

HILLSBOROUGH COUNTY AVIATION AUTHORITY

Addendum #1

Digital Monitors

Tampa International Airport

Request for Proposals (RFP) #12-534-003

A copy of this signed Addendum #1 must be included with all submissions.

Clarification questions/answers

1. Question: Since our company does not sell direct, is it acceptable for us to enlist one of our top AV partners? They would be able to provide you with the entire quote which would include our displays along with their installation and support services. We should have no problem meeting your deadline.

Answer: Yes; however, a company (“Respondent”) that submits a response to this RFP must demonstrate that it meets the minimum qualifications listed in Tab 3 of Addendum C, Proposal Response.

2. Question: Since we are a manufacturer of screens, how do you want us to respond to this? Do you want me to bring in an integrator and have them quote or do you just want to know what our transfer cost would be and then you can negotiate your markups from there?

Answer: Responses can come from manufacturers or sales distributors. The company (“Respondent”) that submits and signs the response must make sure that all information is provided as requested in the Solicitation document.

3. Question: Section 1 (Video Walls) – Do you want the “best” solution in terms of technology available, or most “cost effective.” solution?

Answer: As stated in Section 4.02 of the Solicitation, the evaluation of the monitors will be based on a best value approach. The quality of the monitors, percentage discount off the MSRP for each monitor model, the offered warranties, maintenance, and technical support will all be evaluated to determine best value.

4. Question: For touch monitors... is single touch sufficient or is multi-touch required? Is there a specific touch technology that you have identified?

Answer: The latest technology is preferred such as multi-touch. This will be judged in comparison to other responses to the Solicitation document.

5. Question: How are you accounting for additional hardware and/or software that will be needed to drive the displays – specifically the video walls? (especially with desire to show a large single image, and/or individual images on each display). Depending on exactly what you plan to show on the video wall will determine additional cost needed to complete the installation.

Answer: Our approach is based upon other Airports that have installed video walls. Typically this will be some type of “video engine” which has the capability to either display one very large image or to display multiple images as either a single monitor or a combination of monitor screens. We plan on showing (either as one image or multiple images) advertising, arrival/departure information, public service announcements, possibly live video feeds from our cable provider, to name a few.

REMINDER: The deadline for submissions for this RFP is **Friday, November 11, 2011, no later than 2:00 p.m., ET.**

I _____ acknowledge receipt of this Addendum #1.

Company's signature

Date