

**Asset Management Solution**  
**FMPA RFP 2022-211**  
**Questions & Answers – Revised 7/21/22**

**Q1:** In consideration of environmental sensitivity and sustainable practices, will the City consider accepting an emailed submission and waiving the requirement for a mailed hard copy/USB submission?

**A1:** Per the RFP document, hard copy and USB submittals with manual signatures are required at this time.

**Q2:** Is the notary request required at time of submittal, or only during contract execution?

**A2:** Notarization and completed bid forms are required at time of submittal.

**Q3:** Is it possible to get a number of total substations (or individual count by utility) for the six utilities participating in this RFP?

**A3:**

- (1) City of Ft. Meade - 1
- (2) City of Quincy - 2
- (3) Kissimmee Utility Authority - 16
- (4) Beaches Energy Services - 6
- (5) Keys Energy Services – 6 (rough guess)
- (6) Ocala Electric utility – 23

We cannot be sure that the larger members will enroll all their subs from the start. They may enroll one or two to try it out and then expand if they find it useful.

My guess if we had them all (and that is not likely GRU and OUC as they likely have some solution today) is 150 to 200 total stations.

A realistic subscription rate (in one to two years) would be 12 systems with a total of 75 stations.

**Q4:** Does each participating member have access to a central, shared network? Or does each member only have access to their own individual network?

**A4:** Each member has a different level of IT infrastructure. FMPA could assist in standing up a shared network, if that was the member's desired path.

**Q5:** Would all participating members be agreeable to a standardized configuration? This means the equipment, maintenance, and inspection naming conventions, attribute fields, etc would be the same? Or would each member want to have a unique configuration?

**A5:** Each member would have autonomy in this realm. We are unable to know which would request a unique instance of the product.

**Q6:** Would all participating members be agreeable to group training sessions? Or would each want their own 'private' training?

**A6:** It would depend on the specific member and their circumstances. Members will likely have unique timelines. Implementation and training for the participating members may not coincide with each other.

**Q7:** For each participating member:

- a) How many users?
- b) How many mobile users?
- c) What GIS is in place?
- d) What OMS is in place?
- e) What other core integrations are desired?

f) For each integration what is the name and version of the software?

**A7:** Too many variables to answer here. Each member will use this independently and determine how best to use this solution. Anticipate relatively unsophisticated systems.

**Q8:** RFP item #22 Proprietary Confidential Business Information mentions “FMPA reserves the right to disclose information contained in proposals to its consultant(s) for the sole purpose of assisting in the proposal evaluation process.”

a) Are you utilizing the services of a consultant?

b) If so, are you able to share who it is?

**A8:** FMPA does not currently have a consultant working with us on this solicitation. However, we cannot speak for the members who will participate in reviewing the submissions.

**Q9:** What kind of access controls are needed?

**A9:** See answer to question 7.

**Q10:** Will each City only need access to their substation data, or will there be users needing access to data from multiple or all cities on the platform?

**A10:** Not typically.

**Q11:** What is the Average number of assets at each substation?

**A11:** See answer to question 7.

**Q12:** What is the average number of technicians at each substation or City?

**A12:** See answer to question 7.

**Q13:** Do technicians work across multiple cities?

**A13:** Not typically.

**Q14:** Does the system have to track any work outsourced/performed to contractors?

**A14:** See answer to question 7.

**Q15:** What is the current system used for asset tracking and maintenance?

**A15:** This is a new solicitation intended for the members who do not have an existing program.

**Q16:** Will data migration from the prior system be in scope? See answer to question 15.

a) Budget allows us to propose a solution that is appropriate for the budget constraints. Has any member budgeted for this type of project? Not to our knowledge.

b) Are you able to share this information including licensing, implementation fees, hardware, managed services, etc.? no

**A16:** See answer to question 15.

**Q17:** How many users of the system are expected per member utility or per substation? Please identify per the following categories:

- a. Full access to the system including administrative functions
- b. Access to up to 3 functional areas of the system such as Purchasing, Work Management, Inventory, etc.
- c. Mobile Users (ability to update work orders assigned to them)

**A17:** We are not able to provide definitive answers on the users; it will be member specific. Our members vary greatly in size. Some will have a single substation with an admin and one user. Others may have up to 35 stations with 30 + users.

**Q18:** Is there a preferred format to submit pricing? If so, please provide that form.

**A18:** Pricing should be structured so that each member can make a choice on best value product for their need, independent of other members.

**Q19:** Is this intended to be fixed price or time and materials?

**A19:** All our members need certainty on budgeting. The pricing will need to fill their need with a specific not to exceed value.

**Q20:** Will FMPA consider an extension to the current due date of July 28, 2022?

**A20:** This solicitation is time sensitive; as such we are unable to provide an extension. Should this change, an addendum will be issued.

**Q21:** Please describe the assets that will be tracked in this system

**A21:** The primary focus is substation equipment

**Q22:** What percentage of devices for FMPA are moving vs. fixed locations?

**A22:** All assets contemplated are fixed

**Q23:** In fixed locations, are these assets SCADA, Reclosers, Cap Banks, Tele-protection, Switches, AMI Collectors, AM Meters, FCIs, Street Lights or other grid infrastructure device?

**A23:** Substation equipment is the focus of this RFP

- o Should priority LTE communication be required for each use case? This is not a requirement
- o For coverage verification, what are the coordinates LAT/LONG for fixed locations? Specific locations are not known. Each member will choose application of solution.
- o In the event of a disaster, what is FMPA's expectation on disaster recovery and communications restoration? Vendor is expected to be able to recover from a disaster in a reasonable amount of time. A disaster at a member utility is not expected to impact usability of the solution.

**Q24:** Is FMPA considering pole monitoring and pole tilt applications? No

- o If so, please provide a list of poles to be monitored and their location

**A24:** No

**Q25:** What are the grid modernization plans for FMPA, after this project is deployed?

**A25:** N/A

**Q26:** For mobile applications and moving assets,

- What is the asset being monitored?
- Battery powered or external power?
- If battery powered, what is the expected battery life?
- Is LTE-M or NB-IoT required in the asset tracker?
- Who is your preferred cloud hosting provider?

**A26:** N/A