spec speaks of overview and pinhole. Can you confirm only pinhole cameras are requested at each entry and exit lane (ignoring LPR) and do these need to record or just view **Pinhole cameras will suffice**
- 5) Fiber - can you advise on the existing/new fiber (Mode/Strand) and will the airport be providing converters? **Yes**
- 6) spec says all runs over 20' must be fiber optic. Are we allowed to run CAT6 cable from parking office/booth to lanes if they are within 330' as per cabling specs or are we required to use fiber **That is fine. Please quote as such.**
- 7) are mechanical counters required on barrier gates? **Digital counters will suffice**
- 8) Card readers at Overflow - can you confirm they will be re-used and that we would only be taking a vend input from them into our system **They will be reused**
- 9) We understand the quick turn around for RFP submissions, but can we ask for a 1 week extension to allow for any infra-structure pricing that may be needed if this allows us to still meet your go-live dates **Extended to 10/9/2020**
- 10) Can you confirm equipment quantities for each phase. Our understanding is final numbers will be 3 entries (2 Main and 1 Overflow) and 5 Exits (3 Main and 2 Overflow - 2 of which will be cashiered) - After Phase 1 numbers ownership will end up with a spare ticket spitter (Please confirm) **That is correct except there will only be one cashier lane**
- 11) LPR - please confirm all lanes will have LPR. Provide functionality required (access for monthlies - what will be there redundant credential and transients for rate confirmation/review) – **Please simply provide or state what the best (cost effective) back up credential is for the LPR system. For Staff who use we can have access card provided for back up.**
- 12) Reservation System - please confirm you are looking for a 3rd party aggregator (NetPark is not required) **That is correct**
- 13) Are you looking for a loyalty program and if so what functionality is desired - **No. This is already selected through Honk mobile**
- 14) Validations - are you looking for online or what types of validations **We will most likely be using validations for the Airport Commission only**
- 15) Handheld Devices - please describe functionality required **Handheld credit card devices needed for a backup**
- 16) Signage - Are you looking for Lot Full Signs at each entry plaza (qty.?) or the tower monument signs with the 10 messages in the RFP **Include a price for both**
- 17) Crossover Lanes - Please confirm functionality - Rate Change, Etc? Are there requirements for time in/time out to receive those rates - Do crossover lanes require intercoms. **No**
- 18) Servers - Please confirm you require an on-site server or if a hosted application would work. Spec states all data management software must be on site and Microsoft Windows Based. Will the Airport consider a Linux based application – **Hosted / Cloud base is acceptable.**

- 19) LCD Screen at each entry to display video - are you looking for live streaming video or visual instructions to a customer **Visual instructions to a customer**
- 20) UPS per lane - please confirm the time requirements for each lane. What is the distance to the electrical rooms **We are only requiring UPS at the overflow lot**
- 21) RFP states to add City and State Tax - please confirm this project is not tax exempt **Tax Exempt**
- 22) Schedule says Phase 1 started in November, completed in December - do you know when Phase II will begin and end? **They have only given us estimates thus far of 12-18 months**
- 23) Crossover - Page 27 says 4 nested gates with LPR while Page 9 states 2 gates with QR Readers. Can you confirm qty. of lanes/devices and if LPR is required (not sure the spacing would allow for LPR) **There will be two gates needed in phase 1 and two additional in phase 2**

Vendor #4 Questions / Answers

RFP #20-106

1. Can you please confirm that proposals are due on October 2nd or 5th at 3:00 or 5:00pm? **10/9/2020 @ 5:00 pm**
2. Please confirm that 2 hard copies are to be sent to Interflight Parking in Milwaukee. **Hard copies to Tim Milliron in Roanoke**
3. Is there a preference of how the temporary equipment is set up? **Temporary equipment goes where existing equipment is located with exception of the exit plaza**
4. Right now the Main Exit Plaza is set up with 2 exit verifiers and a fee computer; however, the RFP states on page 6 "Phase I" that only 1 cashier exit and one credit card only exit are required. Is it expected that the second credit card only exit will be installed during phase II or does the airport want 3 lanes of equipment at the temporary exit plaza? **The second credit card exit will be in phase 2.**
5. Can you please provide more context to when Phase II will commence? **They've only told us 12-18 months after initial construction begins**
6. Phase II of the RFP speaks to a nested area with barrier gates and QR readers, is it the goal of the airport to have QR codes to be the main credential for monthly parkers or proxcards? **Either QR code or Bar codes**
7. The RFP has conflicting notes about the ability to re-use any equipment at any phase of this project, can you please clarify the airport's expectations? **All AVI readers are to be reused in phase 1. Existing loops can be used as well.**
8. Can you please clarify the airport's role in the electrical and civil work necessary in Phase I and II of this project? **The airport will be responsible for all power and data to the relocated exit plaza in phase 1. Selected vendor will be responsible for work related to LPR in the overflow lot in phase 1.**
9. Page 7 of the RFP states "the System must provide or interface with a robust Reservation/Validation/Loyalty program with a consumer facing web and mobile app capability.". Is the airport expecting this capability to be available right away or just have the option of including it at a later date? **We would like for the reservation and loyalty program to be available at the start of phase 1 or soon thereafter. We have chosen Honk Mobile for our reservation / loyalty program.**
10. Does the airport want 2 separate workstations for the office and the IT department? **We will need one workstation for the parking operator. The airport will build a virtual server to be located in the terminal.**
11. Can you please specify the quality of UPS you are requiring for each device? **We are only requiring UPS to be at the overflow lot**
12. The RFP calls for CCTV's for each device, would a pinhole camera built into the device suffice? **A pinhole camera will suffice**