



**Request for Proposals  
Public Safety Radio Communications  
Tower Obstruction Lighting / LED Replacement Upgrade**

**Proposals will be received until  
12:00 Noon, Friday, May 11, 2018**

**at  
City/County Purchasing Department  
City Hall Suite 324  
101 North Main Street  
Winston-Salem, NC 27101**

**MANDATORY PRE-PROPOSAL CONFERENCE**

**WILL BE HELD**

**10:00 AM, Wednesday, April 25, 2018**

**at  
the tower facility, known as "Clemmons" at 6315 Amp Drive, Clemmons NC  
27012**

**ADVERTISEMENT FOR BIDS**

**Tower Obstruction Lighting/LED Replacement Upgrade**

Sealed proposals endorsed **Tower Obstruction Lighting/LED Replacement Upgrade** to be furnished to Forsyth County will be received by the City/County Purchasing Department in Suite 324, City Hall Building, 101 North Main Street, Winston-Salem, N.C. **until 12:00 Noon, Friday, May 11, 2018**. To obtain the complete proposal document or receive instructions for submitting proposals contact Jerry Bates via email [jerryjb@cityofws.org](mailto:jerryjb@cityofws.org), phone 336-747-6939, or visit the Purchasing Department at same location from 8:00 A.M. to 5:00 P.M. Monday through Friday. The County reserves the right to reject any and/or all proposals, bids, to waive informalities in the bids, and to choose the bid that is in the best interests of the County.

Jerry Bates  
Purchasing Director

**This document IS NOT the complete proposal.** To obtain the completed proposal specifications contact Jerry Bates via email [jerryjb@cityofws.org](mailto:jerryjb@cityofws.org), by phone 336-747-6939, or visit the Purchasing Department, City Hall Building, Suite 324, 101 North Main Street, Winston-Salem, NC during regular office hours.

## INSTRUCTIONS TO PROPOSERS

### INTRODUCTION:

This entire set of documents constitutes the RFP. The proposer must return the RFP with all information necessary to properly analyze the proposer's response in full. Proposer's notes, exceptions, and comments may be rendered on an attachment, provided the same format of this RFP text is followed.

### RFP Response Submission

**All proposals should be returned in a sealed container or opaque envelope containing one original proposal (please mark document as original) showing original signatures and seals and two (2) printed copies of the complete proposal marked Tower Obstruction Lighting/LED Replacement Upgrade.** Proposals must be submitted to the City/County Purchasing Department in Suite 324, City Hall Building, 101 North Main Street, Winston-Salem, NC, no later than **12:00 Noon, Friday, May 11, 2018.** **Late proposals will not be considered.** Submittals **will not be accepted by fax or electronic mail.**

The County will not be obligated for the expenses of any provider arising out of preparation and/or submittal of responses to this RFP. Any and all proposals to this RFP are to be prepared at the cost and expense of the respondents, with the express understanding that there may be no claims whatsoever for the reimbursement of any costs, damages, or expenses relating to this procurement from the County or any other party for any reason (including the cancellation of this RFP).

Proposals must be made in the official name of the individual, firm, or corporation under which the business is conducted (showing official business address) and must be signed in ink by a person duly authorized to legally bind the business entity submitting the proposal.

All proposals should be complete and carefully worded and must convey all of the information requested by the County. If errors or exceptions are found in the proposal, or if the proposal fails to conform to the requirements of the RFP, the County will be the sole judge as to whether that variance is significant enough to reject the proposal.

Proposals should be prepared simply and economically. All data, materials, and documentation shall be available in a clear, concise form. The County reserves the right to reproduce proposals for internal use in the evaluation process.

Proposers are expressly forbidden from contacting any other County employee or Forsyth County elected official regarding this Request for Proposals. Any such outside contact may result in disqualification from the request for proposal process.

### Proposer Questions and Inquiries

Proposer Questions and Inquiries relative to this RFP must be submitted **in writing only by 12:00 Noon, Wednesday, May 2, 2018**, to Jerry Bates, City/County Purchasing Director, 101 North Main Street, Winston-Salem, NC 27101 or e-mail: [jerryjb@cityofws.org](mailto:jerryjb@cityofws.org) (**Email is preferred**), Fax: (336) 727-2443. The County will provide written responses to all inquiries received by this date, and responses will be made available to all recipients of this RFP. Any oral responses made by any representative of the County may not be relied upon. Any supplements or amendments to this RFP will be in writing and furnished to potential bidders.

► All proposals must include a signed acknowledgement of any addendums issued.

