AI Utility Infrastructure Data Collection System RFP
FMPA RFP 2026-209
Questions & Answers – *Revised 5/19/26*

1Q: Could FMPA clarify the anticipated initial term of the Master Services Agreement, including any renewal options or extension periods?

1A: FMPA anticipates that upon successful negotiation of a Master Services Agreement, that such agreement would remain in place for up to 7 years, after which the procurement would be refreshed to ensure appropriate coverage of Member needs in this domain and to ensure that a broad range of qualified firms are investigated for their ability to provide these services. As this particular technological domain is advancing rapidly, FMPA reserves the right to adjust the timing of future procurements accordingly.

2Q: Could FMPA provide an estimated range of total poles and/or distribution line miles across the member utilities expected to participate, or alternatively, a representative range for a typical small, mid-sized, and large member utility?

2A: FMPA Members represent 33 municipal utilities within the state of Florida that have varying ranges and sizes. The idea behind the RFP is to prequalify firms that could provide services to any individual or multiple members. Therefore, it is not possible to provide an exact range of total poles or miles that may pursue deployment of the product. A smaller system may have 2,000 retail customers or less, whereas a larger system may have as many as 100,000 retail customers or more.

3Q: Could FMPA indicate whether member utilities generally have existing GIS asset inventories that the vendor's deliverables would need to be reconciled with, or whether the expectation is a complete baseline inventory built from new field data capture?

3A: Each member's baseline differs relative to the level of maturity of GIS asset inventories or lack thereof. If the pricing associated with a complete baseline inventory built from new field data capture differs materially from integration with existing inventories, bidders should clearly distinguish among those types of projects when presenting pricing options.

4Q: Could FMPA clarify whether there is a minimum accuracy standard (e.g., survey-grade, engineering-grade) that deliverables must meet for acceptance, or whether each member utility will define acceptance criteria individually at the Purchase Order level?

4A: Each member utility project will differ in scope and therefore, each member utility will define acceptance criteria individually.

5Q: Could FMPA clarify the intended use case for infrared capture — for example, whether this refers to thermal imaging for identifying equipment hotspots and failing connections, vegetation health assessment, or another specific application?

5A: All of the value drivers listed in the question itself are possible applications of IR capability.

6Q: Could FMPA clarify whether, in a multi-vendor award scenario, vendors would be assigned to specific geographic zones or member utilities, or whether all awarded vendors would be available to all FMPA member utilities with each member selecting their preferred vendor per Purchase Order?
6A: All awarded vendors will be available to all FMPA Members.

7Q: Could FMPA clarify whether the member utilities currently maintain a standardized GIS data schema across the membership, or whether each member utility operates an independent schema that would require individual mapping?
7A: Each member utility reflects a different baseline for GIS data schema or lack thereof.

8Q: Could FMPA clarify whether FedRAMP authorization or government cloud hosting is a mandatory requirement for the proposed solution, or whether it is a scored preference that would be weighed alongside other security certifications such as SOC 2 and ISO 27001?
8A: Relative to security certifications, bidders should clearly state their approach. Government cloud hosting is not a mandatory requirement for the proposed solution.

9Q: Could FMPA clarify whether the member utility will be responsible for coordinating and securing right-of-way access and property permissions for the vendor's field data capture operations, or whether this responsibility falls to the Contractor?
9A: For a specific engagement, each Member will coordinate with the contractor as required to access the needed infrastructure.

10Q: Physical identification limits and minimum asset dimensions
The RFP requests automated detection, classification, and measurement of utility assets using AI or computer vision. Could FMPA clarify the expected minimum physical size or dimensional limit for assets that must be reliably identified through imagery, LiDAR, or other spatial capture technologies? For example, should the solution be expected to identify only major assets such as poles, transformers, conductors, attachments, guy wires, anchors, and streetlights, or should it also identify smaller components such as brackets, insulators, connectors, labels, bolts, pole tags, communication attachments, or other sub-assemblies?
10A: FMPA is interested in the current best available technology options for Members to consider for deployment. If there are ranges or alternative levels of cost for a given solution that depend upon what is identified, bidders should work to clarify such nuances in their proposals.

11Q: Required level of identification detail
For each asset class, could FMPA clarify the expected level of identification? For example, should the system identify only the asset category, such as "transformer" or "streetlight," or should it also identify manufacturer, model, type, rating, material, condition, orientation, mounting configuration, and other visible attributes when available?
11A: FMPA is interested in the current best available technology options for Members to consider for deployment. If there are ranges or alternative levels of cost for a given solution that depend upon what is identified, bidders should work to clarify such nuances in their proposals.

12Q: Existing GIS and database structure

Does FMPA or its participating member utilities already have an established database structure, GIS schema, asset taxonomy, or data dictionary that the selected vendor must use for the collected data? If so, will FMPA provide the existing schema, field names, asset IDs, attribute definitions, domains, relationship classes, and required export templates to proposers?

