



COMMISSIONERS OF PUBLIC WORKS
COMMISSIONERS: GENE P. HANCOCK, MICHAEL G. MONAGHAN, HENRY O. WATTS
MANAGER: STEVE D. REEVES, JR.

Request for Information

RFI #082411E

COMMUNITY-WIDE Wi-Fi DEPLOYMENT FOR THE GREENWOOD, SOUTH CAROLINA COMMISSIONERS OF PUBLIC WORKS (CPW)

1. RFI General Information

- 1.1. The objective of this Request for Information (RFI) is to solicit technical qualifications for implementation of a community-wide Wi-Fi (802.11) network designed to serve the needs of the Greenwood Commissioners of Public Works' (CPW) Utilities (Electric, Gas, and Water) and Information Technology divisions and various departments of the City of Greenwood, South Carolina, including Police, Fire, Ambulance, Information Technology and others that meets current National Electrical Safety Code (NESC) and accepted electric utility standards. Bandwidth not needed to serve the needs of the aforementioned users may be made available for use by the general public.
- 1.2. Responses to this RFI will be used to determine the qualifications of various vendors to provide the systems and services specified. Greenwood CPW will short list the most qualified and advantageous vendors to Greenwood CPW and then send out an RFQ that will be evaluated and used by the selection committee to short list vendors for interviews. Greenwood CPW is seeking vendors which are able to provide cost effective, reliable, flexible and scalable solutions for the needs described within this RFI. It is anticipated that a non-exclusive agreement will be negotiated and executed between Greenwood CPW and the vendor which is determined to best meet the needs of the Greenwood CPW.
- 1.3. This RFI contains, in general terms, the overall objectives of Greenwood CPW in obtaining a city-wide Wi-Fi network. While an attempt is made to describe the general expectations of the Greenwood CPW and the anticipated work to be performed, the Greenwood CPW and the chosen vendor(s) may need to define a more specific scope of work and fee schedules for any parts of the undertaking that are not covered herein. If it becomes necessary to revise any part of this RFI, amendments will be made available to all potential respondents as indicated in Section 1.7.
- 1.4. Each vendor providing a submittal for consideration by the Greenwood CPW is responsible for obtaining information on the conditions and restrictions involved in meeting the



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obligations and providing the services as set forth in this RFI. It is expected that each vendor will visit the areas covered by Phase-1F and Phase-Residential and meet with representatives of Greenwood CPW prior to submitting a response to this RFI.

- 1.5. Compensation: No payment of any kind will be provided to the submitting vendor, or parties they represent, for obtaining any of the information solicited. Procurement of all equipment and services will be in accordance with subsequent contractual action.
- 1.6. Commitments: All information should be submitted initially on the most complete basis and with the most favorable financial terms available. The selected vendor's proposal may, at the Greenwood CPW's option, be made part of the final purchase contract and all representations in the vendor's proposal may be considered commitments to supply the system as described.
- 1.7. Drawings: Drawings and shape files for the areas referenced in this RFI can be obtained from the Greenwood CPW website (www.greenwoodcpw.com) under the "Active Bid List" section.
- 1.8. Questions regarding the scope of services for this RFI shall be submitted both in writing and Email and directed to the Director of Electric Utilities, Jeffery D. Meredith, P.E. at the address below. The deadline for submitting questions regarding this RFI is by close of business (5:00 PM EDST) on July 29, 2011. All responses to questions, including any significant changes and/or modifications, will be placed on the Greenwood CPW website (www.greenwoodcpw.com) in the form of an Addendum by August 8, 2011. The Addendum will be posted under the "Active Bid List" section of the website.

Jeffery D. Meredith, P.E.
Director of Electric Utilities
P.O. Box 549
810 Bypass 225 SW
Greenwood, SC 29648
(864) 942-8161 Phone
Email: jmeredith@greenwoodcpw.com

- 1.9. RFI responses must be submitted by mail or be delivered in person at the address listed below no later than 5:00 P.M. EDST, August 24, 2011. Late submittals will not be accepted for consideration. Seven (7) paper copies of the vendor's response must be submitted, along with two (2) electronic copies on CD-ROM or USB Thumb Drive. Once all submittals have been reviewed, Greenwood CPW will proceed with the RFQ process to the short list of vendors. It is anticipated that the RFQ will be sent to those vendors within 30 days of the RFI due date above. Vendors responding will be responsible for any costs associated or



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incurred in preparing or responding to this RFI. All submitted responses will be retained as property of the CPW and will not be returned.

