

# Pre-Proposal Conference

## Aviation Request for Proposal

**AVN RFP 23-002**

### Fire Alarm System/Network and Fire Sprinkler/Suppression System Services

August 24, 2022 – 9:00 A.M. via WebEx





# Welcome & Housekeeping



- ✈ **Your Device is Automatically Muted.**
- ✈ **Use the “Chat” Function to Submit Your Questions during the Meeting.**
- ✈ **Questions will be answered at the end of the Presentation.**
- ✈ **Presentation will be available at:**
  - ☐ <https://solicitations.phoenix.gov/Solicitations/Details/1312>



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- ❑ Aviation Contracts & Services
  - ❑ Michael Soto, Senior Buyer
  - ❑ Annie Sleeper, Contract Specialist II Lead
  
- ❑ Aviation Facilities & Services
  - ❑ Alicia Young, Facilities Contract Manager
  - ❑ Jerry Temple, Lead User Technology Specialist
  - ❑ Chad Carroll, Building Equipment Supervisor



# Solicitation Transparency Policy



## Phoenix City Code, Chapter 43, Section 43-36

- ❑ **Effective:** From date and time RFP is issued (**8/16/2022**) until contract award by City Council.
- ❑ All Proposers and their representatives will only discuss matters of this RFP with the Procurement Officer.
- ❑ Discussion may occur with the Mayor, City Council members, Deputy City Managers, Aviation staff, etc. ONLY at a public meeting!
- ❑ As long as this RFP is not discussed, Proposers may continue to discuss business that is unrelated to this RFP with City Staff.

**PROPOSERS THAT VIOLATE THIS POLICY WILL BE DISQUALIFIED!**

All questions **must** be directed, in writing, to the Procurement Officer.



# Timeline Overview



- ❑ Submit written questions by **Wednesday, August 31, 2:00pm**
  - ❑ 2:00 P.M. Local Phoenix, AZ Time
  - ❑ Email: [michael.soto@phoenix.gov](mailto:michael.soto@phoenix.gov)
  - ❑ **Include the RFP Number and Title in the Email**
  
- ❑ Written questions **ONLY**
  - ❑ Some questions may be answered verbally today
  - ❑ Written answers **supersede** verbal answers
  - ❑ All questions and responses will be published via an addendum
  
- ❑ Q&A and all addendums are available at:  
<https://solicitations.phoenix.gov/Solicitations/Details/1312>





# Proposal Due Date



**Thursday, September 22, 2022**

**At 3:00 P.M.**

**Local Phoenix, AZ Time**



**Tabulations, Awards, and Recommendations**

<https://solicitations.phoenix.gov/Awards>



# Submittal Location



## In Person Submittal

Aviation Headquarters  
2485 East Buckeye Road  
Phoenix, AZ 85034



## Electronic Submittal

Submit responses via email to:  
[avn.solicitations@phoenix.gov](mailto:avn.solicitations@phoenix.gov)





# Solicitation Award



## Solicitation Award

- The term of this award is 5 years commencing on or about March 1, 2023.
- The City intends to award one Contractor for both groups.



# Minimum Qualifications



Each Proposer must submit documentation to demonstrate it meets the Minimum Qualifications in the RFP.

**Failure to meet the minimum qualifications will result in your proposal being deemed non-responsive.**

## Minimum Qualifications

- ❑ Offeror certifies that it has a minimum of five (5) consecutive years of experience providing test and inspection fire alarm and fire sprinkler/suppression testing and fire protection services, or similar services as normal business activity within the past ten (10) years.
- ❑ **License Requirements:** Proposer must possess a **C-16 Fire Protection Systems** license and a **CR-67 Low Voltage Communications Systems** license from the Arizona Registrar of Contractors (ROC) at the time of submittal and be in good standing throughout the life of the Contract.
- ❑ **Personnel Certification:** **Group 1** on-site lead technician(s) and **Group 2** on-site lead technician(s) assigned to this Contract must be NICET II or CSA certified. Proposer shall provide copies of certification(s) of the proposed **Group 1** on-site lead technician(s) and **Group 2** on-site lead technician(s) assigned to this contract.



