

**Office of Finance
Department of Procurement
MONTGOMERY COUNTY PUBLIC SCHOOLS
45 W. Gude Drive, Suite 3100
Rockville, Maryland 20850**

December 8, 2025

NOTICE TO OFFERORS

**The following are questions and responses regarding
RFQ No. 1220.1, Provision, Installation and Support of Advanced Door Alarm Systems**

No.	Question	Answer
1.	When evaluating the RFP, I did not see a pricing structure page. Is there one? How would you like us to present pricing?	At this time, we are asking all respondents to propose their own estimated pricing. There is no predefined pricing structure page included in the RFP. Please present your pricing in a clear, itemized format that outlines all anticipated costs associated with your proposal. This approach will allow us to evaluate each submission consistently and based on the full scope of services offered
2.	Please identify what the existing system is: access control, intercom, intrusion detection, surveillance systems.	<ul style="list-style-type: none">• Access Control: Maxxess eFusion• Intercom:• Intrusion detection: Napco Panels• Surveillance: Milestone xProtect
3.	I see that this RFP response cannot be submitted via email. Please confirm.	Correct, must be sent by mail, courier or hand-delivery, No faxes or electronic submission of proposals will be accepted.
4.	We plan on submitting before the 22 nd (pending the bid is not extended). If we submit and an addendum comes out not affecting our RFP response, can we electronically acknowledge the addendum?	Yes.
5.	What pricing format do you want with our RFP response? There is no way to provide exact firm fixed pricing if we do not know quantities, integrations required, wire run lengths, etc. Please provide some direction. Example we could provide a price for one advanced Door Alarm System, with all required software.	We understand that exact firm-fixed pricing is not feasible without confirmed quantities and integration details. For the purposes of the RFP response, please provide estimated unit pricing and typical cost ranges based on standard installations.

		<p>You may present pricing using examples such as the cost for one advanced Door Alarm System (including hardware, software, installation, and any recurring fees). If there are variables that could affect pricing, such as wire runs, integration complexity, or optional features, please clearly note those assumptions in your submission.</p> <p>This approach will allow us to evaluate proposed cost structures consistently while recognizing that final pricing may be refined once project specifics are determined.</p>
6.	Will MCPS provide servers and administrative workstations for this RFP.	<ul style="list-style-type: none"> ● Administrative workstation (MCPS) ● Servers (vendor provide servers)
7.	What are the manufacturers of the existing systems we are to integrate with?	Refer to #2
8.	<u>1.0 Intent</u> - Please provide details on which manufacturers are currently being used for the existing security and emergency management systems.	<ul style="list-style-type: none"> ● Manufacturers: Refer to #2 ● Existing Security and EMS - unknown
9.	<u>3.0 Scope of Services</u> - The requirement mentions all entry points across schools, offices, and event venues. In addition to the 211 schools, how many other offices and event venues are to be included in the proposal?	See the below notes
10.	<u>3.2 Technical Requirements</u> - Is there any existing infrastructure or a system in place? If yes, can you please provide details (ie, manufacturer, version, locations, etc)?	<ul style="list-style-type: none"> ● PA System/hardware (unknown) ● Maxxess eFusion – Version 7.5 – centralized ● Milestone – Version 2020.R2 moving to 2024.R1
11.	<u>3.2 Technical Requirements</u> - Will drawings be provided for each facility regarding the Door Alarm System? (such as PDF or .dwg) If yes, will they feature acceptable Electrical/IT Closet locations in each building? Will details such as door counts be provided for accurate system design and pricing?	See the below notes
12.	<u>3.2 Technical Requirements</u> - Who is responsible for providing Network?	Telecom

