

**THE PORT AUTHORITY OF NY & NJ**

PROCUREMENT DEPARTMENT  
150 GREENWICH STREET, 21<sup>ST</sup> FLOOR  
NEW YORK, NEW YORK 10007

ISSUE DATE: **OCTOBER 16, 2017**

TITLE: **REQUEST FOR INFORMATION (RFI) –Gunshot Detection Systems**

NUMBER: **51249**

SEND RESPONSES TO: **REFER TO THE DOCUMENT FOR SUBMISSION INSTRUCTIONS**

RESPONSE DUE DATE: **NOVEMBER 8, 2017** TIME: **2:00 PM Eastern Time**

QUESTION DUE DATE: **OCTOBER 27, 2017** TIME: **2:00 PM Eastern Time**

CONTACTS:

**DONALD THOMPSON** 212-435-4659 [dthompson@panynj.gov](mailto:dthompson@panynj.gov)

## **I. INFORMATION FOR RESPONDENTS TO THIS REQUEST FOR INFORMATION (RFI)**

### **A. General Information: The Port Authority of New York and New Jersey**

The Port Authority of New York and New Jersey (the "Port Authority" or the "Authority") is an agency of the States of New York and New Jersey, created and existing by virtue of the Compact of April 30, 1921, made by and between the two States, and thereafter consented to by the Congress of the United States. It is charged with providing transportation, terminal and other facilities of trade and commerce within the Port District. The Port District comprises an area of about 1,500 square miles in both States, centering about New York Harbor. The Port District includes the Cities of New York and Yonkers in New York State, and the cities of Newark, Jersey City, Bayonne, Hoboken and Elizabeth in the State of New Jersey, and over 200 other municipalities, including all or part of seventeen counties, in the two States. The Port Authority manages and/or operates all of the region's major commercial airports (Newark Liberty International, John F. Kennedy International, Teterboro, LaGuardia and Stewart International Airports, marine terminals in both New Jersey and New York (Port Newark and Elizabeth, Howland Hook and Brooklyn Piers); and its interstate tunnels and bridges (the Lincoln and Holland Tunnels; the George Washington, Bayonne, and Goethals Bridges; and the Outerbridge Crossing), which are vital "Gateways to the Nation."

In addition, the Port Authority operates the Port Authority Bus Terminal in Manhattan, the largest facility of its kind in the world, and the George Washington Bridge and Journal Square Transportation Center bus stations. A key link in interstate commuter travel, the agency also operates the Port Authority Trans-Hudson Corporation (PATH), a rapid rail transit system linking Newark, and the Jersey City and Hoboken waterfronts, with midtown and downtown Manhattan. A number of other key properties are managed by the agency including but not limited to a large satellite communications facility (the Teleport) in Staten Island, and a resource recovery co-generation plant in Newark. The Port Authority's headquarters are located in the World Trade Center, and that complex is still owned and being partially redeveloped by the Port Authority.

### **B. Overview / Request**

The Port Authority of New York and New Jersey (the "Port Authority" or the "Authority") is seeking information from firms ("Respondents") that may be interested in the design, installation, and the on-going support and maintenance of gunshot detection systems for use in interior/exterior locations throughout our facilities.

The Authority is seeking best practices of how to acquire and deploy effective gunshot detection systems given the challenges faced in our active, high-traffic, fast paced facilities.

### **C. Deadline for Receipt of Information**

The due date specified on the cover page is the Information Due Date. Closing of due date is 2:00 P.M., Eastern Time.

## **D. Submission of Information**

Each Respondent shall EMAIL a .PDF copy of its response to Donald Thompson at [Dthompson@panynj.gov](mailto:Dthompson@panynj.gov) by the due date and time conveyed on the cover page of this RFI. The subject line should clearly indicate the transmission is in response to the RFI for Gunshot Detection Systems and include the RFI Number listed on the cover page.

Exclude any images in your response that could complicate the easy dissemination of your response. Moreover, do not provide marketing materials.

