

THE PORT AUTHORITY OF NY & NJ

PROCUREMENT DEPARTMENT
4 WORLD TRADE CENTER
150 GREENWICH STREET, 21ST FLOOR
NEW YORK, NY 10007

REQUEST FOR INFORMATION

TITLE: REQUEST FOR INFORMATION - PERIMETER INTRUSION DETECTION SYSTEM
(PIDS) FOR USE AT VARIOUS PORT AUTHORITY AIRPORT FACILITIES.

NUMBER: 6000002755

QUESTIONS DUE BY: April 2, 2025
RESPONSE DUE DATE: April 14, 2025

TIME: 2:00 PM Eastern Time
TIME: 2:00 PM Eastern Time

BUYER NAME: Nadine Aziz

PHONE #: 212-435-4628

EMAIL: naziz@panynj.gov

1. GENERAL INFORMATION: THE PORT AUTHORITY OF NEW YORK AND NEW JERSEY

For background with respect to the Port Authority of New York and New Jersey (the Port Authority), see www.panynj.gov. Additionally, the most recent electronic version of the Port Authority's Annual Report is available at <http://www.panynj.gov/corporate-information/annual-reports.html>

2. OVERVIEW

The Port Authority is seeking information from firms (Respondents) that may be interested in providing maintenance and enhancement services for the existing Perimeter Intrusion Detection System (PIDS or System) that is currently in use at John F. Kennedy International Airport (JFK), LaGuardia Airport (LGA), Newark Liberty International Airport (EWR) and Teterboro Airport (TEB) (collectively, Airports; individually, Airport), as described in Section 3, below. According to the instructions provided in Section 4 hereof, Respondents shall convey their interest in providing maintenance services that also include enhancing the overall system and technology in use through either configuration changes or technology upgrades. Respondents must also describe their experience providing, installing and maintaining similar systems, and answer the questions in Attachment B hereof. The Port Authority is also interested in responses from firms that provide PIDS components (hardware & software) that could be part of a broader Perimeter Intrusion Detection System.

The Port Authority may issue a solicitation for the maintenance, design, and enhancement of the existing PIDS that accomplishes the goals and objectives and provides the functionality briefly described in Section 3 below.

The Port Authority will not preclude firms that do not respond to this Request for Information ("RFI") from participating in any future procurement for contracts associated with PIDS.

Note: While not required for participation in the RFI process, Respondents that are not currently registered as a vendor with the Port Authority are encouraged to do so at <http://www.panynj.gov/business-opportunities/register-business.html>.

3. PERIMETER INTRUSION DETECTION SYSTEM

Background

The Port Authority is considering the enhancement and/or replacement of the technologies associated with PIDS at the Airports with the latest technology available on the market that meets the functional requirements of the System. The System and associated technologies must provide a full range of intrusion detection, assessment and notification functions appropriate to address the terrain and topography at each Airport. The System is expected to include land and sea detection and assessment of people and vehicles near or close to the perimeter. The System would serve as one layer, in a multi-layered security posture, that would assist aviation and police personnel in the detection, assessment and subsequent apprehension of anyone gaining or attempting to gain unauthorized access to the secure areas of the Airports. The System is expected to utilize a wide assortment of technologies that maintain functionality in all environments and weather conditions.

4. SUBMISSION OF INFORMATION

Each Respondent shall EMAIL a PDF copy of its response to this RFI to Nadine Aziz at naziz@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 Perimeter Intrusion Detection System, and include the RFI number 6000002755 listed on the cover page. Responses should exclude any images that could complicate the easy dissemination of the response and should not include any marketing materials.

The response shall express the Respondent's interest in potentially providing maintenance and enhancement solutions for PIDS to the Port Authority. The Response shall also include or identify:

A. Transmittal Letter / Executive Overview

1. The name, address, URL and Federal Employer Identification Number of the Respondent.
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.
3. 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.
4. Whether the Respondent is the manufacturer or certified integrator of a system similar to PIDS or manufacturer or reseller of PIDS components that contribute to a larger system.
5. Number of employees and Annual revenue.

B. A signed copy of **Attachment A** - Agreement on Terms of Discussion.

C. Responses to questions in **Attachment B - Feedback Survey**

1. D. A description of the **Respondent's experience** in providing systems similar to PIDS. A client list identifying or describing the following: Client.
2. A description of the installed system, including various technologies utilized.
3. Contract timeframe (beginning/end).
4. Value of contract.
5. Identification of the firms used to (i) provide the system, (ii) install the system, (iii) construct the gantries or physical infrastructure to support the system, and (iv) maintain the system. Furthermore, identify whether these different roles were subsumed under one contract (with a prime contractor and subcontractors) or multiple contracts.