13.	<u>3.2 Technical Requirements</u> - Who will be responsible for providing 120/240VAC?	MCPS Maintenance
14.	<u>3.2 Technical Requirements</u> - Who will be responsible for Head-End Conduit/Infrastructure?	Telecom / Construction
15.	<u>3.2 Technical Requirements</u> - Does MCPS have a preference on Hosting Options (On Prem vs. Cloud)?	On prem
16.	<u>3.2 Technical Requirements</u> - Will MCPS be actively monitoring each facility from a Central location (NOC/SOC, Security Office)? Will MCPS require a 3rd party monitoring entity to be assigned?	Centralizing on existing alarm
17.	<u>3.2 Technical Requirements</u> - How many Users are expected on the system?	See the below notes
18.	<u>3.2 Technical Requirements</u> - Does MCPS intend to keep Milestone Xprotect VMS, and if yes, which version is the current system?	<ul style="list-style-type: none"> Intent to keep Milestone xProtect due to 13 servers install (HS) 20 (MS) 90 (ES) Security has been installing camera
19.	<u>3.2 Technical Requirements</u> - Will One-Line/Port Charts be provided by the District?	See the below notes
20.	<u>9.0 Mandatory Submissions</u> – Please clarify the following language, as it appears to be out of scope: The selected provider(s) must have demonstrated experience in providing alternative programs for students to obtain a high school diploma (as defined in Section 3) in similar institutions (e.g., school districts, departments of education, etc.).	An Erratum had been issued indicating this statement was in error and is hereby removed from the RFP
21.	<u>9.0 Mandatory Submissions</u> – Are there any page count, font/size or other formatting requirements for the proposal?	The response shall address each paragraph in the same order as the RFP and provide an individual response to each RFP specification. All proposals must be presented using the same numbering sequence and order used in this RFP document or as otherwise specified by MCPS
22.	<u>12.0 Evaluation Criteria</u> - Please provide clarification on the following evaluation criteria: a. experience facilitating community meetings among diverse communities and stakeholders, including a wide range of engagement strategies; knowledge of and experience with boundary assignment processes including legal parameters; and experience with large scale, multi-variate data analysis. b. The Offeror's proposed approach to conducting this	An Erratum had been issued indicating this statement was in error and is hereby removed from the RFP

	comprehensive boundary analysis. c. Qualifications, reputation, and experience of the Offeror relevant to the Scope of Services including specific experience in analysis of data, school boundary assignments, and facilitation of community engagement.	
23.	Are all the doors hardwired already with door contacts?	<p>For access control, only doors with card access have door contacts, and for security/intrusion alarms, the question should be directed to facilities or the maintenance electronics shop</p> <p>No doors have contacts. Many of the older facilities have a motion sensor mounted just inside to register the door opening.</p>
24.	When is the last time if there is hardware in place that it was tested?	Facilities and maintenance electronics shopThese contacts are tested daily. We see the contacts as people open doors in the morning before the security systems are deactivated.
25.	Do you have a break down per school how many doors and windows are secured?	No. None of the window in our facilities have sensor contacts on them. Only doors.
26.	Will we be adding more zones?	Additional zones should be anticipated as needed, depending on the scope of the project and the areas to be protected
27.	Will these be silent or audible alarm? Besides a phone call, email or text do you want a visual alarm in?	Current systems provide annunciation on pads in main areas but do not have public audible alarms, while Michelle noted that stakeholders may want an audible alert if a door is left propped open

Key Topics Discussed in the Pre-posal Conference:

1. Pricing Structure & Submission Requirements

- No predefined pricing structure exists in the RFP; vendors must submit clear, itemized pricing with assumptions fully documented.

- Proposals must be submitted via mail/hand delivery only; addenda may be acknowledged electronically.

2. Existing System Architecture

- Existing technologies include:
 - Access Control: Basis Evolution
 - Detection: NAPCO alarm panels (multiple models observed; full inventory TBD)
 - Surveillance: Milestone XProtect (currently undergoing upgrade across sites)
- Intercom systems vary by building; no single standard exists across MCPS.

3. Facilities Count & Scope

- Total facilities included in the scope: 238 (211 schools plus special schools and offices).
- Procurement and Security will finalize the list to ensure vendors understand the complete scope.

4. Monitoring & Response Expectations

- The system is designed to provide real-time door alarm notifications to school-based security assistants, not centralized dispatch or SROs.
- Immediate automated alerting capability is required.

5. System Users Clarification

- MCPS clarified that “users” refers to personnel monitoring and managing door alerts (estimated 400+), not all badge holders districtwide (20,000+).

6. Technical Inputs Still Needed

- Further detail is required for:
 - NAPCO panel models and zone availability
 - Device location drawings and cabling infrastructure
 - Flow charts detailing alarm notification pathways
- Ownership of these deliverables will be determined between Security and Facilities.

7. Overlapping Initiatives

- Milestone camera upgrades are in progress; MCPS must determine whether door sensor implementation will integrate with or remain separate from ongoing camera deployments.
- Recommendation: Continue the current upgrade path while integration decisions are finalized.

Saudy Espinal, Buyer II
Department of Procurement

Please indicate your receipt of this notice by signing below and returning with your proposal or under a separate cover.

Accepted: _____
Name and Title

Company Name: _____