COUNTY OF ALAMEDA

Questions & Answers

to

RFQ No. 901808

### for

**AV Repair for San Lorenzo Library**

**Mandatory Bidders Conferences Held on June 5, 2019**

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| **This County of Alameda, General Services Agency (GSA), Questions & Answers (Q&A) Document has been electronically issued to potential bidders via e-mail. E-mail addresses used are those in the County’s Small Local Emerging Business (SLEB) Vendor Database or from other sources. If you have registered or are certified as a SLEB, please ensure that the complete and accurate e-mail address is noted and kept updated in the SLEB Vendor Database. This Q&A Document will also be posted on the GSA Contracting Opportunities website located at** [**http://acgov.org/gsa\_app/gsa/purchasing/bid\_content/contractopportunities.jsp**](http://acgov.org/gsa_app/gsa/purchasing/bid_content/contractopportunities.jsp) |

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**Responses to Questions from the Bidders Conferences and Written Questions**

1. What is the criteria for the award of this RFQ?
   1. **Please refer to page 4 of the RFQ, Section A. (INTENT) which states:**

***The County intends to award a three-year contract (with option to renew) to the bidder selected as the lowest responsible bidder whose response meets the County’s requirements.***

**Please also review the Bidder Qualifications on page 5 of the RFQ, which states:**

* + 1. ***BIDDER Minimum Qualifications***
       1. ***Bidder shall be regularly and continuously engaged in the business of providing audiovisual equipment, engineering, and installation services for at least three years. Experience must be verifiable through the articles of incorporation, references, or past projects completed.***
       2. ***Bidder must hold a current California Contractors State Board License.***
       3. ***Bidder shall possess all permits, licenses and professional credentials necessary to supply product and perform services as specified under this RFQ.***

1. If a bidder is not a certified Small Local Emerging Business (SLEB) with Alameda County, does the County have a date that bidders must be certified as a SLEB for the RFQ?
   1. **If a bidder has submitted an application to become a certified SLEB, they must be a certified SLEB by the bid due date of this RFQ. If the bidder is not a certified SLEB by the bid due date, then the bidder must find a SLEB to subcontract with.**

**Per page 9 of the Exhibit A, Bid Response Packet, states:**

***Bidders not meeting the*** [***definition of a SLEB***](http://acgov.org/auditor/sleb/overview.htm) ***(***[***http://acgov.org/auditor/sleb/overview.htm***](http://acgov.org/auditor/sleb/overview.htm)***) are required to subcontract with a SLEB for at least 10% of the total estimated bid amount in order to be considered for contract award. SLEB subcontractors must be independently owned and operated from the prime Contractor with no employees of either entity working for the other. This form must be submitted for each business that bidders will work with, as evidence of a firm contractual commitment to meeting the SLEB participation goal.***

1. Will the County be keeping the originally installed monitors for this contract?
   1. **Yes. The County will be keeping the originally installed monitors for this contract.**
2. Who will the end users be for this audio-visual system?
   1. **The end users and the audio-visual system will be multi-faceted:**
      * + **7+ member panels with the ability to have panel members use a microphone.**
        + **Audience member participation with a microphone.**
        + **Video and audio programming/presentations.**
        + **Visual presentations.**
        + **Ease of use for persons with little or no technical background.**
        + **Easy to understand and intuitive interface.**
3. What are the working hours for this project? Will they be the same as the San Lorenzo Library hours? Will the contractor be required to start and stop the installation because of any special library programming?
   1. **The San Lorenzo Librarian is recommending regular library business hours once the installation is started by the Contractor until the installation is complete. Once the contract is signed by the awarded Contractor, the Librarian will meet with the Contractor to discuss the working hours of this project.**
4. Does the County have any information as to what is behind the wall the video monitors are mounted?
   1. **Yes. Behind the wall the video monitors are mounted there is a bathroom and a storage room.**
5. If one of the current video monitors is not working, does the County have any spare/replacement monitors for the Contractor to install? Why is the County keeping the current monitors?
   1. **The County can confirm that all the current video monitors are working and do not need replacing. The County does not have spare/replacement monitors for the Contractor.**
6. Can the Contractor use their own low voltage cable for this repair?
   1. **Yes. The Contractor can use their own low voltage cable for this repair. The current low voltage cabling was not correctly installed.**
7. Does the County have the manufacturer brand and model number of the current video monitors?
   1. **Yes. The monitors are Samsung Professional UE46D.**
8. Are there other County employees or trades that the Contractor will need to anticipate working with?
   1. **The Contractor shall anticipate working with the Library and other County departments, if necessary.**
9. Does the County have any deadlines for the completion of the installation?
   1. **The County is asking for a professional, quick, and prompt installation of this AV equipment. The timeline shall be worked out with the awarded bidder.**