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## Introduction

Forsyth County (the County) Interagency Communications (IAC) by way of this specification and scope of work, requests quotations for the purchase and installation of replacement obstruction lighting systems for City/County owned radio communications towers and the removal of existing legacy Honeywell B3000 Strobe Assemblies and side lamps. Lighting replacements are to be considered for 3 towers within the City/County public safety radio system. Locations of the towers shall be 1) Clemmons NC. 2) Lewisville NC. 3) Old Richmond NC. Exact addresses of the sites found later in this document.

The replacement systems shall be of LED technology lighting and furthermore, the successful vendor is required to furnish all materials, labor and services to install LED Replacement Obstruction Lighting, as specified or reasonably implied as necessary to complete this project. The contractor is responsible for assessing the conditions of the job site and facilities, storing, placing, handling and installing of the materials and equipment. The contractor is responsible for any and all test equipment, sleeves, tools, ladders, lifts and scaffolding required to perform the installation.

At the time of the pre-bid meeting it shall be the contractor's responsibility to ask questions related to the work, any review drawings, and determine wiring pathways and lengths. Any existing wiring that, due to age or other factors, is deemed to need replacing, shall be the responsibility of the contractor

The contractor shall review all materials, descriptions, and part numbers the County has or may have specified in this document before bidding and inform the County if there are any issues with these materials or part numbers that would affect the system functioning.

## Mandatory Pre-Bid Meeting Location and Project Location

Meet at the tower facility, known as "Clemmons" at **6315 Amp Drive, Clemmons, NC 27012**

This facility is directly across from Holiday Inn Express, Amp Drive in Clemmons NC. **The date of the meeting shall be Wednesday, April 25, 2018 at 10:00 am.** This site will serve as a pre-bid conference location and will be one of the locations of the lighting replacement.

The Pre-Bid meeting is mandatory for participation in this bid response due to the need for respondents to see the legacy equipment on site and the particulars as to wiring routing and other aspects that might have a bearing on subsequent bid pricing.

## Electrical Licenses and Building Permit

The contractor will be responsible for acquiring all permits needed for the completion of the project and must maintain all necessary licensing as needed.

## WARRANTY

Equipment provided in this project shall offer pass through of all manufactures warranties but no less than One Year's Parts and Labor.

## Project Overview

The requirement of this project is to furnish and install new LED tower obstruction beacons and side lights, meeting the FAA L-864/L-865 Medium Intensity Dual Lighting specification, replace legacy strobe systems, and their associated lighting controller mechanisms, including but not limited to, Beacon lights, side lamps, all required components, wiring, hardware, wire management devices, hangers, raceway, J-Hooks, sleeves, grounding blocks/wire and any additional components necessary to ensure that the County is provided with a standards compliant solution with guaranteed performance as outlined in Scope of Work. This is a brief overview of the project and should be noted as such. The lighting

The contractor is responsible for and must wear personal protective equipment as required by OSHA standards and TIA standards while performing work on the tower. Wiring codes shall be strictly observed and components of the system shall be installed in a neat, workmanlike manner.

At the time of the issue date of this specification information was accurate to the best of our ability. The contractor shall be responsible to review any drawings and all sections in this RFQ to determine all work required and related components needed to complete this project.

## **Change Orders**

All change orders, changes to the scope of work or specifications, are to be approved in writing before they are made and can only be approved by the Forsyth County MIS department. All changes orders will be issued as an Addendum and shall be signed by the County and the contractor before any changes are made.

## **Disclaimer**

Nothing contained herein (specifications) allows the contractor to perform in a manner deficient of providing County with a complete and accurate job. Any errors or omissions contained herein do not preclude the contractor from installing a functional system. If such an omission is apparent to the contractor upon review of this specification and scope of work, the contractor bears responsibility to inform the County so adjustments can be made. Any clarifications or modifications affecting the specifications and scope of work of this project will be provided by the County and sent via email to the contractor in the form of an addendum. This process places the burden of such omissions and errors upon the contractor, and discharges Forsyth County of its responsibility for a complete and functionally correct system installation.

## **Prime Contractor Subcontractors**

The contractor will notify the County of any subcontractors that will be used for this project and will define the scope of work to be performed by the subcontractor. If the subcontractor fails to perform the specified scope of work, the County shall have the right to remove subcontractor from the project. In no way will this release the contractor from his obligations under the contract. The contractor shall hold harmless and indemnify the County against any claims, suits, liens or other actions made by subcontractor due to this agreement.