D. Case Study

Respondents must provide two, one page case studies, from their client list that demonstrates how the system was deployed for the selected clients. The case studies must describe the Respondents' client's particular environment; any obstacles to implementing the system and how those obstacles were surmounted; the timeline to implement the System, inclusive of design, construction, installation and start of operation; and any 'lessons learned' from each project. Respondents must also provide a client contact for each case study.

F. Cost Estimate (Rough Order of Magnitude)

For budgetary purposes only, with the assumption that the current System will require an end-of-life equipment refresh in the next ten (10) year period, Respondents must provide a rough order of magnitude (ROM) cost estimate for the PIDS at the four (4) airports. Based on Respondent's experience, assign an approximate percentage of the overall ROM cost estimate to each of the following categories:

1. Software
2. Hardware
3. Gantry/Infrastructure Construction
4. Training
5. Annual support/maintenance

G. Estimated Timeline:

Based on the information presented in this RFI and on Respondents' experience, provide an approximate duration for designing and installing the PIDS at each Airport.

H. Information for a Solicitation

Regarding a future solicitation for the purchase, design, installation and maintenance of a PIDS, identify all information necessary for the development of complete proposals (with firm-fixed pricing) from interested Respondents.

5. QUESTIONS AND COMMUNICATIONS REGARDING THIS RFI

Any questions by prospective Respondents concerning this request shall be addressed by ***email*** to the Buyer listed on the cover page of this RFI, no later than the listed questions due date and time. The Buyer 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 Buyer 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

6. CONFERENCE

At any time after the receipt of responses, Respondents may be asked to attend an informal discussion via Teams with Port Authority staff 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. 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.

7. PRODUCT PILOT

The Port Authority may request that selected qualified Respondent(s) demonstrate their proposed product functionality through a no-cost pilot. The requirements and details for each and any pilot exercise, shall be determined at the time of such request. At a minimum, the Port Authority would establish and request insurance requirements and require the execution of the Port Authority's Pilot Agreement from the Respondents prior to the commencement of any pilot exercise.

8. GENERAL

- A. Respondents should note that this RFI might be a preliminary step towards a solicitation of services. The Port Authority reserves the right to conduct interviews, issue a solicitation for a proposal, or to perform none of the above.
- B. The Port Authority reserves the unqualified right in its sole and absolute discretion to choose to accept or reject any and all Respondents to this RFI on the basis of an evaluation of the responses to the RFI. The Port Authority also reserves the unqualified right to request further information from any Respondent.
- C. Neither the expression of your organization's interest, nor the submission of your response to this 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 - 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)

ORIGINAL AND PHOTOCOPIES OF THIS PAGE ONLY.
DO NOT RETYPE.

Rev. 01/27/17

ATTACHMENT B – FEEDBACK SURVEY**Question 1**

What is your experience in designing, installing, integrating and maintaining a Perimeter Intrusion Detection System(s) that includes various types of fencing, sensors, cctv, etc.?

Question 2

Provide details regarding the sensor types and technologies of your previously installed PIDS (Focusing on large facilities such as major airports, military bases, etc.).

Question 3

Provide the lessons learned from the previous systems and the approaches you would not attempt again on future systems.

Question 4

How would you envision addressing the following perimeter fence types with regard to detection sensors?

- Chain-link fence
- Chain-link fence on Jersey barrier
- Rigid decorative fence
- Non-metallic, non-conductive fence material
- Concertina wire barrier
- Rigid blast fence
- Open water ways
- Waterside perimeter
- Open field with no physical barrier

Question 5

How would you address detection and tracking over the waterside? What type(s) of technology would you use?

Question 6

What would be the challenges with detection, tracking and assessment over the waterside?

Question 7

How would you address 24/7 support for this system?

Question 8

Would your support staff all be located local to the system, or would you utilize remote staff from outside of the region?

Question 9

What options would you recommend for Pro-active and Reactive maintenance of the system?

Question 10

Please list all types of detection technology that you would envision in a Category X Airport? How would these proposed technologies impact Probability of Detection and Nuisance Alarm Rates?

Question 11

Do you currently hold any active government contracts for similar PIDS services? If so which ones? Please provide a list of your contracts.