The following participants attended the Mandatory Bidders Conference:

|  | **Company Name / Address** | **Representative** | **Contact Information** |
| --- | --- | --- | --- |
| 1. | **EIDIM Group, Inc.**  **649 Dromana Court**  **San Ramon, CA 94582** | **Andrew Bang** | Phone:  **(925) 452-6272** |
| E-Mail: **estimate@eidim.com** |
| Prime Contractor: **Yes** |
| Subcontractor: **No** |
| Certified SLEB: **No** |
| 2. | **The Music Company**  **20825 Nunes Avenue, Suite B**  **Castro Valley, CA 94546** | **Mel Speed** | Phone: **(510) 537-9334** |
| E-Mail: **melspeed@live.com** |
| Prime Contractor: **Yes** |
| Subcontractor: **No** |
| Certified SLEB: **Yes** |

### EXHIBIT C

VENDOR LIST

RFQ No. 901808 – AV Repair for San Lorenzo Library

Below is the Vendor Bid List for this project consisting of vendors who have been issued a copy of this RFP. This Vendor Bid List is being provided for informational purposes to assist bidders in making contact with other businesses as needed to develop local small and emerging business subcontracting relationships to meet the requirements of the Small Local Emerging Business (SLEB) Program: <http://www.acgov.org/gsa/departments/purchasing/policy/slebpref.htm>.

