



INVITATION FOR BID (IFB) No. PAG-013-022
ACQUISITION OF RADAR INTRUSION/ VESSEL MONITORING
SYSTEMS & COMPONENTS BID

ADDENDUM No. 1
September 21, 2022

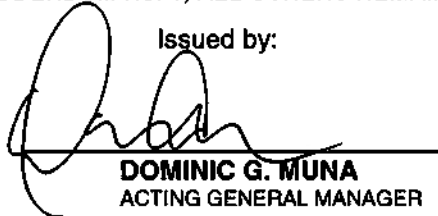
ALL BIDDERS MUST ACKNOWLEDGE RECEIPT OF THIS ADDENDUM ON AREA PROVIDED BELOW AND RETURN COPY TO PAG PROCUREMENT OFFICE: Fax: (671) 472-1439 or Email: Annie L.G. Sablan algsablan@portofguam.com, dicalvo@portofguam.com, Mark Cabrera macabrera@portofguam.com, and pagprocurement@portofguam.com.

NOTICE TO BIDDERS: The IFB documents of the above-referenced project are hereby AMENDED TO INCLUDE the following as part of IFB documents:

1. Pre-Bid Conference Attendance Sheet/ Agenda
2. Pre-Bid Conference Minutes
3. 1st Site Visit Attendance Sheet_8.26.22
4. Questions and Responses
5. Additional Pictures
6. IFB Registration Log

*** END OF ADDENDUM No. 1, ALL OTHERS REMAIN THE SAME ***

Issued by:



DOMINIC G. MUNA
ACTING GENERAL MANAGER

Acknowledgment Receipt

COMPANY NAME: _____
AUTHORIZED SIGNATURE: _____
PRINT NAME: _____
DATE / TIME _____ / _____



PRE-BID CONFERENCE AGENDA

Project No.: IFB-PAG-013-22

ACQUISITION & INSTALLATION OF RADAR INTRUSION/ VESSEL MONITORING & COMPONENTS BID

Date: August 23, 2022

Time: 10:00 a.m.

Location: PAG Boardroom

I. Introduction

- > PAG Representatives
- > Others

II. Intent and Purpose

The Jose D. Leon Guerrero Commercial Port or Port Authority of Guam (PAG) is, hereinafter referred to as PAG, an autonomous agency inviting firms to participate in the Invitation for Bid (IFB) No.: **IFB-PAG-013-22 Acquisition & Installation of Radar Intrusion/ Vessel Monitoring System & Components Bid, for the Port Authority of Guam.**

III. Description:

The Port Authority of Guam is interested in soliciting an invitation for Radar Intrusion and Vessel Monitoring Tracking System & Components needed for operational use for the Harbor Master Division. This acquisition is vital for maritime domain awareness, safety, and port efficiency. This investment will allow for the Port to have better communication between the Harbor Master Division and Vessels during operational use. If you have not obtained the IFB packet and registered, you may register and download the IFB material, at no cost, from the Port's website <https://portofguam.com/bids-and-rfps>.

IV. IFB Process and Requirements:

- > **Site Visit Friday, August 26, 2022, at 10:00 A.M.** All IDs must be submitted 24 hours in advance as a requirement from Port Police Division to allow background checks prior to the site visit.
- > **Questions & Concerns (Q&C) Deadline: Friday, September 2, 2022, NO LATER THAN 4 P.M.** Address to: General Manager, Rory J. Respicio, rjrespicio@portofguam.com and a copy email to Mrs. Annie L.G. Sablan at agsablan@portofguam.com, macabrera@portofguam.com, and djcalvo@portofguam.com.
- > **Bid Submittal: Friday, September 16, 2022, before or up until 2:00 P.M. Chamorro Standard Time (Guam Time), 1st floor Procurement Office located in the PAG Admin. Bldg.**
- > **Bid Opening: Friday, September 16, 2022, at 2:01 P.M. Chamorro Standard Time (Guam Time) immediately following Bid submittal** In the Port Authority of Guam, Board of Directors Conference Room.
- > **Required copies: 1 original, 2 copies and 1 CD or USB containing electronic file copy in PDF format.**
- > **Required Forms for Submittal**
 - Form 002 - Affidavit Disclosing Ownership, Influence, Commissions, and Conflicts of Interest
 - Form 003 - Affidavit re Non-Collusion
 - Form 004 - Affidavit Re No Gratuities/Kickbacks
 - Form 005 - Affidavit re Ethical Standards
 - Form 006 - Declaration re Compliance with U.S. DOL Wage Determination
 - Form 007 - Affidavit re Contingent Fees

