Listed below are vendor questions that were received prior to the requested deadline and their corresponding answers to RFB# AA16-RH-5089 – On-Board Scales and Related Wireless Communications Equipment per the following specifications or approved equal.

The bid opening date has been REVISED to open on December 4, 2015 @ 1:00 pm EDT

Question #1: It appears that beyond installing on-board truck scales on the vehicles you have listed on Attachment A, you are also looking for “Load Management Software” as described on page 4, item 1.3.3. Is UMass looking to include the installation of a separate on-board computing systems for electronic route distribution/driver navigation in vehicles as well, with an associated back office route management/service verification system to be installed on the UMass network?

Answer #1:

Yes, we are looking for bidder to provide Load Mgmt. Software. Yes, we require separate on board computing capability with Load Mgmt, Software (e.g., Tablet) to provide an interface between In-Cab Load Indicator and the back office Load Mgmt Software.

Question # 2: Is there an existing UMass installed route management/service verification system that the truck scale system needs to integrate with?

Answer #2:

No, This is what the solicitation means to ask the vendor to provide, i.e., “load management software with route management/service verification” to be installed in the “back office.”

Question # 3: Item 1.1.7 on page 3 indicates that Wasteworks/Waste Wizard integration is desirable, but does UMass employ any other solid waste route management/service verification software applications today that the scale system must integrate with?

Answer #3:

No, UMass does not employ any other solid waste route management/service verification software. Also, as stated in the solicitation, the integration of Load Management Software with Stationary Truck Scale Software (WasteWorks) is not required. It is only a preference.

Question # 4: On page 3, item 1.1.3, you are requesting two (2) separate scale options, either an underbody scale system or a tipper system. Barring cost, does UMass have a preference for one system versus the other? Are all trucks single or dual tipper?

Answer # 4:

All trucks are dual cart tippers. Our preference can be stated as: securing the best weighing accuracy for the least total cost in purchase, installation and annual service fees. We await documentation by scale vendors of the claimed accuracy (+-lbs or +-% - of load weight) for proposed system and its pricing. Automatic registration of weight after material is loaded on truck is also preferable to a system where truck operator has to push buttons to upload data each pick up.
Question # 5: On Page 4, item 1.3.3C, you note that truck route information will be imported from existing databases and software.
   a. What is the format/type of the database utilized?
   b. Are these applications in-house developed programs, or are they third-party vendor packages?
   c. If there are third-party route management/service validation already in place, what are the product and vendor names for each?

Answer # 5:

There is no such software/database in place at this time. We will supply and enter GPS coordinates (long. and lat.) and the associated building/customer ID number for our various truck routes. This information can be loaded into MS Excel or Access but this hasn’t been accomplished yet. We will focus on that task as soon as bid is awarded. Bidders may specify preferred programs/software for subsequent integration of route information with Load Mgmt Software.

Question # 6: On Page 4, item 1.3.4A, you indicate that GPS receiver must attach to the “Truck Indicator.
   a. What does this mean?
   b. Must the GPS be located or attached to a currently installed vehicle device or some type?
   c. If so, what is this device?

Answer # 6:

(a) We believe that the GPS receiver would need to attach to the on-board computing device (Tablet?) to read and transmit the location coordinates used for the identification of the specific stop. It appears to be a mistake on UMass’s part to state that the GPS receiver attaches to Truck Indicator. If a bidder accomplishes this same task differently, you can propose and describe an alternative method. In that event, the bid submission would not be considered “non-responsive.”

(b&c) There is no device currently installed in trucks for the GPS to attach to.

Question # 7: On Page 4, item 1.3.4B, does UMass have a preferred cellular data plan provider? Is there any limitations on cellular providers that can be utilized, please specify.

Answer # 7:

UMass works primarily with Verizon, however the vendor (as the party who will directly contract with the cellular service provider) may choose a different provider. It is recommended that bidders determine which cellular provider offers the best coverage for the UMass campus.

Question # 8: Beyond integration with the vehicle scale system, is there any interest or desire to integrate with other vehicle subsystems, to transmit data to backend office applications, such as engine ECM alerts/diagnostics, external camera video/images, or RFID tag reader information?
   a. If so, which should be included as options in the bid response?

Answer # 8:

No. Not for this solicitation

Question # 9: Is there a specific format for the cost proposal that must be used? If so, please supply the template.

Answer # 9:

Yes, See Below:
Bid Response Sheet – Please Use This Form for Responses

University of Massachusetts Amherst

Bid Response Sheet

RFB# AA16-RH-5089

On Board Truck Scales and Related Wireless Communications Equipment

per the attached specifications or approved equal

Bid Opening Date: November 24, 2015 @ 1:00 pm EDT

All responses to this bid shall be made on this Bid Response Sheet or an exact copy thereof. Responses in a form which significantly deviates from the stated response parameters will not be viewed and are grounds for disqualification by the University.

SYSTEM I – Under-Body Scale Pricing:

1. Equipment:

   1.1 – 4 Point Underbody Weighing System - $ ____./per truck

      A. Accuracy: describe the accuracy range (+-lbs. high or low of actual weight of load) of your load cell assuming normal required maintenance is performed. Also, how was this accuracy measure arrived at?