## **Scope of Work**

1. Remove existing Obstruction Tower Lighting, Honeywell FG3000B strobe lighting assemblies and side lamps from tower
2. Remove as needed, any or all FG3000B lighting controllers at the base of the tower
3. Provide and install new LED lighting controller(s) as needed.
4. Provide and install new LED lighting light assemblies on tower at same locations as those removed at beginning.
5. Provide and install any necessary wiring, wire connectors, wiring supports, lightning protection and/or all other parts or equipment necessary to complete the project.
6. Provide and label necessary alarm terminations as specified herein.
7. Provide training for IAC personnel as to the normal operation, maintenance and troubleshooting procedures for the new controllers.

## **Specified Materials:**

The contractor shall install Transmission Tower Obstruction Lighting equipment as outlined by FAA specification: Obstruction Marking and Lighting AC No: 70/7460-1L Date: 12/04/15, to meet the FAA L-864/L-865 Medium Intensity Dual Lighting specification, and shall include all lighting including beacons and side lamp devices.

The lighting itself shall be by LED illumination only. Strobe type illumination shall not be considered. The contractor shall provide in writing the equipment acceptance of the FAA specifications

Lighting Controller Housings may be either new equipment or re-use of existing Honeywell FG3000B controller housings.

Associated existing wiring may be used in place of new, however contractor shall be responsible for any wiring routing modifications needed to complete the project.

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### **Alarm Specifications:**

Lighting controllers shall furnish alarm output dry closure relay contacts. Alarm relay closures shall indicate, but not limited to, the following: AC power failure, Tower light (beacon) Fail, Side lamp failure, Day/Night change of state. In addition to dry closure relays, lighting controllers shall be able to provide SNMP traps for future alarm provisioning.

### **Labeling (Coordinate all labeling with the County before labeling)**

The contractor shall be responsible for machine printed labels for all cables and cords according to Forsyth County Government specifications. The County will provide more specific labeling requirements prior to installation.

### **Delivery, Storage, Handling and Protection**

Contractor is responsible for the handling of all materials and all costs associated with material handling. It is the contractor's responsibility to coordinate delivery schedules with the project schedule.

#### **A. Delivery and Acceptance Requirements:**

- a. Deliver materials to site in manufacturer's original, unopened containers and packaging, with labels clearly identifying product name and manufacturer.

#### **B. Storage and Handling Requirements:**

- a. Store and handle materials in accordance with manufacturer's instructions.
- b. Keep materials in manufacturer's original, unopened containers and packaging until installation.
- c. Store materials in secure, clean, dry area indoors.
- d. Protect materials during storage, handling, and installation to prevent damage.
- e. Protect installed communications horizontal and vertical cabling from damage during construction.

### **Debris Removal**

It is the responsibility of the contractor to discard debris on a daily basis and to keep the work area clean.

### **Damages**

The contractor will be held responsible for any and all damages to portions of the tower site caused by contractor, its employees or subcontractors; including but not limited to:

- Damage to any portion of the tower site caused by the movement of tools, materials or equipment.
- Damage to the electrical distribution system and/or other space "turned over" to the contractor.
- Damage to the electrical, mechanical and/or life safety or other systems caused by inappropriate operation or connections made by the contractor or other actions of contractor.
- Other damage to the materials, tools and/or equipment of Forsyth County, its consultants, general contractor, subcontractors, architect, other contractors, agents and leases.

### **Safety Regulations**

The contractor, its employees, and any sub-contractors will abide at all times by the general contractors and the County's safety protocols and procedures and all OSHA regulations. The contractor, its employees, and any contractor sub-contractors will attend all required safety meetings.

### **Telecommunications Wiring Standards**

Except as otherwise explicitly waived within this document, all wiring and/or cabling which is within the scope of this specification is to be configured and installed in full compliance with the current **ANSI/TIA/EIA Telecommunications Wiring Standards**.

Installation of all materials and equipment must meet industry standards in all respects with specific attention given to methods employed for wiring, cabling, terminations, cable dressings, cable and wire labeling, documentation, general appearance, equipment operation and performance.

The contractor shall provide and install all components, and associated hardware required to supply a complete structured obstruction light system, as defined in this specification.

The work included under this specification consists of furnishing all labor, equipment, materials, supplies, permits, and performing all operations necessary to complete the installation. The contractor will provide and install all of the required material whether specifically addressed in the specification or not.