- Special Provisions: Restriction against Sex Offenders Employed by services providers to Government of Guam from working on Government property.
- Business License

V. REGISTERED OFFEROR

A Registered Offeror is one who has registered with PAG Procurement Office. If you have not obtained the IFB packet and registered, you may register and download IFB material, at no cost, from the Port's website:

<https://portofguam.com/bids-and-rfps>

REMINDERS:

1. All Questions and Concerns shall be submitted in writing and addressed to Port General Manager Mr. Rory J. Respicio at rrespicio@portofguam.com and attention to Ms. Annie L.G. Sablan at algsablan@portofguam.com.
2. Nothing stated at this Pre-Bid Conference shall change the IFB unless a change is made by written Amendment (§3109(g)(4)). Amendments will be provided to all registered Offerors only.
3. An Addendum will be prepared and issued to all registered Offerors containing today's meeting minutes.

VI. MEETING ADJOURNED.



PRE-BID MEETING MINUTES
IFB-PAG-013-22
ACQUISITION OF RADAR INTRUSION/ VESSEL MONITORING
SYSTEMS & COMPONENTS

DATE: August 23, 2022 START TIME: 10:00 AM LOCATION: BOARDROOM

Attendees: See attached Attendance Sheet

The Pre-Bid Conference began at 10:02 a.m., providing time allowance for any late attendees.

The meeting began with introductions. The attendees were advised to refer to the agenda that was distributed. The intent of the IFB with reference to the Scope of Work in the IFB and the purpose of the meeting was expressed, and Bidders were reminded of the following:

- **Site Visit:** Scheduled for Friday, August 26, 2022, at 10:00 A.M. and stated that all IDs must be submitted 24 hours in advance as a requirement from the Port Police division.
- **Deadline to Submit Bids:** Friday, September 16, 2022, before or up until 2:00 P.M. Chamorro Standard Time at Port Procurement Office 1st Floor PAG Administration Building. Bid(s) to be submitted or received after 2:00 p.m. Guam Time will NOT be considered and returned unopened.
- **Required copies:** One (1) complete original, two (2) hard copies & One (1) copy in an electronic device or CD containing an electronic file copy in pdf format.
- **Deadline to submit all questions, concerns & clarifications:** Friday, September 2, 2022, NO LATER THAN 4 p.m. and must be in writing, addressed to the attention of PAG General Manager Rory J. Respicio to Mrs. Annie L.G. Sablan Acting, Procurement and Supply Manager via facsimile @ 671-472-1439, or submitted at the Port Procurement Office, located at the 1st floor of the Administration Bldg., or emailed to dicalvo@portofguam.com, macabrera@portofguam.com, and algsablan@portofguam.com.
- Written questions are strongly encouraged so the Port can provide proper responses in a form of an Amendment to the Invitation for Bid (IFB) and will be a part of the IFB & its entirety and shall be distributed to the registered Bidders/Vendors.
- The importance of the Special Reminders Document and all the Required Forms was discussed with emphasis that failure to provide these documents at the time of submittal can result in non-conformance (compliance).
- Personal Protection Equipment (PPE) as well as the Ports Policy and Procedures were explained in detail to potential attendees.

Bidders/Vendors are reminded that PAG encourage all to register their contact information to ensure receiving any notices regarding any changes or updates to the IFB and PAG shall not be liable for failure to provide notice to any party who did not register their contact information.

The meeting ended with reminders that all questions or concerns must be submitted in writing to the General Manager.

Pre-Bid Meeting adjourned at 10:30 a.m.

