



**AV EQUIPMENT RFP
VENDOR Q&A
4-25-25**

Question #1	Can we get a floor plan?
Response	A floor plan was included with the original RFP and an updated version was posted on the El Rio Health website.
Question #2	Is there a SOW?
Response	Room use was provided in the RFP. However, to be clear, rooms need to function like a standard conference room with either in-room PC or PC connections for BYOD. BYOM (Bring Your Own Meeting) not required. Video, audio (microphones/speakers), camera, ability to connect an HDMI device, run Zoom / Teams meetings and present on screen using the in-room PC.
Question #3	Room dimensions?
Response	The floor plan was included in the RFP.
Question #4	Ceiling height?
Response	<ul style="list-style-type: none">a. Training 1600 – 10’ AFFb. Group 1740 - 9’ AFFc. RES Training 1741 – 9’ AFFd. PEDS Group 1738 – 9’ AFFe. Conference 1914 – 9’ AFFf. Training 2200 - 10’ AFF
Question #5	I see the rack info. What is rack link? Do you have existing equipment Rack?
Response	Equipment rack space will be provided in adjacent IDF for equipment such as controller, core, etc.
Question #6	Who is responsible for power?
Response	El Rio Health will provide power as long as the locations are given to us.
Question #7	What the customers’ basic overall expectations? In other words, what would you like the end product to be able to do?
Response	Standard conference room functionality with no special use other than standard industry use.

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Question #8	Are you open to LED walls in place of projection systems?
Response	No
Question #9	Can you provide furniture layout or descriptions for each room?
Response	Floorplans were included in the RFP. Rooms will have tables and chair configured like row seating.
Question #10	Are you open to wall mounted speakers and microphone arrays?
Response	The rooms have drop ceilings so we would like to stay with drop ceiling microphones.
Question #11	Are there existing floor boxes/penetrations that we can make use of?
Response	Please explain what these would be used for.
Question #12	Training Room 1600 shows a dividable wall. Do we need Two av systems (able to function separately/independently and together for this space)?
Response	No
Question #13	Can we please get the ceiling heights for all of the rooms? <ul style="list-style-type: none"> • Training 1600 • Group 1739 • RES Training 1740 • PEDS Group 1738 • Conference 1914 • Training 2200
Response	Training 1600 - 10' AFF Group 1740 - 9' AFF RES Training 1741 - 9' AFF PEDS Group 1738 - 9' AFF Conference 1914 - 9' AFF Training 2200 - 10' AFF
Question #14	Can you share which rooms will have their pc/other equipment directed to the MDF/IDF?
Response	All of them. No in room PC's.

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Question #15	For Rooms 1740, 1739 and 1738, are they going to have more of a conference table or more of a movable/flexible furniture system in them?
Response	Please explain the question in more detail. We do not terminate to furniture.
Question #16	Electronic Drawing Files - Request for Proposal does not mention the provision of electronic drawing files to the successful AV Contractor for use in submittals. Please clarify if electronic CAD files will be provided to the successful AV Contractor for use in submittals. Please clarify the amount of any fees, if applicable, required to obtain these electronic drawing files.
Response	Typically CAD files are not shared as all room information have been provided in the RFP. If you still require CAD files please note that in your response.
Question #17	RFP Exhibit A – Floorplan – 1st & 2nd Floor Request for Proposal Exhibit A, Floorplan – 1st Floor and Floorplan – 2nd Floor are not of sufficient resolution to clearly read the applicable room numbers and room names/descriptions. Could an addendum be issued listing each applicable room number
Response	Higher resolution floor plans have been posted on the El Rio Health website. https://elrio.org/about/rfps/
Question #18	RFP Exhibit B Required Equipment / Hardware Request for Proposal Exhibit B Required equipment / hardware, Video System indicates (line 1) “Quantity 6 TV Display, appropriately sized for each room; (line 2) “Quantity 6 Projector and projector screen”; (line 3) Mounts or brackets for projector and screen. Please clarify if each room is to have a TV Display AND a Projector/projector screen proposed or whether the most appropriate display type (TV or Projector) for the size and typical use of the room should be proposed.
Response	We are asking you to determine the best device to use in the room based off the room dimensions. To clarify, we either need a TV display OR a projector, not both.

