



## Sports & Exhibition Authority

When you have the time, Pittsburgh has the place.

### Addendum # 3- Internet Services

March 27, 2025

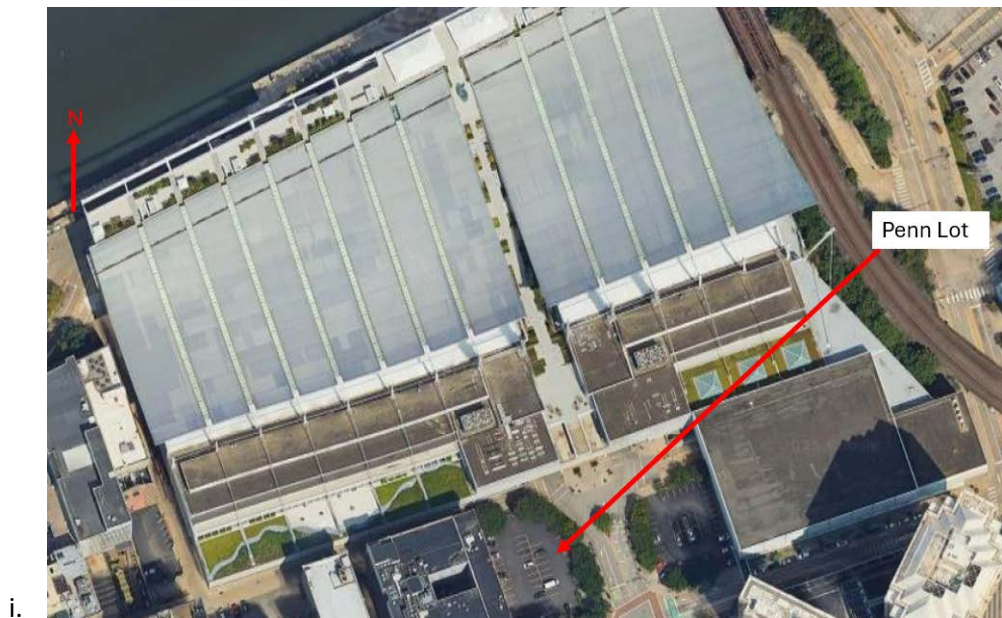
#### 1) Timeline

- a. Deadline for submission of proposals—April 1, 2025 @ 12:00pm

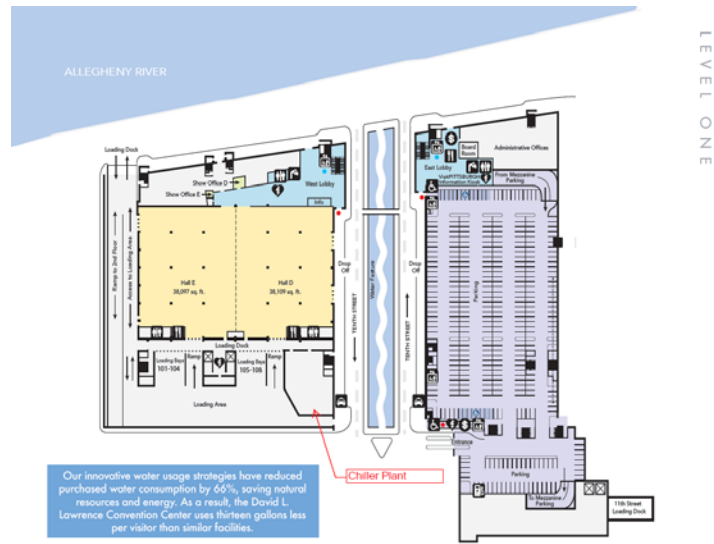
#### 2) Questions:

- a. Sales and Marketing Plan pg 5- Just to confirm at this time the building isn't looking for new equipment or reader boards as a scope of work within this bid? If not, what equipment is being requested to list here?
  - i. *The sales and marketing of the digital signage component of the RFP has been eliminated from the scope and any references to this in the RFP should be disregarded.*
- b. I noticed that all the bid package/contract number is the number listed as 2017 - is there a new number that we should be using for this current RFQ or is it the same throughout the years?
  - i. *The 2017 dates in the headers are internal document reference numbers and can be disregarded for the purposes of this RFP.*
- c. Page 4, Number 2. Technical Proposal: "The contactor will provide a detailed summary regarding the usage of Digital Signage towards the overall marketing plan and will include:" Equipment Specification List; Sales Strategy Plan / Goals; Expected Annual Revenue-- Please provide sales information for digital signage, including the total annual revenue generated for the last 3 years.
  - i. *See response to question a above.*
- d. Should revenue share for digital signage sales be included in the financial proposal?
  - i. *See response to question a above.*
- e. In the Contractor Selection Process section on page 3 of the RFP, it states "Additional Criteria the Authority will consider include: The firm (bidding) has no conflict of interest with regard to any other work performed for the Authority." Do bidding firms need to disclose potential conflicts of interest or Preferred Vendor relationships with the Managing Agent for the facility (ASM Global) as well?

- i. Proposers should, as written in the RFP, disclose any conflicts of interest with the Authority.*
- f. Will failure to disclose such conflicts or financial relationships with ASM or the Authority be grounds for disqualification?
  - i. Conflicts of interest are one metric used to evaluate proposers and, whether disclosed or not, are not grounds for disqualification.*
- g. In Exhibit B, under Section A, item #9, it states, "Such backbone will include coverage in the pre-function areas, meeting rooms, exhibit halls, service corridors, East and West penthouse, ballroom mechanical room, all trade shops, chiller plant, upper and lower loading docks, east and west 10<sup>th</sup> street, north and south 4<sup>th</sup> level roof, as well as access in the parking garage, south side green roof, and 10<sup>th</sup> and Penn Parking lot." Where is the Penn Parking lot on the coverage maps provided in Addendum # 1- Internet Services?



- h. Where is the chiller plant located on the coverage maps provided in Addendum # 1- Internet Services?



i.

- i. What happens to the existing equipment? Does it stay with the building or leave with the incumbent?

i. *The equipment is owned by and leaves with the incumbent.*