Attachment: Agenda and Attendance Sheet



ATTENDANCE SHEET

Date: August 23, 2022

Time: 10:00 AM/PM

Location: PAG Board Room

Project No.: IFB-PAG-013-22

Project Description: Acquisition & Installation of Radar, Intrusion, Visual Monitoring Systems & Components

NAME	COMPANY NAME	CONTACT #
Denise Gallo	PAG Procurement	477-5931 ext. 307
TAKA Joseph	GAS	646-2707
Radrasang Scott	GAS	646-2707
CHRIS FRANKO	HILCO	477-8097
Mark Cabrera	PAG Procurement	620 477-5931 ext. 276
Prenda Atalig	PAG	x295
Donna Llama-Acosta	PAG	477-5931/4 ext. 295
JOE JAVELLANA	PAG	" EXT. 295

NOTES - Procurement only
 Pre Bid Conference



ATTENDANCE SHEET

Date: August 24, 2022

Time: 10:00 AM/PM

Location: Harbor Master Division

Project No.: IFB-PAG-013-22

Project Description: Acquisition and Installation of Radar Intrusion/Vessel Monitoring System and Components

NAME	COMPANY NAME	CONTACT #
Scott Kodiasang	GYS	646-2307
Joe Takai	GYS	646-2307
Rajesh Kuroon	CalPac	691-4890794
Denise Calin	PAG Procurement	(671-477-5931 ext 907)
Chris Fomas	HRU	671-477-8697
Brenda Ataliz	Planning	x295
Donna Acosta	Planning	x295
TAMARA Flores	PAG PROCUREMENT	x454

NOTES - Procurement only

Site Visit

Questions submitted by G4S:

1. What is the size of the area that PAG is trying to Monitor? In other words, how far out from the radar should vessels be detected?

Response: Radar range up to 24NM

2. Is PAG only looking at tracking vessels inside the harbor?

Response: No, outside the harbor up to 24NM

3. What size of vessels are they looking to detect and how far out?

Response: From the smallest craft possible to commercial container and cargo vessels

4. Can I get an exact position of where the radar will be installed? (latitude/longitude)

Response: 13° 27' 46" N and 144° 40' 03" E 3rd floor of Port Authority of Guam administration building

5. If radar is going to be on a tower, how high is the tower?

Response: Existing tower on top of the PAG Admin./Harbor Master's Office (3rd-floor rooftop), 15ft in height

6. Is the radar going to be on a tower, or on a building, or do they want a mobile radar on a trailer that can be moved around?

Response: Existing tower on top of the PAG Admin./Harbor Master's Office (3rd-floor rooftop).

7. Is the Port Authority going to provide the power and communications to the radar?

Response: Electrical power to power up the electronic systems will be provided. Communications will not be provided.

8. Do they have an existing Common Operating Picture (COP) that the radar tracks will be displayed on?

Response: No

9. Or will they want us to provide a display/ software to use on the monitors?

Response: Display and required software and components will be provided by the vendor.

10. Where will the displays be located?

Response: The Location will be in the Harbor Masters Office third floor of the Port Authority of Guam administration building.

11. How far from the radars will the displays/ computers be?

Response: The Radar is located on top of the Harbor Master's Office. All systems will be in one location next to each other within the Harbor Master's Office. Displays will be directly above the systems.

12. Do they want to get automatic alerts on the displays?

Response: Yes

13. What do they mean by "Marine Communications – VHF Antenna"? Is this just to have some communications between the radar and the display? Or are they referring to voice communications?

Response: VHF Marine radio communications from home base to vessel mariners.

14. Will the radar/ equipment need to be shipped to Guam?

Response: If radar/equipment is not available in Guam, yes, it will need to be ordered by the vendor and shipped to Guam

15. What will they use the VHF Semi Duplex Radiotelephone w/ DSC GMDSS compliant for?

Response: Communication with vessel mariners.

16. What are the specifications for the radar equipment?

Response: The Port Authority of Guam is not set in one specific radar model specification. The most effective and suitable Radar intrusion display system suitable for the Port Authority of Guam with the ability to conduct surveillance and detection and acquire, track and identify targets.

17. Is a site Visit Mandatory?

Response: This is not mandatory

18. Is this a stand-alone application or will be tied into an existing system?

Response: This is a stand-alone system.

19. If this system is to be tied into another system, please specify details of the system(s) to be tied into.

Response: Completely new system. Only tie-ins will be the systems contracted for this bid Radar/AIS/IR Camera

20. We request for a one-month extension, if one month can't be granted, then we respectfully request for a two-week bid deadline extension.

Response: Refer to Amendment No. 1

21. How many vendors have registered for this IFB?

Response: Ten

22. Who or what companies have registered for this IFB?

Response: Refer to Addendum No. 1 attachment.

23. Please supply the Harbor Master Radar Pole dimensions and/or as-built drawing.

Response: Drawings will be attached. *(HM or Engineering to provide)*

24. Please supply the light pole on the roof of EQMR's dimensions and/or as-built drawing.

Response: Not applicable to this project.