      __________________________________________________________________________
      __________________________________________________________________________
      __________________________________________________________________________

      B. Does bidder guarantee this accuracy range? ________________________________

      C. For how many years has bidder had customers actively using the proposed load cells? __________________________

      D. Please supply at least one but up to three references which are customers using the proposed load cells and include:
            date of installation, company/institution, contact name, phone and e-mail. (use attached form)

      1.2 - GPS receiver unit

      $ ____./per unit

2. Installation:

   A. At bidder arranged location not to exceed $ ____./per truck to include:

      1. Complete installation of 4-point UB system
      2. System calibration
      3. Operator training

   ➢ Installation Requirements:

      1. Identify the name and location of the facility (if non-University) that will be used for equipment installation:

      __________________________________________________________________________
      __________________________________________________________________________
2. Describe procedure for installation of load cells and wiring to in-cab weigh indicator, including any modifications to existing truck frame or hardware:

__________________________________________________________________________________________
__________________________________________________________________________________________

3. What is the time required (days or hours) per truck installation: _____________________________

4. Best estimate of latest number of weeks from completed purchase order to the commencement of first truck installation: ________ weeks

5. Describe equipment operator training provided – including training scope and hours allotted:

__________________________________________________________________________________________
__________________________________________________________________________________________

B. At University provided campus location (see terms in spec above) not to exceed $ ____./per truck to include:

1. Complete installation of 4-point UB system
2. System calibration
3. Operator training

➢ Installation Requirements:

1. Describe procedure for installation of load cells and wiring to in-cab weigh indicator, including any modifications to existing truck frame or hardware:

__________________________________________________________________________________________
__________________________________________________________________________________________
__________________________________________________________________________________________

2. What is the time required (days or hours) per truck installation: _____________________________

3. Best estimate of latest number of weeks from completed purchase order to the commencement of first truck installation: ________ weeks

4. Describe equipment operator training provided – including training scope and hours allotted:

__________________________________________________________________________________________
__________________________________________________________________________________________

3. On-Board Truck Scale Software:

Load Management PC Application Software Subscription GSM Wireless Option

Single user license $______.____
One truck license $______.____
Wireless M2M data service (1 GB) $______.____/month
2 hours initial phone support $______.____
Additional Trucks
One truck license $______.____
Wireless M2M data service (1GB) $_____.____/month

Additional Software User License (up to three [3] additional PC’s/seats) $ ________.__ per PC

SYSTEM II –Pricing of Load Cells for Rear Loading Perkins Cart Tippers

Equipment and Installation:

1. Equipment:

1.1 - Load Cells

$____. __ /per unit or $____. __ /per pair
(Installed on one truck)

(a) Accuracy: describe the accuracy range (+-lbs high or low of actual weight of load) of your load cell assuming normal required maintenance is performed. Also, how was this accuracy measure determined?

(b) _____________________________________________________________________________________________________

(c) Does bidder guarantee this accuracy range? ______________________________________________________________

(d) For how many years has bidder had customers actively using the proposed load cells? _____________________________

(e) Please supply at least one (but up to 3) references which are customers using the proposed load cells and including date of installation, company/institution, contact name, phone and e-mail (use attached form)

1.2 – GPS Receiver Units

$____.__ /per unit

2. Installation:

A. At bidder arranged location not to exceed $____.____ /per truck to include:

1. Complete installation of pair of cart tipper load cells
2. System calibration (bidder to provide test can of a known weight)
3. Operator training

Installation Requirements:

1. Identify the name and location of the facility that will be used for equipment installation;
2. Describe procedure for installation of load cells and wiring to in-cab weigh indicator, including any modifications to existing truck frame or cart tipper hardware:
________________________________________________________________________________________________________________________________________________________
________________________________________________________________________________________________________________________________________________________
________________________________________________________________________________________________________________________________________________________

3. What is the time required (days or hours) per truck installation: _________________________________________________________________

4. Best estimate of latest number of weeks from completed purchase order to the commencement of first truck installation: ________ weeks

5. Describe equipment operator training provided – including training scope and hours allotted:
________________________________________________________________________________________________________________________________________________________
________________________________________________________________________________________________________________________________________________________

(b) At University provided campus location (see terms above) not to exceed $ ______.____/per truck to include:
   1. Complete installation of a pair of cart tipper load cells
   2. System calibration (University to provide test can of a known weight)
   3. Operator training

   1. Describe procedure for installation of load cells and wiring to in-cab weigh indicator, including any modifications to existing truck frame or cart tipper hardware:
   ______________________________________________________________________________________________________________________________________________________
   ______________________________________________________________________________________________________________________________________________________

   2. What is the time required (days or hours) per truck installation: _________________________________________________________________

   3. Best estimate of latest number of weeks from completed purchase order to the commencement of first truck installation: ________ weeks

   4. Describe equipment operator training provided – including training scope and hours allotted:
   ______________________________________________________________________________________________________________________________________________________

3. On-Board Truck Scale Software:

   Load Management PC Application Software Subscription GSM Wireless Option:

   Single user license $ ______.____
   One truck license $ ______.____
   Wireless M2M data service (1GB) $ ______.____/month
   2 hours initial phone support $ ______.____

   Additional Trucks
   One truck license $ ______.____
   Wireless M2M data service (1GB) $ ______.____/month

   Additional Software User License (up to three [3] additional PC’s/seats) $ ______.____ per PC/Seat