



ERIE COUNTY

REQUEST FOR PROPOSAL (RFP) TO PROVIDE INTEROPERABLE COMMUNICATIONS CONSULTING

RFP 2025-023VF

January 27, 2025

**Daniel J. Neaverth Jr.
Department of Homeland Security & Emergency Services
Public Safety Campus
45 Elm St.
Buffalo, New York 14203**

COUNTY OF ERIE, NEW YORK
REQUEST FOR PROPOSALS (“RFP”)

RFP#2025-023VF

To Provide Services to the Erie County Department of Homeland Security & Emergency Services regarding Interoperable Communications.

I. INTRODUCTION

The County of Erie, New York (the “County”) is currently seeking Proposal Statements from qualified Contractors interested in providing consulting services regarding Interoperable Communications. Proposers interested in [providing/serving as] a contractor are invited to respond to this request.

It is the County's intent to select the Proposer that provides the best solution for the County's needs.

The County reserves the right to amend this RFP. The County reserves the right to reject any or all of the proposals, or any part thereof, submitted in response to this RFP, and reserves the right to waive formalities, if such action is deemed to be in the best interest of the County. The County reserves the right to request additional information from any proposer. The County reserves the right to award negotiated contracts to one or more proposers.

This RFP is not intended and shall not be construed to commit the County to pay any costs incurred in connection with any proposal or to procure or contract with any firm.

The County will only contract with firms that do not discriminate against employees or applicants for employment because of race, creed, color, national origin, sex, age, disability, marital status, sexual orientation, citizenship status or any other status protected by New York State and Federal laws.

II. PROPOSAL PROCEDURES

A. ANTICIPATED SCHEDULE OF PROPOSAL

The following schedule is for informational purpose only. The County reserves the right to amend this schedule at any time.

Release of RFP	January 31, 2025
Question and Answer Due Date	February 19, 2025
Questions and Answers Response Posted	February 26, 2025
Proposals Due by (3:00pm EST)	March 5, 2025
Proposal Opening	March 6, 2025
Departmental Approval	March 14, 2025
County Legislature Submission	March 21, 2025
County Legislature Approval (expected)	April 17, 2025
Contract Award	May 15, 2025
Initial Planning Session	June 1, 2025

RFP Response

Proposals should be typed and submitted on 8.5 by 11 inch paper and bound securely. Use the following organization for the proposal:

1. Introduction/Cover Letter
2. Organizational Capabilities
3. Staff Qualifications
5. Experience/References
6. Project Schedule
7. Response to Requirements
8. Cost Summary and detailed breakdown of items as requested in specification
9. Any additional material or brochures

General Proposal Requirements

Introduction/Cover Letter. State the full name and address of your organization, including the name, address and telephone number of the person in your organization who has the primary responsibility for developing this proposal and to whom technical questions can be addressed.

Organization Capabilities. Provide an overview of the firm and the kinds of projects you have provided consultant services for.

Staff Qualifications. Proposals shall identify each member of the consultant's staff who would be assigned to work on this project and the role they will be performing. A resume stating the background and qualifications of each individual named should be attached. Particular attention shall be given to the individual named as the project coordinator.

Experience/References. Proposals shall include a description of the firm's overall experience in handling projects similar in character or scope to this project. A list of references of similar projects from at least three different projects, including the customer name, address, project value, telephone number and contact person shall be included in the proposal. The County expects to contact the references listed to determine the quality of work performed and personnel assigned to the project. The results will be provided to the evaluation team and used in scoring the proposals.

Project Schedule. As part of this proposal the vendor must submit a proposed project schedule. The vendor must identify all assumptions and constraints on which the project schedule is based. Prepare an estimate of hours for the project.

Requirements. The following requirements must be addressed in the project description and schedule.

- Provide an explanation of your understanding of the tasks believed to be necessary to accomplish the objectives outlined in the RFP.