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Question #19	RFP Exhibit B Rack System Request for Proposal Exhibit B Required equipment / hardware, Rack System indicates the AV systems contractor is to provide “(line 1) Rack link, (line 2) Rack power strip, (line 3) utility shelves. No physical equipment rack is listed. Please clarify if (1) Equipment racks are existing owner furnished equipment (OFE) in each room or (2) if AV Contractor should propose size and type of rack or other equipment mounting/housing device typically used in the individual room.
Response	We will supply space in our two post rack. Vendor to provide equipment.
Question #20	Owner’s LAN Request for Proposal specifies equipment, specifically in Exhibit B Required equipment / hardware, Crestron presentation system, which requires connection to a LAN (Local Area Network). The Exhibit does not mention if the Owner will provide access to the Owner’s LAN and internet for this purpose. Please confirm that the Owner will provide to the successful AV Systems contractor sufficient access to the Owner’s LAN and whether or not there are any restrictions to AV contractor’s use for connection of any other AV equipment
Response	Our Network team will provide anything that is needed to run the system as established to other sites.
Question #21	Is El Rio Health interested in receiving pricing models based upon use of State of Arizona Co-Op purchasing contracts AXIA or PROCURE AZ?
Response	Yes
Question #22	Will electricity/power be provided for all racks, TVs/projectors and anything else requiring power? Or are we required to provide/specify those outlets?
Response	We will provide power outlets but vendor to provide PDU.
Question #23	Will room 1600 need AV equipment and a completely separate system for both ends of the room (each side of the Airwall) that can be consolidated into one room if required?
Response	No, room will be treated as one room.

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Question #24	Is there a drop ceiling above all hallways? What about actual specified rooms? Will any hard lids be open?
Response	All hallways have drop ceilings. Hard lids are only in a few point-of-care areas. More details will be shared with the selected vendor.
Question #25	Are rooms 1610 and/or 609 available for an equipment rack? What about storage area 1739A?
Response	Room 1610 is our MDF where you will have rack space. Room 1609 is off limits as it is an electrical room. Room 1739 is a restroom. All equipment will be run to our network closets. We will send out all MDF/IDF's highlighted.
Question #26	Is this still under construction, or will we need to work around patient convenience hours?
Response	The entire site is still under construction.
Question #27	What specifically are your separate requirements for conference vs presentation vs training functionalities of each room?
Response	All rooms should have video conference and presentation functionality.
Question #28	Are rooms 2210 or 2209 available for an equipment rack for 2200? Is it possible to easily run any necessary cabling for room 2200 to a rack in 1609 or 1610?
Response	Room 2210 is available for room 2200. Room 2209 is off limits. It is possible to run to room 1610 if needed.
Question #29	Is there a time constraint for installation of these rooms (besides by the end of 2025)?
Response	Yes, but the timetable is subject to change due to actual opening date.

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Question #30	Will we be working around the schedules of other contractors? Or will the rooms be mostly finished when we start this project?
Response	The rooms should be finished and furnished by the time this work begins.
Question #31	For easy-to-use BYOD connectivity options such as HDMI and USB-C, will tables be permanently installed in each of the rooms, or do you prefer wall plates? Will the millwork on the tables already support any such devices?
Response	Wall plates only.
Question #32	Do you want more than one USB-C/HDMI input location in each of the rooms? If so, how many per room?
Response	If a room is setup like a classroom (TBD) – we would 2 HDMI (one for the external monitor and one for a laptop use). If setup as just a conference room one HDMI. For the USB we only use USB-A and we would need 2 (one for wireless keyboard/mouse one for presenter (pointer, etc.)
Question #33	What functionality do the mounts for the TV Displays need to possess? (e.g. static, tilting, full-motion)
Response	Tilt only
Question #34	Can Crestron products (presentation systems, AirMedia receivers) be installed out-of-sight behind TV Displays?
Response	Those would only go back to the network. Nothing in room.
Question #35	How many Crestron AirMedia Connect Adapters do you want per room?
Response	There should not be adapters, we would use wireless. The AirMedia should have options to broadcast internal network and guest network options.