25. Page 31 of 34- Introduction. Please clarify or define "*certified license vendor*". Is this a certification requirement for the radar system and software or is it a licensed contractor in Guam?

Response: Certified licensed vendor

26. EQMR rooftop camera - can this camera be connected to the network in EQMR to be viewed at the Harbor Master or does this need to be separated and connected via Wi-Fi to Harbor Master?

Response: The second camera will be located on High Mast #1 near Warehouse 1) High Mast has available fiber strands in front of the red gantry, and 2) High mast is the primary option if viable.

IT Response: Connectivity is available in EQMR & Warehouse, but CAT6 drops need to be routed to the existing switch/network for both buildings (cat6 lines, must not exceed 350 feet). High Mast has cat-6 & single mode Fiber Optic (FO) strands available for connectivity to the main gate (security guard) and through the old port police building, however, pass through FO cables, FO Media Converters & other connectivity equipment are needed to energize connectivity. Diagram & FO specification available upon request.

27. Harbor Master rooftop equipment - Is there an existing usable pathway for wiring from the rooftop equipment into the building or must one be created specifically for the radar equipment?

Response: No pathway, but connectivity to the switch/network is available inside the HMO office.

28. Please provide full specs of the PTZ Camera.

Response: PTZ Infrared/Color and capable of monitoring long-range clearly up to 2.5 NM. Heavy weather resistant and able to withstand Guam's Harsh environment. Motorized PTZ IR Camera must have a minimum Ingress Protection (IP) dust & liquid penetration IK 10 and IP 68.

29. Will PAG provides a bucket truck/lift to install the EQMR rooftop camera?

Response: No. The Port will not provide a man lift.

Questions submitted by Calpac:

1. Is there a preferred /recommended brand of Marine Radar equipment / Vessel Monitoring System (PTZ IR Cameras)?

Response: No

2. During the site visit, it was mentioned that 2 Ea PTZ IR cameras are required. But RFP called out for only one camera. Please confirm, the camera quantity.

Response: Refer to Amendment No. 2 Revised Scope of Work & Revised Bid Form

3. What is the minimum range of detection required for Radar detection sensors and Camera surveillance systems?

Response: Radar 24 NM / Camera 2.5NM able to capture images from Harbor Master's Office to the entrance of Apra Harbor.

4. During the site visit, it was mentioned that PTZ cameras will be mounted on the roof of the Warehouse building. Please confirm the required camera mounting heights on the roof of the warehouse building.

Response: The second camera will be mounted on High Mast #1. Refer to Addendum No. 1 attachment

5. What size monitor is required at Harbor Masters office for camera viewing?

Response: 40"

6. Is there any existing network connectivity between the warehouse building (New camera location) and to Harbor master office for camera connectivity?

Response: The 2nd camera will be installed at High Mast #1. Refer to Addendum No. 1 - High Mast has available 'single mode' Fiber Optic (FO) strands available connected to the main gate (security guard), however, passing through FO cables & FO Media Converters & other connectivity equipment are needed to energize connectivity. Diagram & FO specification available upon request.

7. Is there any requirement to integrate new cameras to the existing camera/video management system?

Response: No

8. Is there BAA or TAA-compliant requirement for this purchase?

Response: No, however, the awarded vendor must comply with the ***PROHIBITION on Expending FEMA Award Funds for Covered Telecommunications Equipment or Services FEMA Policy #405-143-1. § 889(b) of the John S. McCain National Defense Authorization Act for Fiscal Year 2019, Public Law No. 115-232 (2018), and 2 C.F.R. §200.216 prohibit obligating or expending federal award funds on certain telecommunication products or from certain entities for national security reasons.***

9. Please confirm if there enough electrical power available inside Harbor Master's office for Radar & camera viewing equipment's.

Response: Yes

10. Requesting to extend Bid due date for additional 2 more weeks. This will help to propose a best solution for the application.

Response: Refer to Amendment No. 1

Questions submitted by Mackay Marine Middle East, LLC.:

1. Use the Mackay VTS/ CCTV system and infinioptics as two independent standalone systems

Response: The Port of Guam currently deploys command and control CCTV surveillance and ACS system by Kantech, a Tyco Security Products entity. We do not have an InfiniOptics system in place. The radar intrusion/vessel monitoring system is a stand-alone system.