# Evaluation Criteria



Only those Proposers submitting responsive and responsible proposals that meet the minimum qualifications will have their Proposals evaluated.

Method of Approach to Scope of Services	0-350
Company Qualifications and Experience	0-300
Key Personnel Qualifications	0-200
Pricing	0-150
<b>Total Available Points</b>	<b>1000 Points Maximum</b>



# Bid Price Schedule



**Each Proposer must submit a Bid Price Schedule (All or None Proposal) for the following Fire Alarm System/Network & Fire Sprinkler/Suppression System Services. Omission of Group 1 and Group 2 bid price schedule in its entirety will result in disqualification as non-responsive. Submittals Section VI, pages 88 - 93.**

**GROUP 1 - FIRE ALARM PRICING:**

**Monthly Price** for Testing and Inspection of the complete fire alarm system(s), network(s), and associated components and devices throughout the City of Phoenix, Aviation Department owned or maintained properties. This price should also include any administrative time for uploading of report.

Item No.	Description	Estimated Quantity	Monthly Amount	Extended Price
1	Phoenix Sky Harbor International Airport (including all outlying Airport owned and fixed operation buildings)	12	\$	\$
2	Deer Valley Airport	12	\$	\$
3	Goodyear Airport	12	\$	\$
<b>GROUP 1 FIRE ALARM TOTAL:</b>				<b>\$</b>



# Fee Schedule Continued



**GROUP 1 – FIXED HOURLY RATE:** *(Rate applies to all positions/labor providing service under this contract.)*

Item No.	Description	Labor per Hour
1	<b>ADDITIONAL WORK – Fixed Hourly Rate:</b> (24-Hours/7-Days-a-week/365-Days-a-year)	\$

**GROUP 1 - MATERIAL COSTS:** **Discount Percentage** off list price for new or replacement components, devices, materials, software, hardware, and equipment required to complete repairs, additions to the existing systems or complete new installations.

Description	Discount Percentage
<b>EST</b>	
• Published Price List #:	_____ %
• Date of Issue:	_____ %
<b>EST Signature/Genesis Field Device</b>	
• Published Price List #:	_____ %
• Date of Issue:	_____ %
<b>Xtralis VESDA</b>	
• Published Price List #:	_____ %
• Date of Issue:	_____ %
<b>Xtralis VESDA Piping and Accessories</b>	
• Published Price List #:	_____ %
• Date of Issue:	_____ %
<b>Ademco Vista Series</b>	
• Published Price List #:	_____ %
• Date of Issue:	_____ %
All other parts related to the fire alarm system/network not covered with the manufacturer's above.	_____ %



# Fee Schedule Continued



## BID PRICE SCHEDULE - GROUP 2: FIRE SPRINKLER/SUPPRESSION (All or None Proposal):

### ANNUAL INSPECTIONS (All Inclusive):

For the Annual testing, inspection, and replacement of the complete fire system(s) and associated components and devices throughout the City of Phoenix, Aviation Department owned or maintained properties. Any administrative costs for uploading of reports to the Compliance Engine should also be included.

Item No.	Description	Estimated Quantity	Monthly Amount	Extended Price
1	Phoenix Sky Harbor International Airport (including all outlying Airport owned and fixed operation buildings)	12	\$	\$
2	Deer Valley Airport	12	\$	\$
3	Goodyear Airport	12	\$	\$
<b>ANNUAL INSPECTIONS TOTAL:</b>				<b>\$</b>

### GROUP 2 - SEMI-ANNUAL INSPECTIONS (All Inclusive):

For the Semi-Annual testing, inspection, and replacement of the complete fire system(s) and associated components and devices throughout the City of Phoenix, Aviation Department owned or maintained properties. Any administrative costs for uploading of reports to the Compliance Engine should also be included.

Item No.	Description	Estimated Quantity	Monthly Amount	Extended Price
1	Phoenix Sky Harbor International Airport (including all outlying Airport owned and fixed operation buildings)	12	\$	\$
2	Deer Valley Airport	12	\$	\$
3	Goodyear Airport	12	\$	\$
<b>SEMI-ANNUAL INSPECTIONS TOTAL:</b>				<b>\$</b>



# Fee Schedule Continued



## GROUP 2 - FIRE HYDRANTS (All Inclusive):

For testing and inspecting of private fire hydrants and their components throughout the city of Phoenix Aviation Department owned and/or maintained properties.