Jeffery D. Meredith, P.E.
Director of Electric Utilities
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Greenwood, SC 29648
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All responses and supporting materials should be enclosed in a sealed envelope and properly marked with the RFI number, name and address of the responding vendor on the front of the envelope.

Right of Selection/Rejection - Waiver of Irregularities: The Greenwood CPW reserves the right to reject any or all proposals, to waive any minor irregularities contained in any proposal, and to accept any proposal deemed to be in the best interest of the Greenwood CPW.



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2. Scope of Work & Background Information

Greenwood CPW is seeking to create a city-wide Wi-Fi (802.11) system that will be used by various City and CPW departments, as well as members of the general public. Of major importance is the ability of the system to provide secure, restricted access to streams of information intended solely for law enforcement, fire protection, ambulance service, electric, gas, and water utilities or other authorized users. Access to these individual information flows by individuals who are not specifically authorized to receive them must not be permitted. Of similar importance is the ability to provision the system to allow different user groups and different traffic types to receive prioritized access to bandwidth and throughput. Bandwidth that is not required to support such authorized users will be made available for use by the general public. It is envisioned that once the system has been provisioned by system administrators to specify bandwidth and access priorities for authorized users, the allocation of any remaining available bandwidth will be done dynamically, without a need for real-time provisioning by system administrators. Many authorized users will be accessing the network from moving vehicles, so the ability of the system to support mobile users will be of high importance.

The implementation of this project is expected to occur in several phases, at the sole discretion of Greenwood CPW. Drawings showing the layout of each Phase are incorporated into this RFI. Each drawing includes information showing the location of various fiber optic cables, splice panels and hand holes that will be used to facilitate the backhaul of Wi-Fi traffic. If existing points of access to the Greenwood CPW's fiber optic network are not located so as to easily facilitate Wi-Fi backhaul, that fact should be pointed out by the vendor, along with suggested locations for additional points of access to the fiber optic network. The initial deployment of Wi-Fi is expected to occur in the area designated **Phase-1F**, which includes much of the Uptown area of the City of Greenwood. Wi-Fi coverage is required throughout this entire area at street level to serve City vehicles and to collect utility usage information and control utility metering devices using a Wi-Fi enabled Automated Meter Reading (AMR/AMI) system. Wi-Fi coverage within buildings is also desirable, based upon signal penetration of outer perimeter walls. Where more complete in-building coverage is needed, it is desirable that the equipment needed to serve the building's interior spaces be easily able to network with the equipment serving the areas outside the building.

Since the topography, foliage and building types found in residential areas of the community differ greatly from those of the Uptown area (Phase-1F), the network design considerations for such areas will also differ. In order to better understand the types and quantities of equipment needed to serve such residential areas, a tract of land that is typical of the residential areas found in the community has been designated to be part of this RFI. This tract is designated as **Phase-Residential**. Wi-Fi signal coverage requirements in the Phase-Residential area are the same as those in Phase-1F.

Future expansion of the proposed Wi-Fi system will include areas designated as Phase-2F, Phase-3F, Phase-4F and Phase-5F. While these files are included for reference only and are not



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expected to be a part of the initial deployment, it is expected that the same solutions and equipment types chosen for Phase-1F and Phase-Residential will be used in the remaining Phases of this project and should be considered as one global project in preparing responses.

Mounting assets that will be available for Wi-Fi equipment include power poles owned by Greenwood CPW, water tanks, electrical substations, several City owned buildings in the Uptown area, fire stations, various towers and others.

3. Submittal Requirements

3.1 Interested vendors shall submit seven (7) paper copies, along with two (2) copies on CD-ROM or USB Thumb Drive of their Request for Information package to the Greenwood CPW Director of Electric Utilities at the address shown herein. **Please clearly identify the original qualifications package as RFI # 082411E.**

3.2. The RFI package shall consist of the Cover Letter / Information about the Team and ten tabbed sections as described below. Due to the time constraints of the selection committee, please limit the submittal to the fewest number of pages reasonably possible (front only) and number all pages.

3.2.1. Cover Letter / Information about the Team

The cover letter shall identify the vendor's contact person for the RFI process, including telephone number, fax, email, and postal address. Also, please provide the information requested in the following order under this tab.