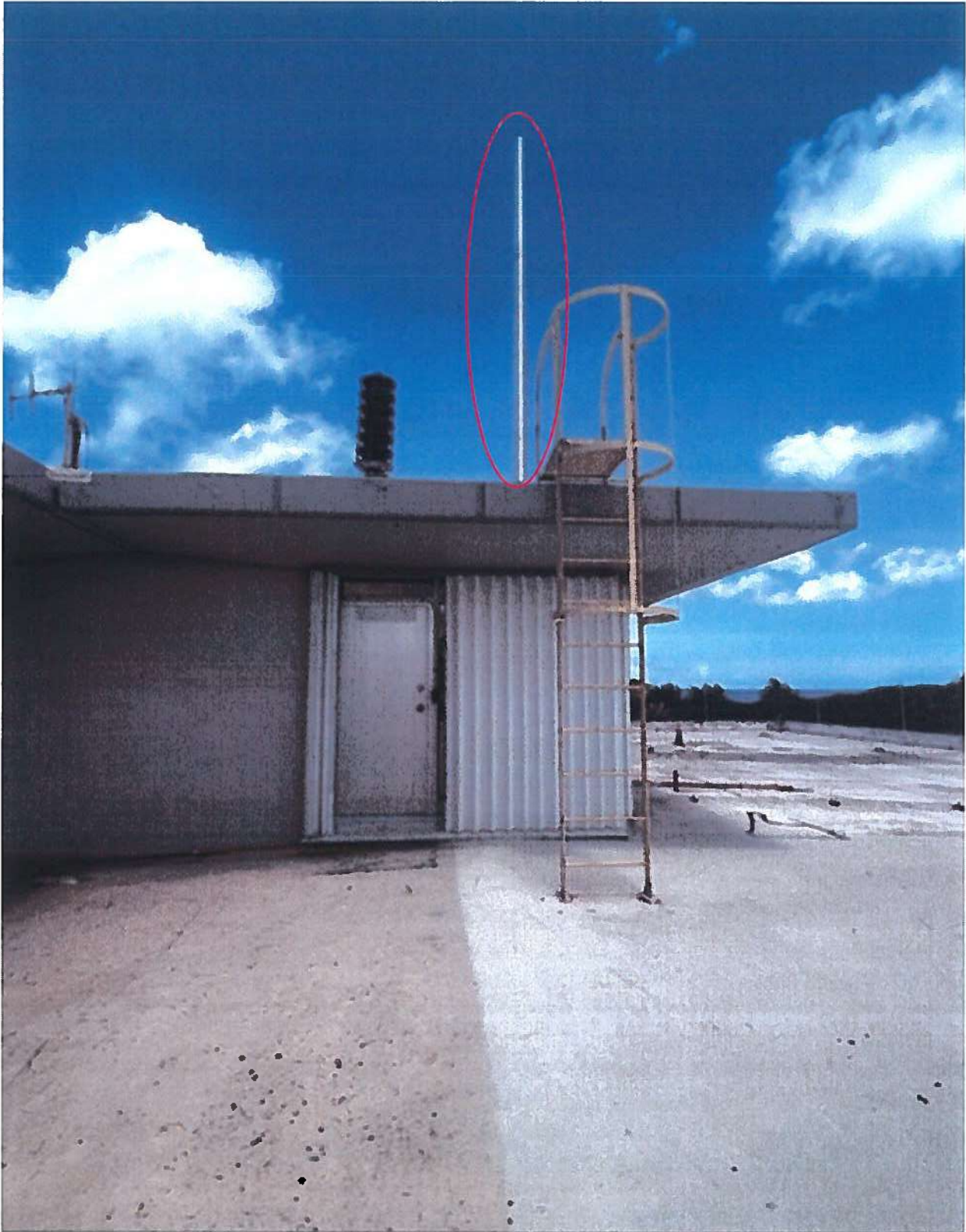
2. Mackay remove the CCTV portion from our bid and instead the port uses the infioptics system again sepertly, this would be the most cost-effective way forward

Response: All Offerors must adhere to the scope as stipulated in the IFB.