- Discuss the overall approach the consultant proposes to use with this project.
- Demonstrate a working knowledge of current state-of-the-art and legacy public safety radio systems and how they interoperate.
- Describe the firm's engineering practices and ability to understand and develop coverage test methodology and interpret test results.
- Illustrate firm's simulcast radio system design experience.
- Demonstrate experience in assessing municipal narrowband compliance.
- Describe experience working with frequency coordination bodies and FCC filing preparation

Cost Proposal

We expect the proposal to contain an estimate of cost for each phase of the project as described in the general requirements described below

Proposal Selection

Accepted proposals will be reviewed by an Evaluation Committee and scored against the stated criteria. This scoring will determine the ranking of consultants based upon their written proposals and references. If the team determines that it is in the best interests of the County to require oral presentations, it will invite the highest ranking vendors to make such presentations. The final ranking will be based upon the total scores including the oral presentations.

Proposals will be evaluated based on a weighted point system as identified below.

The County reserves the right to reject any or all proposals received.

1.	Overall Approach to the Project	5
2.	Qualifications of Firm and Staff	10
3.	Experience	10
4.	Project Schedule	20
5.	Scope of Work	30
6.	Cost	20
7.	References	5
Total Points		100

Lead Agency

The Erie County Department of Homeland & Emergency Services is the point of contact for all matters concerning this request for proposals and any contract awarded as a result of this award, based on Erie County Legislative approval.

Independent

The firm must be independent and not engaged in or associated with the business of selling, servicing or renting radio communications equipment. Respondents must clearly certify the independence of the consultant as part of the proposal response.

SERVICES TO BE PROVIDED:

Project 1: : TICP / CASM Update

1. Introduction

The County of Erie is seeking proposals from qualified consultants to assist in the evaluation and updating of the current TICP, current radio and system deployments, channel assignments, and then make all required updates to the existing County TICP. In addition, the qualified consultant will make those changes and any other required updates to the County of Erie's Communications Asset Survey and Mapping (CASM) tool.

2. Background

Erie County has developed a Tactical Interoperable Communications (TICP) as part of our participation in Urban Area Security Initiative / New York State Office of Interoperable Emergency Communications /National Emergency Communications Plan. Recent radio system upgrades and deployment of interoperable radios, equipment and systems have made some sections of the plan obsolete. The County of Erie also has CASM as required by the Federal Government which is a primary resource nationwide for the emergency communications community to inventory and share agency, asset, and COMU information, for the purpose of planning public safety communications operability and interoperability.

3. Scope of Work

- Review and document the Governance structure of the region
- Verify the radio system equipment and data that is reported in the existing TICP/CASM Plan
- Collect information on new radio system equipment
- Develop an updated TICP using the revised Department of Homeland Security's TICP template and include key information from the current TICP.
- Finalize (TICP) and identify any recommendations for the region.

- Working in concert with the County, identify the various agencies and disciplines in the County that are to be assessed for their communications capabilities as they pertain to communications interoperability in emergency situations or other events requiring the coordination of multiple agencies and or disciplines
- Perform a detailed inventory and assessment of communications capabilities and complete the input of that information into the Communications Assets Survey and Mapping (CASM) tool.
- Final update to TICP & CASM to include information on the new UHF P25 Trunked Radio System; The updated TICP acceptance is subject to review by County staff.

4. Final Deliverables

- Detailed draft of the updated TICP and CASM for County Staff Review
- Evaluation report with recommendations for any required updates needed.
- Upon County of Erie approval, create and submit a Final update to TICP & CASM in both Printed and electronic version.

Project 2: Evaluate current radio system(s) and propose equipment and cost plan for migration to a UHF P25 Phase II Trunked Radio System for Erie County

1. Introduction

The County of Erie is seeking proposals from qualified consultants to assist in the planning and evaluation of transitioning to a P25 UHF Phase II trunked radio system. This RFP outlines the services and deliverables required, and the process for submission of proposals.

2. Background

The County of Erie currently has several UHF P25 Digital and Analog conventional simulcast radio systems existing on 32 tower sites in and around the county. Each site is connected by a Point-to-Point microwave system with a spoke and hub approach. The microwave links do come back to a Prime Site with a Motorola Core and a redundant off site back up location as well. Because these systems are conventional, we are experiencing trouble with having enough channel capacity to accommodate the amount of users on the system. There also exists some trouble with interoperability with various agencies within the county which could be improved with the implementation of a trunked radio system.