The Response shall express the Respondent's interest in potentially providing Gunshot Detection systems and implementation services to the Port Authority. The Response shall also include or identify:

### **1. Transmittal Letter**

- 1.1. The name, address, homepage URL, and Federal Employer Identification Number of the Respondent.
- 1.2. Contact information (name, title, email, telephone number) of the individual who shall act as the Respondent's contact with the Port Authority for further information requests and future solicitations, if any. In addition, at any time after the opening of the responses to the RFI, the Authority may request additional information relating to the Respondent's qualifications and will use this individual as the point of contact for these queries.
- 1.3. Please provide a brief description of the Respondent, its lines of business, organization, mission, affiliates, objectives, location, years in business under its present business name, and a list of previous business names used, if any.
- 1.4. Please provide a description of what part of the supply chain the Respondent services. Describe whether the Respondent provides the gunshot detection product (hardware/software), installation services, maintenance services or other related products and/or services.

### **2. Executive Overview & Statement of Understanding**

The Respondent shall submit a summary presenting the major features of its response and how the response satisfies the items contained in this RFI, as well as the special competencies and expertise of the Respondent to meet the requirements of this RFI. (1-page maximum)

The Respondent shall indicate the amount of years of continuous experience immediately prior to the date of the submission of its information in providing gunshot detection solutions having actually engaged in providing these services to governmental, commercial or industrial account under contract.

**3. A signed copy of *Attachment B* (Agreement on Terms of Discussion) hereof.**

**4. Responses to questions in *Attachment A* hereof.**

**E. Communications Regarding this RFI**

All communications concerning this RFI should be directed to the Procurement Representative listed on the cover page. All questions regarding this RFI should be submitted in writing to the Procurement Representative at the address or facsimile number listed on the cover page no later than 2:00 p.m. Eastern Time on October 11, 2017.

The Procurement Representative is authorized only to direct the attention of prospective Respondents to various portions of this RFI so that they may read and interpret such portions themselves.

Neither the Procurement Representative nor any other employee of the Port Authority is authorized to interpret the provisions of this RFI or give additional information as to its requirements. If interpretation or other information is required, it will be communicated to Respondents by written addenda and such writing shall form a part of this RFI.

**F. Cost Estimate (Rough Order of Magnitude)**

For budgetary purposes only, provide a rough order of magnitude (ROM) cost estimate for the subject services that the Authority could expect. Please include the following as part of the ROM.

- A description of the metrics relevant to cost models and system pricing (subscription based pricing, implementation costs, per unit (hardware) pricing, maintenance pricing)
- A discussion of the impact (if any) that the length of the overall agreement has on the cost structure
- Detail how the Authority can effectively estimate total cost of ownership.

**G. Estimated Timeline**

Based on the information presented in this RFI and on your experience, provide approximate durations for any and all project activities that would be required to render a turn-key system, from design through completion and commissioning.

**H. Conference**

At any time after the receipt of responses, Respondents may be asked to attend an informal discussion with staff of the Port Authority regarding further clarification of the response and/or for additional information. Selection of such firms, if any, will be at the sole discretion of the Port Authority based on review of submitted material and other information gathering. To facilitate the free flow and exchange of ideas and information, the Port Authority intends to meet with

Respondents separately. The Port Authority will communicate the date, time, place and objectives of such conference in due course. The Port Authority may use the information gathered during this process to refine the requirements and capabilities on which to base a solicitation.

## **I. General**

Respondents should note that this RFI might be a preliminary step towards future solicitation(s). The Port Authority reserves the right to conduct interviews, issue a solicitation for a proposal, or to perform none of the above.

The Port Authority reserves the unqualified right in its sole and absolute discretion to choose to accept or reject any and all firms responding to this RFI on the basis of an evaluation of the responses to the RFI. The Authority also reserves the unqualified right to request further information from any Respondent.

Neither the expression of your organization's interest, nor the submission of your response to the RFI and any documents or other information supplied by you, nor any correspondence, discussions, meetings or other communications between your organization and the Port Authority, shall impose any obligation on the Port Authority. The Port Authority shall have no obligation to any Respondent. Costs of participation or information preparation are not compensable.

## **ATTACHMENT A**

The objective of this Request for Information ("RFI") is to solicit information about systems that detect and convey the location of gunfire or other weapon fire using acoustic, optical, or potentially other types of sensors, as well as a combination of such sensors.