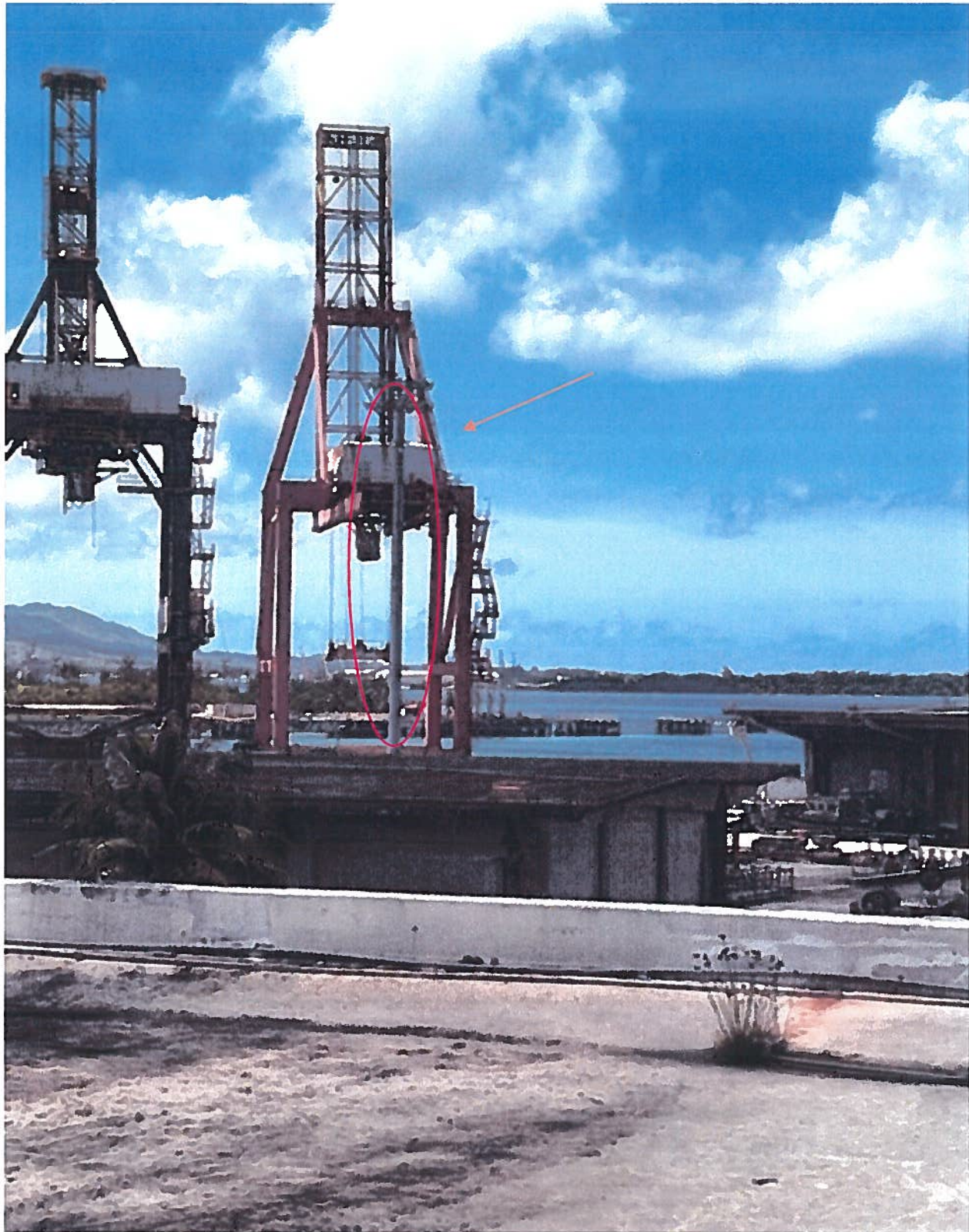
3. Combine the infitioptics CCTV system into the Mackay VTS system for a single system with a single user interface. This would enable auto-track and the other features we showed you in the video and at the same time take advantage of their high-end camera system.