- A. Identify the legal entity that would enter into the contract with the Greenwood CPW and include the location of company headquarters, local office location, type of business (sole proprietorship, partnership, corporation, etc.), state of incorporation or organization, and federal employer identification number.
- B. Identify all required licenses necessary for the vendor to enter into a contract with the Greenwood CPW. Include all current licenses and certificates that enable the vendor to work in the State of South Carolina and Greenwood County.
- C. Provide an organizational chart identifying members of the prospective vendor team who would be assigned to this project. The chart should clearly delineate roles and responsibilities of the various team members. Please indicate the geographical location of all team members, the number of years with the company, and the number of years with personal experience with similar projects.



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- D. For any proposed affiliated companies that will be involved in this project, please provide the name of each company, the office location, contact name and telephone number, the services to be provided, and the number of years experience with similar projects.
- E. Provide overall references for the key members of your team and affiliated companies working on this project, including complete contact information and a brief description of the previous projects for the reference.
- F. List any contracts performed in the past five (5) years by your company or affiliated companies for projects that were similar in size or type to the services requested in this RFI. List the date services were performed; name, address, and telephone number of individual representative of the owner having knowledge of the vendor's and affiliated company's work; the approximate dollar amount of the project; and the approximate total time period involved. Also include a description of any unresolved claims or disputes.

3.2.3. Tabs I (Summary) - X (Installation and Testing):

I. Summary

1. Provide a listing of all equipment, software, and services associated with the solutions proposed for both of the following: **Phase-1, Phase-Residential**. Two sets of solutions should be provided for each of these Phases, based upon using two different types of Client Devices (CPE), as follows:
 - (A) The first solution should be based upon the use of client devices (laptop computers) equipped with 30 milliwatt 2.4 GHz internal radios and internal omni-directional antennas with 2 dBi gain
 - (B) The second solution should be based upon using ruggedized vehicle mounted CPE and an external vehicle mounted antenna. Provide the radio characteristics of the alternate solution to include radio transmit power, antenna gain and EIRP. Provide the model numbers of the proposed equipment, if available.

(It is expected that more Access Points will be needed to facilitate the first solution (A) because of the use of lower power client devices having lower antenna gain.)

Assume that **Phase-1** would be installed first and that the **Phase-Residential** deployment would be able to utilize the available surplus capacity of common equipment and systems that were installed for **Phase-1**.

2. Describe the warranty associated with all of the equipment, software and systems being proposed along with related time limits, conditions and exclusions.
3. Are your products Wi-Fi Certified? Please list relevant industry certifications.



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4. Provide an overview of your Wireless Mesh Networking solution.
5. What are the benefits of your Wireless Mesh Networking solution?
6. Provide details of the equipment included in your submittal.
7. Describe the scalability of your solution, including typical numbers of Access Points per square mile, Access Points per controller (if used), and any other scalability-related considerations for fixed and mobile users.
8. List customer references currently using the mesh solution you are proposing, including an estimate of the number of end users. References should include contact name, email address and contact phone number.
9. Describe any pilot projects with similar projects you have been involved in. Provide details on cost sharing, general terms and conditions, and references for such projects. References should include contact name, email address and contact phone number.
10. Describe your knowledge and experience with emerging technologies (i.e., Super Wi-Fi, etc.).

II. Customer Support

11. Describe your ability to provide on-site and remote assistance for designing, installing, operating, maintaining, managing, provisioning and repairing the equipment and systems you are proposing.
12. Describe what training is available for the design, installation, operation, maintenance, provisioning, management and repair of the equipment and systems being proposed.
13. Describe whether any customer User Groups for your equipment and systems exist, their geographic areas and points of contact.

III. Equipment

14. Describe the reliability and redundancy of your equipment, including access, backhaul, common equipment and emergency power.
15. Describe powering requirements and options available for the equipment, including battery backup.
16. Describe how the Access Points and other equipment support Power over Ethernet (802.3af).
17. Describe the flexibility of your equipment in supporting the rapid creation, relocation and expansion of temporary networks used for public events, disaster relief, etc.
18. Provide information on your architecture, including:
 - A. Describe what role, if any, CAPWAP or LWAPP-standard devices (Controllers) play in your submittal.