Item No.	Description	Estimated Quantity	Monthly Amount	Extended Price
1	Phoenix Sky Harbor International Airport (including all outlying Airport owned and fixed operation buildings)	12	\$	\$
2	Deer Valley Airport	12	\$	\$
3	Goodyear Airport	12	\$	\$
<b>FIRE HYDRANT INSPECTIONS TOTAL:</b>				<b>\$</b>

## GROUP 2 - FIRE HOSE REEL CABINETS:

*(All Inclusive pricing)* To be replaced in the 5<sup>th</sup> year of the contract.

Item No.	Description	Estimated Quantity	Price Per Cabinet	Extended Price
10	Fire Hose Reel Cabinets (Per NFPA Code)	158	\$	\$
<b>FIRE HOSE REEL CABINETS REPLACEMENTS:</b>				<b>\$</b>

## GROUP 2 - 5-YEAR INSPECTIONS (All Inclusive):

For testing, inspection, and replacement of the Private Fire Hydrants and their components throughout the City of Phoenix Aviation Department owned and/or maintained properties.

Item No.	Description	Estimated Quantity	Monthly Amount	Extended Price
1	Phoenix Sky Harbor International Airport (including all outlying Airport owned and fixed operation buildings)	12	\$	\$
2	Deer Valley Airport	12	\$	\$
3	Goodyear Airport	12	\$	\$
<b>5-YEAR INSPECTIONS TOTAL:</b>				<b>\$</b>

## GROUP 2 – FIXED HOURLY RATE:

*(Rate applies to all positions/labor providing service under this contract.)*

Item No.	Description	Labor per Hour
1	<b>ADDITIONAL WORK – Fixed Hourly Rate:</b> <i>(24-Hours/7-Days-a-week/365-Days-a-year)</i>	\$



# Fee Schedule Continued



## GROUP 2 - MATERIAL COSTS:

**Discount Percentage** off list price for new or replacement components, devices, materials, software, hardware, and equipment required to complete repairs, additions to the existing systems or complete new installations.

Description	Discount Percentage
<b>Sprinkler Repair Parts</b>	
• Published Price List #:	
• Date of Issue:	_____ %
<b>FIKE FM200 Parts</b>	
• Published Price List #:	
• Date of Issue:	_____ %
<b>Fenwall</b>	
• Published Price List #:	
• Date of Issue:	_____ %
All other parts related to the fire sprinkler/ suppression systems not covered with the manufacturer's above.	_____ %

## TRANSITION COSTS:

Item No.	Description	Total Cost
1	<b>Transition Cost:</b> Transition cost total including all costs associated with start up of services for Group 1 and Group 2	\$





# Fee Schedule Continued



## PRICING SUMMARY –

<b>Group 1 – Fire Alarm Pricing Total:</b>	<b>\$</b>
<b>Group 2 – Annual Inspections Total:</b>	<b>\$</b>
<b>Group 2 – Semi-Annual Inspections Total:</b>	<b>\$</b>
<b>Group 2 – Fire Hydrant Inspections Total:</b>	<b>\$</b>
<b>Group 2 – 5-Year Inspections Total:</b>	<b>\$</b>
<b>Group 2 – Fire Hose Reel Cabinets Total:</b>	<b>\$</b>
<b>Transition Cost Total including any associated costs:</b>	<b>\$</b>
<b>GRAND TOTAL:</b>	<b>\$</b>



- ❑ Any changes to this RFP will be in the form of an addendum, available at:
- ❑ <https://solicitations.phoenix.gov/Solicitations/Details/1312>
- ❑ The Proposer shall acknowledge receipt of any/all addendum by signing and returning the document with the offer submittal.
- ❑ If an addendum is released with material changes and the Proposer does not sign & submit, the proposal will be deemed non-responsive and rejected.
- ❑ It is the Proposer's responsibility to visit the City's website for update(s) to this solicitation including all addendums.