12A: Each member's baseline differs relative to the level of maturity of GIS asset inventories or lack thereof. If the pricing associated with a complete baseline inventory built from new field data capture differs materially from integration with existing inventories, bidders should clearly distinguish among those types of projects when presenting pricing options.

13Q: Asset inventory reference database

Does FMPA or its participating members already maintain a list of devices, equipment types, and asset characteristics that can be used to train, validate, or configure AI-based image recognition? For example, is there an existing catalog of poles, transformers, streetlights, attachments, conductors, reclosers, switches, meters, communication equipment, or other field assets with photos, dimensions, naming conventions, and attribute descriptions?

13A: While some Members are likely to have device lists and a GIS baseline from which to work, there is no overarching list of all assets, as each Member individually manages their system and baseline conditions will vary materially. If a full catalogue already existed, there would be reduced value in AI-based field recognition to aid in managing the assets in the field.

14Q: Standardization across participating members

Because the RFP may be used by multiple FMPA member utilities, should proposers assume a single standardized data model for all participating members, or should each member utility be expected to have its own GIS schema, asset classification rules, naming conventions, and deliverable format?

14A: Each member utility is going to have their own schema, rules, conventions or lack thereof. The purpose of the RFP is to prequalify vendors who can provide specific services to members that best meet their individual needs and objectives.

15Q: Digital twin expectations

Could FMPA clarify whether the expected deliverable is limited to GIS-ready asset inventory data and associated imagery, or whether FMPA expects a full digital twin environment with 3D visualization, LiDAR point clouds, spatial measurements, asset relationships, clearance analysis, baseline comparison, and future change detection?

15A: FMPA has no preordained expectations in this regard. Each offeror's product will be reviewed based on proposal materials to determine value and relevance to serve Member needs.

16Q: LiDAR and imagery requirements

Does FMPA have a preferred or required spatial capture method, such as LiDAR, 360-degree imagery, high-resolution photography, infrared imagery, mobile mapping, drone-based capture, handheld capture, or a hybrid approach? If LiDAR is expected, could FMPA specify the required point density, positional accuracy, classification level, and deliverable format?

16A: FMPA has no preordained expectations in this regard. Each offeror's product will be reviewed based on proposal materials to determine value and relevance to serve Member needs.

17Q: Accuracy requirements by use case

The RFP references survey-grade or engineering-grade positional accuracy. Could FMPA define the required accuracy level for each intended use case, such as general inventory, engineering design, pole attachment review, clearance analysis, vegetation assessment, FEMA reporting, or post-storm damage assessment?

17A: FMPA has no preordained expectations in this regard. Each offeror's product will be reviewed based on proposal materials to determine value and relevance to serve Member needs. Post-storm damage assessment is a key use case which requires that the assets in the field be appropriately characterized ahead of time to empower prioritized and quick reconnaissance versus what's already in the database. It is not reasonable to have a different level of accuracy for each use case if the data is being collected using a unified method.

18Q: Confidence thresholds and QA/QC acceptance criteria

Could FMPA define the minimum acceptable AI confidence threshold, false positive rate, false negative rate, and manual QA/QC process required for final acceptance of detected assets and extracted attributes?

18A: FMPA has no preordained expectations in this regard. Each offeror's product will be reviewed based on proposal materials to determine value and relevance to serve Member needs.

19Q: Human review and correction workflow

Will FMPA accept a workflow in which AI performs the initial detection and classification, followed by human validation and correction before final GIS delivery? If so, should the pricing distinguish between fully automated extraction, AI-assisted extraction, and manually validated deliverables?

19A: Yes, if there are options relative to the product that reflect such nuances, bidders should specify as such in their proposal materials.

20Q: Baseline data availability

Will FMPA or the participating member utilities provide existing GIS layers, asset inventories, pole records, feeder maps, circuit maps, streetlight inventories, attachment records, vegetation records, or other baseline datasets to support comparison with the newly collected data?

20A: In the context of a specific Member engagement, a Member may or may not have a range of existing data/GIS layers and associated data to provide.

21Q: Asset ID reconciliation

If existing asset IDs are available, should the vendor reconcile newly detected assets with existing records? If yes, could FMPA clarify the expected matching rules, such as spatial proximity, pole number, asset tag, circuit association, or manual confirmation?

21A: This is a level of detail beyond the prequalification expectations of this RFP, and would be scoped with a Member ahead of a potential project engagement.

22Q: Vegetation conflict grading

The RFP mentions vegetation conflicts and severity grading. Could FMPA clarify the vegetation assessment criteria, clearance thresholds, severity levels, and whether these criteria vary by member utility, voltage class, feeder type, or local operating practice?

22A: FMPA is interested in obtaining information from vendors on how their products address these issues, and there are no preordained expectations in this regard. FMPA will evaluate each proposal/product to determine whether there is value in meeting Member objectives.