### **Testing, Electrical, Wiring, and OSHA Standards**

The contractor will insure that all work shall meet ANSI/TIA standards. All work shall conform to the applicable codes and standards including but not limited to:

- ANSI/TIA/EIA Telecommunications Wiring Standards.
- Install communications horizontal cabling in accordance with manufacturer's instructions, ANSI/TIA-568-C.0, ANSI/TIA-568-C.1, ANSI/TIA-569-C, BICSI TDMM, and NFPA 70.
- UL – Underwriters Laboratories.
- OSHA – Occupational Health and Safety Administration.
- FCC – Federal Communications Commission.
- NEC – National Electric Code, Article 800 Communications Circuits.
- ASTM – American Society for Testing Materials
- NFPA – National Fire Protection Association
- NEMA – National Electrical Manufacturers Association
- FAA – Federal Aviation Administration

### **INSURANCE REQUIREMENTS**

The contractor shall procure and maintain insurance against claims for injuries to persons or damages to property for the duration of the contract which may arise from or in connection with the performance of work hereunder by the contractor, his agents, representatives, or subcontractors. Insurance shall include errors and omissions coverage and contractor is responsible to review the insurance standards of Forsyth County prior to issuance of certificate of insurance.

**A. Commercial General Liability Insurance.** The contractor shall maintain occurrence version commercial general liability insurance or equivalent form with a limit of not less than \$1,000,000 each occurrence. If such insurance contains a general aggregate limit, it shall be no less than two times the occurrence limit. Such insurance shall:

1. **Include the County, its officials, officers, and employees as additional insured's** with respect to performance of the Services. The coverage shall contain no special limitation on the scope of protection afforded to the above listed insured's. Additional Insured should read Forsyth County Finance Department, 201 North Chestnut Street, Winston-Salem, NC 27101.

2. Be primary with respect to any insurance or self-insured retention programs covering the County, its officials, officers and employees.

**B. Business Automobile Liability Insurance.** The contractor shall maintain business automobile liability insurance or equivalent form with a limit of not less than \$1,000,000 each accident. Such insurance shall include coverage for owned, hired, and non-owned automobiles.

**C. Workers' Compensation and Employers' Liability Insurance.** The contractor shall maintain workers' compensation insurance with North Carolina statutory limits and employer's liability insurance with limits of not less than \$100,000 each accident.

**D. Errors and Omissions.** The contractor shall maintain coverage for professional errors and omissions in compliance with County policy.

**Vendor's Certificate of Insurance must read as follows:**

**DESCRIPTION OF OPERATIONS** – block should read:

Forsyth County its officials, officers, and employees is additional insured.

**CERTIFICATE HOLDER** – block should read:

Forsyth County Its Officials, Officers, and Employees  
201 N. Chestnut Street  
Winston-Salem, NC 27101

The contractor understands and acknowledges that these insurance coverage requirements are minimums and that they do not restrict or limit the hold harmless provisions of this agreement.

**Supporting Documents Required with Bid Package**

It is the expectation of Forsyth County that the contractor will comply, and the contractor agrees to comply, with all applicable federal immigration laws in its hiring and contracting practices relating to the services covered by this contract involving County funds, as outlined in the Resolution adopted by the Forsyth County Board of Commissioners.

- Bid must be signed and dated by an officer of the bidding company.
- Bid must acknowledge the contractors acceptance of all addendums issued.
- Bid shall be valid for at least 90 days.
- Bidders must provide with their bid response a Compliance Summary stating compliance to every article of this RFQ and stating they have fully read and agree to comply with all sections. Exception to any article must be accompanied by a full explanation, exceptions may disqualify the bid.
  - WMBE - If applicable the contractor shall provide a Letter of WMBE Certification.
  - Bidders who have not completed transmission tower work for Forsyth County in the past (i.e. unknown to us) must provide 3 references for projects completed within the past two years of similar size and scope. References must include company name, address, phone number and contact person. Also include a brief summary of the actual projects performed for the County and copy of the manufacturer's certification.
  - Bids will be accepted via email along with any additional documentation required.

**Forsyth County reserves the right to consider any bidder that does not provide the supporting documents listed above with their bid as non-responsive and disqualified.**

**Changes and Alternates**

The County will consider any changes or deviations from this specification or approved products and manufacturers defined in this document non-responsive. The County will consider any changes or deviations from the pricing formats as defined in this document non-responsive. The County will consider any changes or deviations from the Bid Schedule or Project Schedule as defined in this document non-responsive.

**Project Schedule**

PROJECT START DATE - TBD  
PROJECT COMPLETION DATE - TBD

**Project Locations**

- 1) Clemmons Tower: 6315 Amp Drive, Clemmons NC. 27012
- 2) Lewisville Tower: 7800 Shallowford Road, Lewisville NC. 27023

- 3) Old Richmond Tower: 8124 Reynolda Road, Pfafftown, NC. 27040 (Behind Spevco Mfg. Co.)

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