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- B. What methods are employed to reduce performance degradation that can occur when an architecture employing a centralized controller is used?
 - C. Describe how the failure of a controller impacts the capabilities of the system, including any impact on security, the ability of the system to reconfigure mesh node links, change frequency, etc.
19. Which parts of the products are developed in house: (If major parts are developed externally -for example, 802.11 chipsets - state the vendor and model.)
- A. Software
 - B. Hardware
 - C. Chipsets
20. How long have the various types of equipment you are using been available for unrestricted commercial deployment in their current form?
21. Provide the specifications for your radio equipment, including:
- A. Wireless Standards supported (802.11a, b, g, n, other)
 - B. Media Access Protocol
 - C. Data Rates and Modulation
 - D. Frequency Bands and Operating Channel bandwidths
 - E. Transmit Power
 - F. Support of DSRC-A and DSRC-C
 - G. Receive Sensitivity (typical) for 802.11a, 802.11b, 802.11g, 802.11n and any other available modes
 - H. Types of Network Ports available (1000BaseT/RJ45, Single Mode Fiber/SC, etc.) and the number of ports that are available/provided on APs and other equipment
 - I. Power consumption
 - J. System Management methods used
 - K. Security methods used for Wireless access and for wireless bridging/mesh (List all mesh backhaul data transmission security features supported.)
 - L. Standards which your equipment and systems are in compliance with for:
 - 1) Safety
 - 2) Immunity to electrical and lightning surges
 - 3) Regulatory body approvals
 - 4) EMI and susceptibility
 - 5) Wired and wireless security
 - M. List any environmental ratings held by your equipment, including:
 - 1) Wind resistance ratings
 - 2) Dust and water ingress (IP56/NEMA4X)
 - 3) Operating temperature ranges
 - N. Dimensions and weight of your equipment
 - O. Types of mounting options available (pole, roof, wall, cable strand, other)
 - P. Antennas options available and recommended (including MIMO), and antenna connector types used for external antennas



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- Q. The number of simultaneous backhaul links supported per Access Point and the throughput for each link.
22. Describe whether antennas used with your equipment require alignment and orientation.
 23. Describe your radio performance, including typical distances spanned for access channels and backhaul channels.
 24. State the link budget assumptions used to determine the typical link distances.
 25. Does the network management protocol support Dynamic Frequency Selection and transmit power control functions for Access Points? Are these features implemented with standard, open, or proprietary protocols?
 26. Does the system support IP-based timing protocols, such as NTP or others? State the level of support.
 27. What quantity of wired backhaul connections are recommended for the **Phase-1** and **Phase-Residential** deployments?
 28. Describe the process used to determine the number of backhaul connections that are recommended.
 29. Describe how backhaul over fiber optic cable would be implemented and supported.
 30. Describe the routing algorithm that is used, including:
 - A. How it establishes and then maintains optimal paths for backhaul channels as RF or environmental conditions change
 - B. The RF metrics and other factors used to maintain optimized backhaul configurations
 - C. How it reacts when the path to the root Access Point is disrupted
 - D. The method used to deal with ambiguities about optimal routing and parent selection
 - 1) DFS and radar detection capabilities
 - 2) Methods available to avoid honey pots/rogues in a mesh
 - 3) Compatibility with 802.11s default routing algorithm
 - 4) Support of Mobility

IV. Mobility

31. How is roaming within a Muni-scale network supported, including client mobility for all services over large geographic areas and across different subnets?
32. Does your product support inter-subnet hand off? If not, state your plans for supporting such a feature.
33. Describe the methods available to facilitate fast handoffs and seamless session persistence (including TCP sessions and authentication connections), without disconnecting, while roaming throughout the network and between multiple subnets.
34. Provide an overview of the hand-off protocol your systems and equipment use. Is this protocol based on a standard protocol (for example, 802.11r), a proprietary protocol, or a proprietary



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extension?

35. Does the hand-off protocol have any mechanism to prevent a client or mobile station from handing off to a third-party AP with a valid SSID? If so, please describe the mechanism and any available testing results.
36. Does the AP with hand-off/mobility protocol enabled interoperate with mobile station/client cards from any other vendors? Please give a list of those vendors whose client cards interoperate with your AP.
37. What is the maximum speed that a vehicle can travel at and still experience uninterrupted data flows with reliable inter-Access Point handoffs and inter-subnet handoffs?
38. Describe equipment and antenna options available and recommended for installation in vehicles.