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| **RFQ No. 901808 AV Repair for San Lorenzo Library** | | | | | | | |
| **Business Name** | **Name** | **Phone** | **Address** | **City** | **ST** | **Email** |
| 1+1 Technology | Joseph Tinker | ( 925 ) 396-5801 | 39 California Ave, Suite 206 | PLEASANTON | CA | joey@1plus1tech.com |
| AAA Computers & Technologies | Ajay Shah | ( 510 ) 623-7255 | 46540 Fremont Blvd., Suite 502 | FREMONT | CA | ajay@aaacompu.com |
| Aurostar Corporation | Vasudeva Kamath | ( 510 ) 249-9422 | 46560 Fremont Blvd., Unit 201 | FREMONT | CA | vasudeva@aurostar.net |
| Blaisdell's Business Products | Margee Witt | ( 510 ) 483-3600 | 474 Roland Way | OAKLAND | CA | mwitt@blaisdells.com |
| Central Computers of East Bay, Inc. | Craig Yeung | ( 925 ) 484-5888 | 5745 Johnson Drive | PLEASANTON | CA | ebcorp@centralcomputer.com |
| Crystal Communications | Dave Hernandez | ( 510 ) 895-9500 | 1601 Neptune Drive | SAN LEANDRO | CA | Michelle@crystalsmrinc.com |
| Deens Electronics, Inc. | Afshaan Hashim | ( 510 ) 656-4500 | 44875 Industrial Dr., Ste J | FREMONT | CA | sales@deenselectronics.com |
| Emperor Supply, Inc. | Andrew Boydon | ( 510 ) 251-1234 | 119 10th Street | OAKLAND | CA | andrewb@emperorelectrical.com |
| Laserlink International, Inc. | Pradeep Singh | ( 510 ) 652-8000 | 4245 Halleck Street, Unit A-1 | EMERYVILLE | CA | mylaserlink@yahoo.com |
| Lloyd F. McKinney Assoc Inc | Sherri Stanley | ( 510 ) 783-8043 | 25350 Cypress Avemue | HAYWARD | CA | sherri.stanley@mckinneyassoc.com |
| Network Designs Integration | Angie Wong | ( 510 ) 249-9549 | 103 Hammond Avenue | FREMONT | CA | angie.wong@network-designs.com |
| QES Computers Inc | Lawrence Ling | ( 925 ) 463-8100 | 5321 Hopyard Road, Suite J | PLEASANTON | CA | LAWRENCE@QESCORP.COM |
| Red Dipper, LLC. | Doug Parrish | ( 510 ) 746-6041 | 701 Mountain Blvd | OAKLAND | CA | doug@reddipper.com |
| SF Cable, Inc. | Pheo Truong | ( 510 ) 264-9988 | 28300 Industrial Blvd, Suite F | HAYWARD | CA | ptruong@sfcable.com |
| The Music Company | Mel Speed | ( 510 ) 537-9334 | 20825 Nunes Avenue | CASTRO VALLEY | CA | melspeed@live.com |
| The PC Professional Inc | Dan Sanguinetti | ( 510 ) 874-5828 | 1615 Webster Street | OAKLAND | CA | dan@pcprofessional.com |
| Valley Home Theater & Automation Inc | Glenn Drummond | ( 925 ) 828-8741 | 6398 Dougherty Rd. #22 | DUBLIN | CA | sales@valleyhometheater.com |
| Vision Communications Co | Mark Champ | ( 510 ) 346-0300 | 1770 Neptune Drive | SAN LEANDRO | CA | mchamp@2viscom.com |
| AVI-SPL | Lee Pagnan | ( 714 ) 204-1422 | 6681 Sierra Lane | DUBLIN | CA | lee.pagnan@avispl.com |
| Avidex Systems, Inc | Claudia Guerra | ( 510 ) 279-7100 | 6100 Stewart Ave | FREMONT | CA | cguerra@avidexav.com |
| H T Electronics Inc | CHARLES LOKENVITZ | ( 510 ) 438-6556 | 40463 Encyclopedia Cir | FREMONT | CA | chuck@hte-inc.com |
| KMT Technical Services | Lloyd Miller | ( 510 ) 523-2568 | 1151 Harbor Bay Parkway | ALAMEDA | CA | info@kmtmanagement.com |
| Pacific Coast Laboratories Inc | Monte Martinez | ( 510 ) 351-2770 | 1031 San Leandro Blvd | SAN LEANDRO | CA | monte@shoppcl.com |
| Presentation Products, Inc dba Spinitar | Don Isbell | ( 800 ) 722-6444 | 3659 Depot Road | HAYWARD | CA | doni@spinitar.com |
| Rgb Spectrum | Bob Marcus | ( 510 ) 814-7000 | 950 Marina Village Pkwy | ALAMEDA | CA | bob@rgb.com |
| SBC Inc. Care of Rhonda Lutz | Rhonda Lutz | ( 925 ) 823-1714 | 2150 Webster | OAKLAND | CA | rhonda.lutz@sbc.com |
| ELB US Inc. | Derwin Callen | (925) 400-6188 | 415 Boulder Court, Suite 100 | Pleasanton | CA | [d.callen@elbglobal.com](mailto:d.callen@elbglobal.com) |
| EIDIM | Andrew Bang | (925) 452-6272 | 649 Dromana Court | San Ramon | CA | estimate@eidim.com |
| Integrity Technology | Jackie Smith-McKaig | (510) 940-8194 | 20017 Santa Maria Ave. | Castro Valley | CA | [jackie@integritytechnology.org](mailto:jackie@integritytechnology.org) |
| Power Factor Electric, Inc. | Vincent Porras | (916) 599-0155 | 4011 Alvis Court Ste 3 | Rocklin | CA | [vporras@powerfactorelectric.com](mailto:vporras@powerfactorelectric.com) |