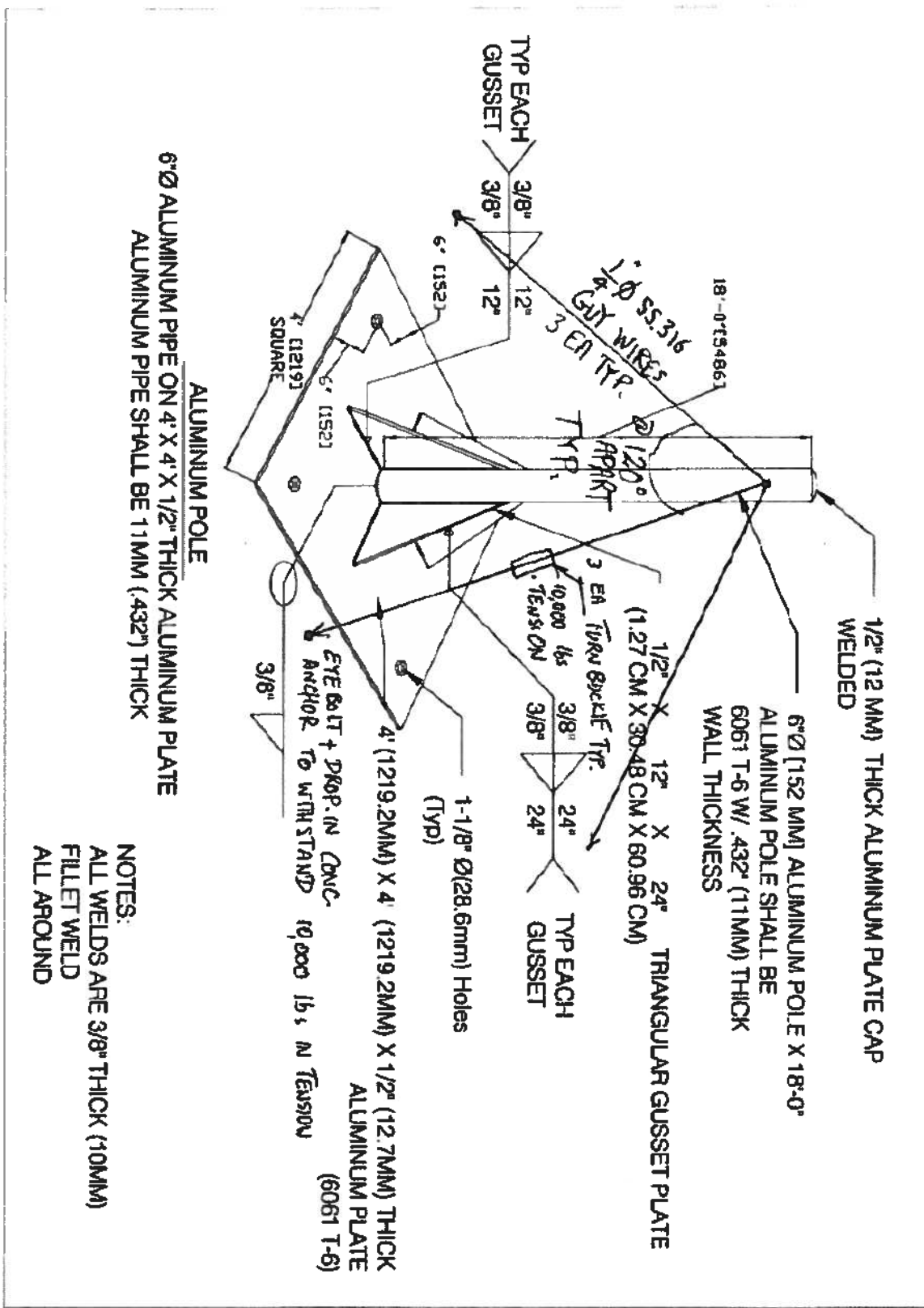
Response: Please note Item #1 response and ensure that all Offerors conform to the IFB Specifications.

Location: PAG Harbor Master Division, Administration Building



Location: PAG High Mast #1 in front of the Red Gantry closest to Warehouse 1 in the Yard.





6"Ø ALUMINUM PIPE ON 4' X 4' X 1/2" THICK ALUMINUM PLATE
 ALUMINUM PIPE SHALL BE 11MM (.432") THICK

ALUMINUM POLE

NOTES:
 ALL WELDS ARE 3/8" THICK (10MM)
 FILET WELD
 ALL AROUND

**Port Authority of Guam
Communications System Architecture**



↔ : Existing Communication Ring Network

↔ : Existing Fiber Connectivity (Guard Entry to High Mast 1) – Preferred Connectivity Location for Radar Intrusion/Vessel Tracking System