V. Operating Layers and Protocols

39. Please characterize and discuss the benefits, advantages and disadvantages of the mesh protocol used in your products: (a) Layer 2; (b) Layer 3; (c) Standard protocol; (d) Proprietary or open protocol; (e) Other.
40. Does your equipment and systems support Layer 2 networking with the following capabilities:
 - A. Rapid Spanning Tree (802.1w)
 - B. Multiple Spanning Tree (802.1s)
 - C. VLAN
 - D. VPN
 - E. L2TPv2 tunnel end point
 - F. L2TPv3 tunnel end point
 - G. List any others supported
 - H. With what major vendors switches/routers/ tunnel endpoint devices has interoperability been demonstrated?
41. Describe what limits exist in your equipment and systems for the following:
 - A. VLANs.
 - B. VPN Tunneling and Filtering – Describe whether your equipment and systems support VPN solutions without blocking any VPN protocols.
 - C. SSID
 - 1) How many SSIDs are supported
 - 2) How many public SSIDs are supported
 - 3) Is SSID suppression supported?
 - 4) How many hidden (private) SSIDs are supported?
 - 5) Can each individual SSID be mapped to a specific VLAN?
 - 6) Can each individual SSID be mapped to multiple VLANs with Radius assignment of users to the proper VLAN?
 - 7) Can your equipment and system support different security profiles on a per SSID basis?



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- 8) How many BSSIDs and ESSIDs are supported?
 - D. MAC addresses supported
 - 1) MAC address filtering
- 42. Are your equipment and systems transparent to standard TCP/IP-based applications such as email, web browsing, etc.?
- 43. Does your equipment support all Ethernet Transport standards? Is it IPv6 compliant?

VI. Mesh Performance

- 44. Briefly describe your mesh link failure recovering mechanism.
- 45. Provide any available field test results for link failure recovering time with the following parameters, where link failure recovering time is defined as the time between the last packet received from the failed link and the first packet received from the recovering link (Maximum, minimum, and average link failure recovering time should be reported, if available.):
- 46. Failed link has one hop
- 47. Recovering link has four or more hops
- 48. Can the mesh links automatically switch channel/band or change transmit power to minimize the effect of interference?
- 49. How is interference managed across multiple links where changing one link could increase interference on another link?
- 50. State the radio channel-to-channel switching time.
- 51. How long does the mesh take to recover from a system-wide power outage (assume 24 nodes in the affected mesh)?
- 52. Can a faulty radio be easily detected and replaced with a new one without affecting other radios' performance?
- 53. Do any of the mesh radios require recurrent calibration? If so, how often and why?

VII. Security

- 54. Describe your security scheme (access and backhaul).
- 55. How many different levels of security access for users are available and provided?
- 56. Does your solution offer intrusion detection? If so, please describe the feature.
- 57. Please list the access and backhaul data transmission security and authentication features available and whether the security and access protocols are standard, open, or proprietary:
- 58. AES
- 59. TKIP



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60. WEP
61. WPA
62. WPA-PSK
63. 802.1X
64. LDAP
65. Active Directory
66. Other
67. How are the access and backhaul security features provisioned?
68. Describe whether your submittal supports Layer 2 isolation between users at the Access Point and throughout the entire mesh network.

VIII. Quality of Service (QoS)

69. Describe the services that are supported with differentiated Quality of Service levels, including :
 70. Internet access
 71. Voice
 72. IP cameras/video
 73. Remote meter reading (AMR)
 74. Others
75. Describe how your equipment and systems manage priorities for differing data streams such as: Law Enforcement Services, Fire Department Services, Public Works Department Services, AMR/AMI and Public Access? How many different levels of prioritization are supported?
76. Describe the suitability of your equipment and systems for Automatic Meter Reading (AMR/AMI). What additional hardware, software or systems would be recommended and required to support such use?
77. List the QoS protocols supported to manage the differing priorities and data types on the mesh, including Layer 2 QoS protocols and tags. Are the protocols supported for both access and backhaul?
 - A. 802.1p
 - B. 802.1Q
 - C. Number of queues supported
78. What QoS control mechanisms exist on the AP, and what QoS parameters can be managed for:
79. Admission Control
80. Traffic Classification
81. Broadcast Rate Limiting



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82. How are the QoS features provisioned for each user or traffic type?
83. Does your QoS protocol support FCC E-911 phase II regulations (for example, always admitting 911 calls under congestion)?
84. Provide estimates of the UDP and TCP throughput rates, Packet Loss rates, Latency and Jitter of your submittal for meshes made up of 1 AP, 2APs (1 hop) , 3APs (2 hops), 4 APs (3 hops) and 5 APs (4 hops). Describe whether your submittal delivers predictable and stable latency and jitter under all traffic conditions.

