

**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 INTRUSTION DETECTION SYSTEM (PIDS) FOR USE AT VARIOUS PORT AUTHORITY AIRPORT FACILITIES.

**NUMBER:** 52394

**QUESTIONS DUE BY:** March 21, 2018

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

**RESPONSE DUE DATE:** April 5, 2018

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

**BUYER NAME:** Donald Thompson

**PHONE #:** 212-435-4659

**EMAIL:** Dthompson@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](http://www.panynj.gov). Additionally, the most recent electronic version of the 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 a Perimeter Intrusion Detection System (PIDS or System) for use at John F. Kennedy International Airport (JFK), LaGuardia International 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, installing and maintaining a PIDS, document its experience in providing similar systems, and answer the questions conveyed in Attachment B hereof. The Authority is also interested in response(s) from firms that provide PIDS components (hardware & software) that could be part of a broader Perimeter Intrusion Detection System.

The Port Authority intends to issue a solicitation for the design, build and maintenance of a PIDS that accomplishes the goals and objectives and provides the functionality briefly described in Section 3.

The Port Authority will not preclude firms that do not respond to this Request For Information ("RFI") from participating in any future procurement for the 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**

### **A. Background**

The Port Authority is considering the replacement of the existing PIDS at the Airports with the latest technology available on the market. The Respondents would be expected to design, install and maintain the System. The System would be required to provide a full range of intrusion detection, assessment and notification functions appropriate to address the terrain and topography at each Airport. The System would be expected to include land and sea detection and assessment of people and vehicles. The objective of the System would be to 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 unauthorized access to the secure areas of the Airports. The System would be expected to utilize a wide assortment of technologies that would allow the System to maintain functionality in all environments and weather conditions.

#### 4. 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 Perimeter Intrusion Detection System, and include the RFI number #52394 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 a PIDS solution 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 the envisioned PIDS or manufacturer or reseller of PIDS components that contribute to a larger system.
5. Company size metrics – Number of employees; Annual revenue.

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

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

D. A description of the ***Respondent's experience*** in providing systems similar to the envisioned PIDS. Provide a client list identifying or describing the following:

1. 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.

#### **E. Case Study**

From the client list, provide two case studies (one page each) demonstrating how the system was deployed for the selected clients. Describe the 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. Also indicate who the client contact would be for each of those case studies.

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

For budgetary purposes only, and assuming the purchase, design and installation of the PIDS at the four Airports, provide a rough order of magnitude (ROM) cost estimate for the PIDS. Based on your 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 your 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**

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 Question due date and time.

## 6. 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.

## 7. PRODUCT PILOT

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

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(Company)

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(Signature)

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(Title)

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(Date)

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**ATTACHMENT B – FEEDBACK SURVEY****Question 1**

What is your experience in designing, installing, integrating and maintaining a Perimeter Intrusion Detection System(s)?

**Question 2**

If you are a System component manufacturer or reseller, what components are you submitting in your response that have been used in the design, installation or maintenance of a Perimeter Intrusion Detection System?

**Question 3**

Provide as much detail as possible regarding previously installed PIDS to include the types of sensors and technology utilized.

**Question 4**

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

**Question 5**

Would you envision a complete replacement of the existing system or upgrading particular portions of the system?

**Question 6**

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

- Chainlink fence
- Chainlink 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

**Question 7**

Would you envision your solution to be Commercial-Off-The-Shelf (COTS) or proprietary? If not 100% or either possibility, please explain.

**Question 8**

What type of video would you utilize? IP or analog?

**Question 9**

How would you address detection and tracking over the waterside?

**Question 10**

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

**Question 11**

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

**Question 12**

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

**Question 13**

What would your strategy be for failover and disaster recovery?

**Question 14**

What would your server strategy be for the back-end system?

**Question 15**

What would your Physical Security Information Management (PSIM) strategy be?

**Question 16**

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

**Question 17**

Please list all types of detection technology that you would envision utilizing at the Airports?