INVITATION FOR BID No.: IFB-PAG-013-22
ACQUISITION OF RADAR INTRUSION/ VESSEL
MONITORING SYSTEMS & COMPONENTS

Company Name/ Phone/Fax		Business Address / Email address		Pre-Bid Conference August 23, 2022 - Tues		OAC Deadline: September 2, 2022 - Friday	
				Time: 10:00 a.m.		Time: 4:00 p.m.	
				Site Visit: August 26, 2022 - Fri		Bid Submittal: September 16, 2022 - Friday	
				Time: 10:00 a.m.		Time: 2:00PM	
				Contact Full Name (Print) / Date / Time		Web DL	
				Name: Rebecca Marwell		BID SUBMITTAL Received by / Date / Time	
				DATE: August 15, 2022			
				TIME: 9:30am			
COMPANY NAME: THUNISONS PONDS		ADDRESS: US 84 S. COPPER AVE. SUITE 304C		NAME: Shania Griffin			
PHONE: 559 870 2610		ADDRESS: 400 Centre Drive, Suite 300,		DATE: August 15, 2022			
FAX: 559 870 2610		Orchard Park, NY 14127		TIME: 10:00am			
COMPANY NAME: Accipiter Radar Corporation		EMAIL: jorgden@accipitermar.com		NAME: Jeremy Ogden			
PHONE: 586 484 9242		ADDRESS: 1100 NW Dorrell Pk. Suite		DATE: August 16, 2022			
FAX: 888 303 6421		200 SEVENTH OR		TIME: 12:40pm			
COMPANY NAME: NDB-ITC		EMAIL: danrde.joram@gmail.com		NAME: Daniel Joram			
PHONE: 202 514 9220		ADDRESS: 184 Marnett Dr. Suite 201		DATE: August 16, 2022			
FAX: 509 906 2511		EMAIL: manah@ajisgroup.com		TIME: 11:00am			
COMPANY NAME: AJIS GROUP		ADDRESS: 1024 Cairns Highway Suite 201		NAME: Manah Isman			
PHONE: 950 226 9500		EMAIL: vthalia@portofguam.com		DATE: August 16, 2022			
FAX: 950 226 9500		ADDRESS: 11409 Alhambra Tower P.O. Box		TIME: 1:00pm			
COMPANY NAME: IOT Fisheries System		51000 Fuyayeh, Umm Al-Qudair		NAME: Scott Douglas			
PHONE: 011 977 5991		EMIRATES		DATE: August 16, 2022			
FAX: 011 977 4445		EMAIL: middleeast@rockmarine.com		TIME: 2:00pm			
COMPANY NAME: MACKAY CONSTRUCTION		ADDRESS: 4055 Florida Mining Blvd		NAME: Scott Murray			
PHONE: 904 89 0463		EMAIL: scott.murray@macozan.com		DATE: August 16, 2022			
FAX: 600 200 0000				TIME: 11:00am			



INVITATION FOR BID NO.: IFB-PAG-013-22
ACQUISITION OF RADAR INTRUSION/VESSEL
MONITORING SYSTEMS & COMPONENTS

Pre-Bid Conference August 23, 2022 - Tues
 Time: 10:00 a.m.
 Site Visit: August 26, 2022 - Fri
 Time: 10:00 a.m.

BID DEADLINE: September 2, 2022 - Friday
 Time: 4:00 p.m.
 Bid Submittal: September 16, 2022 - Friday
 Time: 2:00 PM

Company Name/ Phone/Fax	Business Address / Email address	Contact Full Name (Print) / Date / Time	Procure 1	Procure 2	Procure 3	Who	BID SUBMITTAL
						DI	Received by / Date / Time
COMPANY NAME: ALCANTER Radar Corporation PHONE: 710.771.0105 FAX: 888.283.9221	ADDRESS: 410 Centre Blvd, Suite 200, Orchard Park, NY 14127 EMAIL: jordan@alcanterradar.com	NAME: Jeffrey Ogden DATE: August 17, 2022 / 8:30/17Z TIME: 12:30 PM / 5:30 PM				X	
COMPANY NAME: CalPac PHONE: 711-489-0791 FAX: 571-649-3643	ADDRESS: 150 E. Harmon Industrial Park Road Farmingdale Queens EMAIL: rajesh.k@calpacgroup.com	NAME: Rajesh Kulkarni DATE: August 25, 2022 TIME: 12:00 PM				X	
COMPANY NAME: PHONE: FAX:	ADDRESS: EMAIL:	NAME: DATE: TIME:					
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COMPANY NAME: PHONE: FAX:	ADDRESS: EMAIL:	NAME: DATE: TIME:					
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