IX. Management System

85. Describe whether your equipment and systems support:
86. Lockout features and rate limiting for malicious users
87. Use of secure protocol for communication between management software and hardware
88. Password protected system access and Access Point administrative access
89. Static addressing
90. DHCP
91. Describe the methods used to provide centralized monitoring, management, control and provisioning functions.
92. What maintenance features are supported in the management protocol to assist in field maintenance?
93. How can the product's system software be upgraded locally if required?
94. Do the products have a local command line and/or web server user interface for direct maintenance? How would an on-site technician access this interface?
95. Do all products support SNMP management for IP management/status or other functions? Provide information on what is supported via SNMP.
96. What hardware platform, operating system, and database are used for the management system? List all third-party software required.
97. Can the management platform be configured for redundant hardware operation?
98. What is the maximum capacity of a single management system?
99. What other products can be managed from this platform?
100. Describe whether the management system offers an XML API for integration with third-party management platforms?
101. Can the management system remotely reboot all connected AP/mesh nodes (remotely turn power on or off in case of freeze up)?
102. Briefly describe the options in the management system for remotely upgrading AP/mesh



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node software.

103. How many nodes can the management system upgrade with software upgrades simultaneously?
104. How many simultaneous users does the management system allow for?
105. Does the management system:
106. Automatically archive configuration files for all managed equipment?
107. Enable batch configuration and remote storage of configuration profiles?
 - A. Provide the ability to rollback changes to the configurations of all wireless mesh devices?
 - B. Provide the ability to determine the status, success or failure of any software update or configuration change in real-time.
108. List the AP/mesh components that can be monitored and managed. Are secure management connections to Access Points supported through:
 - A. SSH
 - B. SSL
 - C. Other
109. What protocols is the mesh network management based on? List the major features of the protocol.
110. Describe what effects a failure of the management system would have on the operation, performance and reliability of the network.
111. Describe the methods available by which the management system can forward alarms. How many different IP addresses can alarms be sent to?
112. Describe the ability of the management system to:
 - A. Remotely configure all required settings for all nodes
 - B. Lock down parameters to specific values or within specific ranges so they cannot be changed without administrator permission
 - C. Provide an integrated hardware inventory function
 - D. Provide a GUI-based interface for all operations
 - E. Show defined Key Performance Indicators (KPIs) based on formulas, using the performance data gathered from the mesh/AP nodes
 - F. Support real-time, open (and standard) interfaces to external alarm management system
 - G. Generate alarms when performance measurements exceed limits for a specific number of samples
 - H. Support alarm priorities (critical, major, minor)
 - I. Allow all alarm priorities and naming be changed by the operator
 - J. Filter received alarms so that one fault does not generate more than one alarm
113. Is there a single application that supports all management functions (single desktop)?



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114. Are all functions available to users when the system is accessed via Citrix remote access clients?
115. What mechanisms are available to display and analyze collected performance data in the management system?
116. What interfaces are available to transfer performance data to performance-monitoring systems (for example, Metrica)?

X. Installation and Testing

117. Provide information on installation and site preparation procedures and considerations.
118. Provide an overview of the software and hardware tools available to assist with the mesh installation process and to verify and optimize mesh radio transmit and receive performance.
119. What prospective site/link survey tools are available/provided? Do the tools support the simulation of mesh end-to-end performance?
120. Describe what Coverage Mapping Tool is supported and recommended. A Tool producing results that are based upon actual throughput measurements, rather than RF modeled predictions, is desired.
121. Describe what Drive Test equipment is needed to facilitate field testing and measurement.

4. RFI Evaluation Criteria And Process

The Selection Committee will evaluate the information submitted. Please do not contact any member of the Committee. Any attempt to do so will result in the disqualification of the vendor's submittal from consideration.

The Selection Committee will consider how well the vendor's proposed solution meets the needs of the Greenwood CPW as described in the vendor's response to each requirement. It is important that the responses be clear, concise and complete so that the Selection Committee can adequately understand all aspects of the proposal. The evaluation process is designed to simplify the process by allowing the Selection Committee to review the responses of this RFI to compile a short list of manufactures to receive the RFQ.

Listed below are some of the criteria that will be used in making evaluations:

- Experience of vendor and its professional personnel
- Capabilities and characteristics of your solutions
- Ability to meet time and budget requirements
- Demonstrated experience with similar projects involving the public sector (local governments) of similar size and organization
- Location/Availability of vendor and personnel



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- Recent, current, and projected work load of vendor
- Creativity and insight related to the Greenwood CPW system

This RFI provides general and technical information as well as the format for responses. Your submitted responses will be the primary source of information used for the system evaluation and selection. Please include all required and appropriate information with your proposal.

The RFI evaluation will result in a list of manufacturers that will be invited to submit a more detailed RFQ and possible technical interview with the Selection Committee. The CPW will issue before this presentation a list of additional detailed information/clarifications as needed.

END OF REQUEST FOR INFORMATION