3. Scope of Work

The selected consultant will provide expertise in planning, evaluating, and assisting with the transition to a UHF P25 Phase II trunked radio system. The scope of services will include, but is not limited to, the following:

3.1 Planning Phase

- Conduct a needs assessment to identify and document current system limitations and future requirements.
- Develop a comprehensive plan for the transition to a UHF P25 Phase II trunked radio system, including:
 - Network design and architecture recommendations
 - Infrastructure requirements
 - Coverage and capacity analysis
 - Equipment specifications
 - Operational needs
 - Timeline and implementation plan

3.2 Evaluation Phase

- Evaluate the existing system's architecture to migrate to a UHF P25 Phase II trunked radio system to support increased voice capacity, additional talkgroups, improved coverage (In-Street & In-Building), improved interoperability, etc.).
- Provide recommendations on any upgrades or additional infrastructure required.
- Conduct a risk assessment and identify potential challenges with the transition to a UHF P25 Phase II trunked radio system.
- Develop a cost-benefit analysis for transitioning from our existing radio network to a trunked radio system.

3.3 Implementation Support

- Assist in the development of RFPs for the procurement of new equipment
- Offer guidance on vendor selection and contract negotiations.
- Provide FCC Licensing and Coordination to both identify and license any new frequency pairs required and also file any amendments to existing FCC Licenses on existing channels.
- Assist in developing training programs for personnel on the new system.

3.4 Final Deliverables

- Detailed transition plan, including timeline and milestones.
- Evaluation report with recommendations for any required upgrades.
- Documentation of system design, including network maps, equipment lists, and operational procedures.
- Risk assessment report and cost-benefit analysis.

- Final update to TICP & CASM to include information on the new UHF P25 Trunked Radio System.

B. GENERAL REQUIREMENTS

1. Each proposal shall be prepared simply and economically avoiding the use of elaborate promotional materials beyond what is sufficient to provide a complete, accurate and reliable presentation. Proposals shall be limited to (15) pages.
2. One (1) original and 5 copies shall be submitted. Proposals **MUST** be signed. Unsigned proposals will be rejected.
3. Submission of the proposals shall be directed to:

Gerard Whittington Jr.
Department of Homeland Security & Emergency Services
45 Elm St.
Buffalo, NY 14203

All proposals must be delivered to the above office on or before March 5, 2025 at [3:00] p.m. Proposals received after the above date and time will not be considered. The County is under no obligation to return proposals.

4. Requests for clarification of this RFP must be written and submitted to Gerard Whittington Jr. at 45 Elm St. Buffalo, NY 14203 no later than 3:00 pm on March 5, 2025 **NO COMMUNICATIONS OF ANY KIND WILL BE BINDING AGAINST THE COUNTY, EXCEPT FOR THE FORMAL WRITTEN RESPONSES TO ANY REQUEST FOR CLARIFICATION.**
5. Proposers may be required to give an oral presentation to the County to clarify or elaborate on the written proposal. Those proposers will be notified to arrange specific times.
6. No proposal will be accepted from nor any agreement awarded to any proposer that is in arrears upon any debt or in default of any obligation owed to the County. Additionally, no agreement will be awarded to any proposer that has failed to satisfactorily perform pursuant to any prior agreement with the County.
7. Certified Minority Business Enterprise/Women's Business Enterprise (MBE/WBE) proposers should include the Erie County certification letter with the proposal.
8. If proposer is a Veteran Owned Business, proposer should include letter indicating company is 51% or more Veteran-owned.

All proposers submitting proposals must include a cost proposal in a separate sealed envelope clearly labeled with the proposer's name, due date of proposal, proposal name ("Interoperable Communications Consultant RFP # 2025-023VF and Cost Proposal).

SCHEDULE "A"

PROPOSER CERTIFICATION

The undersigned agrees and understands that this proposal and all attachments, additional information, etc. submitted herewith constitute merely an offer to negotiate with the County of Erie and is NOT A BID. Submission of this proposal, attachments, and additional information shall not obligate or entitle the proposing entity to enter into a service agreement with the County of Erie for the required services. The undersigned agrees and understands that the County of Erie is not obligated to respond to this proposal nor is it legally bound in any manner whatsoever by the submission of same. Further, the undersigned agrees and understands that any and all proposals and negotiations shall not be binding or valid against the County of Erie, its directors, officers, employees or agents unless an agreement is signed by a duly authorized officer of the County of Erie and, if necessary, approved by the Erie County Legislature and Erie County Fiscal Stability Authority and the Office of the County Attorney.