We are seeking information that may lead to a procurement of a turnkey solution including the design, furnishing, installation, and on-going support and maintenance of a gunshot detection system that will:

- detect that a weapon has been fired indoors;
- distinguish or classify gunfire from similar noises such as vehicles backfiring or fireworks;
- have the ability to determine caliber size(s) and number of shooters;
- identify the location of detected gunshot(s) and display on a floor map; and
- provide situational awareness by integrating with video management, access control, and mass notification systems.

The Port Authority requires a turnkey system ("one-stop-shopping") for the design, furnishing, installation, on-going support and maintenance. The solution must already be in production as evidenced through verifiable clients who are currently using the system in a similar environment.

The Respondent shall provide an overall approach to be used to satisfy Port Authority requirements. The focus of this overview should be on providing a high-level introduction to the Respondent's solution as to how the requirements of the RFI as described herein, will be provided and managed. The overview should set forth main objectives, identify key success factors, performance measures, anticipated problem areas, if any, and how the Respondent would address these. Special attention should be paid to explaining:

- Relevant organizational background/history and pertinent work experience;
- What makes the Respondent and its solution, industry expertise and experience unique in the way it will approach this project; and
- How the requirements identified will be realized by the Authority?

### **Solution Description:**

- Describe your technical and management approach to providing services described herein in large open areas such as an airport and/or bus terminal;
- Provide validated technical data to substantiate the accuracy of detection and the false alarm rate (i.e. "system accuracy");
- Explain the requirements of the solution as it relates to power and communication cabling needs;
- Explain how licensed professional engineering services for the system installation design (if so required by the PA) will be performed as needed;
- Define if installation is performed by the respondent or by a subcontractor to the respondent;

- Address how information security is maintained;
- Provide information about existing client base and furnish a list of client contacts and references that the Authority may contact;
- Please provide a list of any active government contracts that your company currently holds; be sure to include contracting agency/entity name, Contract Number and Term;
- Describe your customer support services and approach;
- Provide any applicable usage or standard licensing terms and conditions covering standard usage;
- Provide standard service level agreements covering standard capacities and on- line availability; and
- Submit proposed terms and conditions covering two years of maintenance and system support obligations.

Note: Based on the responses received from this RFI, the Port Authority may or may not issue a subsequent Request for Proposal (RFP) that could lead to the placement of a contract. This RFI is for information gathering purposes only and should not be construed as a Request for Proposal (RFP) or a solicitation of an offer. There are no guarantees as to the outcome of this Request for Information.

**ATTACHMENT B: AGREEMENT ON TERMS OF DISCUSSION**

The Port Authority’s receipt or discussion of any information (including information contained in any proposal, vendor qualification(s), ideas, models, drawings, or other material communicated or exhibited by us or on our behalf) shall not impose any obligations whatsoever on the Port Authority or entitle us to any compensation therefor (except to the extent specifically provided in such written agreement, if any, as may be entered into between the Port Authority and us). Any such information given to the Port Authority before, with or after this Agreement on Terms of Discussion (“Agreement”), either orally or in writing, is not given in confidence. Such information may be used, or disclosed to others, for any purpose at any time without obligation or compensation and without liability of any kind whatsoever. Any statement which is inconsistent with this Agreement, whether made as part of or in connection with this Agreement, shall be void and of no effect. This Agreement is not intended, however, to grant to the Port Authority rights to any matter, which is the subject of valid existing or potential letters patent.

Any information (including information contained in any proposal, vendor qualification(s), ideas, models, drawings, or other material communicated or exhibited by us or on our behalf) provided in connection with this procurement is subject to the provisions of the Port Authority Public Records Access Policy adopted by the Port Authority’s Board of Commissioners, which may be found on the Port Authority website at: <http://corpinfo.panynj.gov/documents/Access-to-Port-Authority-Public-Records/>. The foregoing applies to any information, whether or not given at the invitation of the Authority.

\_\_\_\_\_  
(Company)

\_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Title)

\_\_\_\_\_  
(Date)

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DO NOT RETYPE.**