23Q: Streetlight status and type

The RFP mentions streetlight type and on/off status. Should streetlight status be determined only during nighttime data collection, inferred from imagery, confirmed through utility records, or validated by another method?

23A: The RFP clearly states that proposers should identify which capabilities are currently available versus being planned or limited in scale. We are looking for bidders' guidance on best available approaches, and have no preordained expectations as to how a vendor does or does not determine an aspect of the potential range of features listed.

24Q: Data ownership and long-term access

Could FMPA clarify whether all imagery, LiDAR point clouds, extracted features, trained AI models, derived datasets, and QA/QC records must be transferred to FMPA or the participating member utility at the end of each project? Should long-term access remain available through the vendor's platform after completion?

24A: FMPA will not preordain a method of transfer or access prior to reviewing what each bidder's platform offers. Each project engagement will differ in scope and will reflect a specific agreement that best meets a Member's needs. If there are standard terms and conditions associated with access rights, etc., then that would be a starting point for negotiating services agreements.

25Q: Cloud hosting and cybersecurity requirements

Does FMPA require the solution to be hosted in a government cloud or FedRAMP-authorized environment, or will commercial cloud hosting with appropriate cybersecurity controls, SOC 2, ISO 27001, encryption, access control, and audit logging be acceptable?

25A: Relative to security certifications, bidders should clearly state their approach. Government cloud hosting is not a mandatory requirement for the proposed solution.

26Q: Data retention and archival requirements

Could FMPA specify the expected data retention period for raw imagery, LiDAR data, processed datasets, audit logs, QA/QC records, and project deliverables?

26A: FMPA would anticipate a live/living database of assets. Retention and archiving of legacy or superseded information and associated platform considerations should be described in the proposal in terms of what bidders typically provide to customers.

27Q: Offline field operation

The RFP requests offline capabilities. Could FMPA clarify the expected duration and functional requirements for offline field operation, including whether data capture must continue without cellular coverage and whether local storage, later synchronization, or redundant communications are required?

27A: The RFP does not request offline capabilities. It clearly requests that bidders define the offline capabilities if/as appropriate. In the Production Readiness Disclosure section, the RFP is asking for proposers to clearly ID which capabilities their platform does and does not have.

28Q: Emergency event support

For optional emergent event recovery services, should proposers provide separate pricing for pre-storm baseline capture, post-storm assessment, FEMA reporting, recovery progress tracking, vendor-supplied vehicles, field crews, and remote analytics support?

28A: FMPA does not prescribe how bidders partition or define scales of service.

29Q: Pricing units

For data capture and AI processing, does FMPA prefer pricing to be structured per pole, per mile, per square mile, per asset, per member utility, per project, or using another unit of measure? Should proposers provide multiple pricing models to support different member utility requirements?

29A: Proposers are encouraged to think critically about these issues and to provide what they believe are the optimal pricing approaches. FMPA does not preordain business or pricing structures, and is interested in obtaining market information about qualified vendors to provide services to Members.

30Q: Pilot or proof-of-concept

Will FMPA consider or require a pilot project, proof-of-concept, or demonstration using a limited area before full deployment? If so, could FMPA define the expected size, location, asset types, evaluation criteria, and schedule for the pilot?

30A: Pilots are a possibility in the context of a specific Member project. FMPA does not define these parameters. A Member, after a vendor has been prequalified, will scope a project to best meet their needs.

31Q: Member utility prioritization

If multiple FMPA member utilities elect to use the awarded contract, will FMPA coordinate prioritization and scheduling, or will each participating member independently define its scope, schedule, and purchase order?

31A: While it is plausible that multiple members may have coinciding timing, bidders should generally assume that each Member will independently define scope, schedule, and purchasing.

32Q: Integration with enterprise systems

Could FMPA identify the primary GIS, asset management, work management, outage management, or design platforms currently used by participating member utilities, including Esri ArcGIS Enterprise, ArcGIS Online, Utility Network, or other enterprise systems?

32A: As noted in responses to other questions, each Member will or will not have viable baseline data. There is no master list of existing software or tools available across all Members.

33Q: Deliverable acceptance process

Could FMPA define the formal acceptance process for project deliverables, including review period, correction cycles, accuracy testing, sampling methodology, and conditions for final approval?

33A: FMPA is looking for bidders to provide their product attributes and typical terms and conditions as a basis for prequalification and ultimate negotiation of service agreements. FMPA does not prescribe such factors ahead of understanding what the range of product offerings and proposed terms will be.

34Q: Proprietary AI models and training data

If a vendor customizes or retrains AI models using FMPA or member utility data, could FMPA clarify ownership, reuse rights, confidentiality expectations, and whether trained models may be reused for other utilities?

34A: These nuances would be negotiated as part of the services agreement that governs provision of the product and associated services after/if FMPA has determined that a bidder's product sufficiently meets potential Member needs as part of the proposal review process.