It is understood and agreed that the County of Erie reserves the right to reject consideration of any and all proposals including, but not limited to, proposals which are conditional or incomplete. It is further understood and agreed that the County of Erie reserves all rights specified in the Request for Proposals.

It is represented and warranted by those submitting this proposal that except as disclosed in the proposal, no officer or employee of the County of Erie is directly or indirectly a party to or in any other manner interested in this proposal or any subsequent service agreement that may be entered into.

Proposer Name

By: _____
Name and Title

SCHEDULE "B"

STANDARD INSURANCE PROVISIONS

County of Erie Standard Insurance Certificate

LAW-1 INS (Rev. 3/06)



This certificate does not amend, extend or alter the coverage afforded by the standard form policies listed below.

I Insured Name Address Zip Phone No.	III Companies Affording Coverages A _____ B _____ C _____ D _____
II Issuing Agency Name Address Zip Phone No.	

IV This is to certify that the policies listed below have been issued to the insured named above and are in force at this time.

Indicate Type of Insurance By Checking the Box	Policy Number	Effective Date & Expiration	Limits of Liability in Thousands		
			Check the Box	Occurrence	Aggregate
Company Letter - from III above 1. General Liability <input type="checkbox"/> Comprehensive Form <input type="checkbox"/> Premises and Operations <input type="checkbox"/> Products/Completed Operations <input type="checkbox"/> Independent Contractors <input type="checkbox"/> Contractual <input type="checkbox"/> Personal Injury <input type="checkbox"/> Broad Form Property Damage <input type="checkbox"/> Explosion, Collapse <input type="checkbox"/> Underground Hazard			<input type="checkbox"/> Bodily Injury <input type="checkbox"/> Property Damage OR <input type="checkbox"/> Combined Single Limit		
2. Automobile Liability <input type="checkbox"/> Comprehensive Form <p style="text-align: center;">OR</p> <input type="checkbox"/> Schedule Form <input type="checkbox"/> owned <input type="checkbox"/> hired <input type="checkbox"/> non-owned			<input type="checkbox"/> Bodily Injury <input type="checkbox"/> Property Damage <p style="text-align: center;">OR</p> <input type="checkbox"/> Combined Single Limit		
3. Excess Liability <input type="checkbox"/> Umbrella Form <p style="text-align: center;">OR</p> <input type="checkbox"/> other than umbrella <input type="checkbox"/> auto <input type="checkbox"/> general <input type="checkbox"/> both			Bodily Injury & Property Damage Combined \$ _____ Self Insured Retention \$ _____		
4. Worker's Compensation & Employer's Liability Disability Benefits			Statutory Statutory		
5. Other <input type="checkbox"/>					

V. County of Erie is included as an additional insured under the following Policy numbers:

VI. Description of Operations: It is understood that this coverage on behalf of the insured is for all locations in the County of Erie, NY.

VII. Cancellation/Non-Renewal: Should any of the policies noted above be cancelled before expiration thereof or not renewed by the insured, the issuing company will endeavor to mail _____ days advance written notice to the Certificate Holder, but failure to mail such notice shall impose no obligation or liability of any kind upon the company, its agents or representatives.

VIII. Name and Address of Certificate Holder & Recipient of Notice: County of Erie c/o Department of Law 89 Delaware Avenue Suite # 300 Buffalo, NY 14202 716-858-2200	Date Issued _____ Auth. Representative _____ Firm name & address _____ _____ _____
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FOR COUNTY USE ONLY:

Name of County Dept. Requesting Certificate	_____
Purchase Order or Contact Number	_____
Vendor Insurance Classification	_____