**If submitting in-person, proposals must include:**

- One (1) original Proposal
- One (1) electronic copy of the Proposal on a USB drive

**All proposals, whether submitted electronically or in-person must be organized as follows:**

- ✓ Tab 1: Method of Approach (Section V – Scope of Work)
- ✓ Tab 2: Company Qualifications and Experience (Section V – Scope of Work)
- ✓ Tab 3: Key Personnel Qualifications (Section V – Scope of Work)
- ✓ Tab 4: Bid Price Schedule (Section VI – Submittals)
- ✓ Tab 5: Completed Offer Signed & Payment Terms & Options (Section VI – Submittals)
- ✓ Tab 6: Signed Addenda, if Applicable

**\*Refer to the RFP for specifics**

# Scope of Services Fire Alarm System/Network and Fire Sprinkler/Suppression System

Facilities & Services Division





## Service Description

The City is seeking proposals from qualified companies to provide design, fabrication, installation, testing, repair and maintenance services for:

- **Group 1** – Fire Alarm System/Network
- **Group 2** – Fire Sprinkler/Suppression System

throughout Phoenix Sky Harbor International Airport, Deer Valley Airport, Goodyear Airport and their owned and supportive properties. The Airport facilities include, but are not limited to, the Rental Car Center (RCC), two fire stations, Sky Train Automated Train Stations and all outlying Airport owned and fixed operation buildings.

The scope of work for all fire alarm and fire sprinkler/suppression inspections and testing includes, but is not limited to, corrective actions, modifications, repairs, reporting, cleaning, web-based documenting, and certifying the Aviation Department's fire protection and detection systems.



- The vendor will attend monthly contract status meetings with the ADR and designated representatives.
- Every Fire alarm device shall be tested per the NFPA 72 standards.
  - ❖ The vendor shall develop in coordination with the ADR, a test schedule for the year based on existing PM schedules.
  - ❖ Vendor shall work with ADR to ensure the database of devices is current and that proper tests are performed on every device annually.
  - ❖ It is the vendors responsibility to coordinate access to special areas where devices may be located. The ADR can assist with contact information but will not schedule the access or provide escorts.
  - ❖ Notification on delays in the testing schedule or any devices that were not tested. Vendor shall develop and submit a corrective action plan to ensure the devices are tested and keep the testing plan on schedule.



- Proper reporting shall be completed in a timely manner.
  - ❖ All inspections shall be reported via an acceptable online inspection reporting system
    - Examples - Building Reports, Inspect Point, Service Trade, Fieldbook, etc.
    - Phoenix Fire Department Compliance Engine (Brycer).
    - The City of Phoenix shall be considered the owners of the electronic inspection reporting database and will receive full access to all data.
  - ❖ Minor deficiencies are typically corrected by City of Phoenix employees.
  - ❖ Serious deficiencies that could affect the airport operations and/or require a Fire Watch must be reported immediately.
  - ❖ The ADR or designated representative will notify the vendor once deficiencies have been corrected.
  - ❖ Damage caused by the vendor during testing activities that results in any deficiencies.



- Perform all testing and inspections as required by Phoenix Fire Code and NFPA to maintain code compliance, and to repair discrepancies within the appropriate time frame outlined by the authority having jurisdiction.
  - ❖ All Functional Testing and Inspections as outlined by the PFC and NFPA will be billed All Inclusive: Annual, Semi-Annual, 3-Year, and 5-Year.
  - ❖ All annual and semi-annual fire sprinkler and suppression tests and inspections will include replacement of consumables with known expiration dates. For example: air and water gauges, FACP Backup Batteries.
  - ❖ Other work will be billed as Time and Material, such as system modifications, discrepancy repairs, emergency repairs, consultations.
  - ❖ City of Phoenix personnel perform weekly fire pump tests of all fire pumps and monthly visual inspections of all systems.





- Sprinkler and Suppression Systems include:
  - ❖ Wet and Dry Pipe Sprinklers, Clean Agent Suppression, Fire Hydrants, Fire Pumps (electric and diesel), AFFF Foam, and Fire Line Back Flows.
  - ❖ Dry Pipe Pre-Action and Clean Agent Suppression systems include the accompanying fire alarm control panel for that system and all periphery equipment. This includes pull stations, smoke detectors, heat detectors, backup batteries, and the fire alarm control panel.



Thank You for Attending!