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Question #36	Has El Rio already acquired Microsoft Teams / Microsoft Teams Rooms licenses for these conference systems? If so, how many and at what tier?
Response	Not applicable – not doing Microsoft Teams rooms
Question #37	If a single camera per room is insufficient to meet the room's needs for conference, training, and presentation functionality, may an additional camera be proposed for each room?
Response	We are open to your suggestions.
Question #38	<p>Current AV System Documentation</p> <ul style="list-style-type: none"> Please provide existing system drawings for all six conference rooms, including: <ul style="list-style-type: none"> Single-line diagrams Floor plans AV schematics and layout drawings
Response	This information is not available. This building is still under construction.
Question #39	<p>Room and Display Specifications</p> <ul style="list-style-type: none"> Confirm the display size for each conference room as referenced in Exhibit B. Specify the type of display system required (e.g., flat panel, projector and screen). Provide detailed dimensions (length, width, and height) and maximum occupancy for each of the six conference rooms. The measurements in Exhibit A are currently unclear.
Response	Dimensions provided in original RFP. We are asking the vendor to decide the type of device based on room dimensions.
Question #40	<p>Projector and Screen Details</p> <ul style="list-style-type: none"> Provide the ANSI lumen rating and screen size for projectors planned or required in each room. Share the current quantities and specifications for projectors and screens in each room.
Response	Dimensions provided in original RFP. We are asking the vendor to decide the type of device based on room dimensions.

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Question #41	<p>Existing Equipment and Infrastructure</p> <ul style="list-style-type: none"> • Provide a detailed inventory list of all existing AV equipment in the six conference rooms, including: <ul style="list-style-type: none"> ○ Speakers ○ Microphones ○ Projectors ○ Screens • Confirm if any of this existing equipment will be reused or integrated into the new AV system. • Clarify whether the existing AV racks can be reused or if new racks are required. • Indicate whether existing conduits, raceways, power, and data cabling are sufficient for the new system, or if upgrades will be required. • Are there any existing conduits or raceways that can be reused? •
Response	There is no existing equipment. This building is currently under construction.
Question #42	<p>Installation and Demolition Responsibilities</p> <ul style="list-style-type: none"> • Who is responsible for the removal of the existing AV equipment—City personnel or the AV contractor? • Does the AV contractor’s scope include demolition and removal of all existing equipment? • Who will be responsible for conduit and electrical work related to the AV system installation? • Will any electrical work be required as part of this project? •
Response	Zero demolition, this is a new site under construction. All electrical work will be done by El Rio. Vendor is to determine what power is needed.
Question #43	<p>System Integration Standards and Product Guidelines</p> <ul style="list-style-type: none"> • Are there any restrictions on ceiling-mounted equipment (e.g., projectors, microphones, speakers, cameras)? • Are there any preferred AV brands or models required or recommended by the City of El Rio? If so, please provide the specific make and model information. <p>Will substitutes or alternative products be accepted for this project?</p>

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Response	We require Crestron equipment and prefer Epson projectors, and Samsung TV's but are open to suggestions on projectors and TV's, but they must be high quality. Substitutes or alternatives – OK for TV's and projectors. NOT Crestron.
Question #44	Wall Connectivity Requirements <ul style="list-style-type: none"> Exhibit B references wall ports and faceplates—please clarify: <ul style="list-style-type: none"> The intended functionality of these wall ports The quantity and type of ports/faceplates required per room
Response	If a room is setup like a classroom (TBD) – we would 2 HDMI (one for the external monitor and one for a laptop use). If setup as just a conference room one HDMI. For the USB we only use USB-A and we would need two (one for wireless keyboard/mouse one for presenter (pointer, etc.) For Faceplate/Display – To control all video conference functions and should be Crestron
Question #45	Qualifications and Contractual Details <ul style="list-style-type: none"> What licenses, certifications, or experience levels are required for bidders on this opportunity? What is the payment method and structure (e.g., Net 30, progress payments)? What is the estimated budget or cost range for this project? What is the expected completion date or period of performance? Are there any liquidated damages or penalties for delays or non-performance? What are the insurance requirements? Please include detailed information such as per occurrence and aggregate limits.
Response	Details will be shared with selected vendor.
Question #46	Logistics and Site Access <ul style="list-style-type: none"> What are the allowed working hours for on-site installation and related activities? Is free parking available on-site? If so, what is the distance from the parking area to the jobsite building?

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	<ul style="list-style-type: none"> Will a storage space be provided for equipment and materials? If so, where is it located?
Response	Details will be shared with selected vendor.
Question #47	Support, Warranty, and Remote Access <ul style="list-style-type: none"> Is preventative maintenance required post-installation? Will there be a service level agreement (SLA) or warranty requirements for the AV system? If so, please provide specific details, including: <ul style="list-style-type: none"> Length and coverage of warranty Required email and phone response times On-site response time expectations Support availability hours (e.g., business hours only or 24/7) Will remote access be allowed or desired as part of the AV system solution?
Response	We are interested in hearing what coverage/warranty/support you do provide. There will be no remote access.
Question #48	We would like to request a site visit.
Response	Site visits are not being scheduled because the entire building is still under construction.