INSTRUCTIONS FOR COUNTY OF ERIE STANDARD INSURANCE CERTIFICATE

- I. Insurance shall be procured and certificates delivered before commencement of work or delivery or merchandise or equipment.
- II. CERTIFICATES OF INSURANCE
 - A. Shall be made to the "County of Erie, Dept. of Law, Suite 300, 69 Delaware Ave., Buffalo, N.Y. 14202."
 - B. Coverage must comply with all specifications of the contract.
 - C. Executed by an insurance company, agency or broker, which is licensed by the Insurance Department of the State of New York. If executed by a broker, notarized copy of authorization to bind or certify coverage must be attached.
- III. Forward the completed certificate to : County of Erie, (Department or Division) responsible for entering into the agreement for construction, purchase, lease or service.
- IV. Minimum coverage with limits are as follows:

Vendor Classification	A Construction and Maintenance	B Purchase or Lease of Merchandise or Equipment	C Professional Services	D Property Leased To Others Or Use Of Facilities Or Grounds	E Concession-Aires Services	F Livery Services	G All Purposes Public Entity Contracts
Comp. Gen. Liab.	\$1,000,000	\$500,000 CSL	\$500,000 CSL	\$1,000,000	\$500,000 CSL	\$1,000,000	\$500,000 CSL
- Prem. & OPS	INCLUDE		INCLUDE	INCLUDE	INCLUDE	INCLUDE	INCLUDE
- Prods. & Comp. OPS	INCLUDE	INCLUDE	INCLUDE	INCLUDE	INCLUDE	INCLUDE	INCLUDE
- Independ. Contract.	INCLUDE	INCLUDE	INCLUDE	INCLUDE	INCLUDE	INCLUDE	INCLUDE
- Contractual	INCLUDE		INCLUDE	INCLUDE	INCLUDE	INCLUDE	INCLUDE
- Broad Form P.D.	INCLUDE	Note: Comprehensive Form Not Required					See note below
- X.C.U.							
- Personal Injury			INCLUDE	INCLUDE	INCLUDE	INCLUDE	INCLUDE
- Liquor Law				INCLUDE	see note below		
- Host Liquor							INCLUDE
Auto Liab.	\$1,000,000 CSL		\$1,000,000 CSL	\$1,000,000 CSL	\$1,000,000 CSL	\$1,000,000 CSL	\$1,000,000 CSL
- Owned	INCLUDE		INCLUDE	INCLUDE	INCLUDE	INCLUDE	INCLUDE
- Hired	INCLUDE		INCLUDE	INCLUDE	INCLUDE	INCLUDE	INCLUDE
- Non-Owned	INCLUDE		INCLUDE	INCLUDE	INCLUDE	INCLUDE	INCLUDE
Excess Umbrella Liab.	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
	see note below						see note below
Worker's Compensation & Employers Liability	STATUTORY	STATUTORY	STATUTORY	STATUTORY	STATUTORY	STATUTORY	
Disability Benefits	STATUTORY	STATUTORY	STATUTORY	STATUTORY	STATUTORY	STATUTORY	
Professional Liab.			\$1,000,000				
Erie County To Be Named Add'l Insd. On	Gen. Liab., Auto Liab., & Excess	Broad Form Vendors May Be Required	Gen. Liab., Auto Liab., & Excess	Gen. Liab., Auto Liab., & Excess	Gen. Liab., Auto Liab., & Excess	Gen. Liab., Auto Liab., & Excess	Gen. Liab., Auto Liab., & Excess

* Construction contracts require excess Umbrella Liability limits of \$3,000,000.
 ** Snow removal contracts require evidence of broad form property damage.
 *** In the event the concessionaire is required to have a N.Y.S. license to dispense alcoholic beverages an endorsement for liquor liability is required.
 **** Transportation of people in buses, vans or station wagons requires \$3,000,000 excess liability.

NOTE: Workers Compensation & Employers Liability plus NYS Disability Benefits does not apply to self employed individuals.
 V. In some circumstances it will be necessary to require alternate coverage and limits which will be defined in the bid specifications, contract, lease or agreement. The alternative specifications should be evidenced on the certificate in lieu of the standards printed above.
 VI. The "ACORD" form certificate may be used in place of the County of Erie Standard Insurance Certificate, provided that all of the above referenced requirements are incorporated into the "ACORD" form certificate.