

Questions & Answers

#6

(Deadline for Questions 09/09/2026 @ 3:00pm EST)

99. Would it be acceptable to include references for general categories?

Answer: Yes. Proposers need to provide a minimum of three (3) general professional references total for their overall proposal submission. Proposers are not required to provide three separate references per proposed category.

Note: Per Amendment #2, the 2-year utilization threshold is waived for Category 5 AI solutions, and references demonstrating a minimum of one (1) year of operational deployment will be eligible for mid-tier scoring.

100. In review of the RFP and related documentation, there seems to be conflicting statements. Our plan is to respond per the RFP Document "2026-010-Digital-Evidence-and-Situational-Awareness-Technologies". Will this be acceptable to HCSO?

Answer: Yes, responding per the base RFP document is acceptable; however, Proposers must also incorporate all amendments. The document hierarchy is as follows: the executed Contract Document controls over the RFP, and the RFP (including all amendments) controls over the Bid Package.

Amendments supersede conflicting language in the base RFP where applicable.

101. Will HCSO redact [Vendor] from previous questions prior to sharing with other bidders?

Answer: HCSO will make every reasonable effort to redact vendor-identifying information from questions submitted by or referencing specific vendors prior to posting Q&A responses publicly. While competitive integrity is a priority, proposers should be aware that Bid Package contents become public records pursuant to § 119.07, Florida Statutes, following Bid Opening.

102. Section 3.1.1 states that Proposers may submit a response for one, multiple, or all categories. For Proposers submitting for multiple categories, should Section 3.9 be addressed only as applicable to the categories proposed, or is HCSO seeking a fully integrated platform across all proposed categories?

Answer: Section 3.9 should be addressed only as applicable to the categories proposed. Proposers are not required to offer a fully integrated platform across all categories. The solicitation explicitly supports two delivery models: Integrated ("Turn-key") solutions offering comprehensive, ready-to-use systems, and Component-Based ("Product-Only") solutions for agencies with internal resources to manage integration independently.

However, HCSO does prioritize and reward integration. The solicitation states it will "prioritize solutions that offer full interoperability and scalability" and encourages proposals that offer "the broadest selection of technology."

Proposers offering multi-category solutions that demonstrate interoperability across their proposed categories will receive higher scores under Section 4.10.4.1 (Interoperability, 30 points).

Proposers bidding on multiple categories should present a single corporate/technical core narrative for common requirements and include dedicated, clearly labeled sub-sections for each category's specific hardware, software, and technical capabilities.

A separate Evaluation Scenario (Mock Quote and Mock Invoice) must be submitted for each broad technology category offered.

The specific integration scope across categories will be defined and negotiated at the individual agency level through supplemental agreements or Statements of Work executed between the Awarded Supplier and each Eligible Purchaser.

103. Are the General & Platform Requirements in Section 3.9 intended to apply independently within each proposed category, or are Offerors expected to demonstrate a unified platform capable of supporting multiple technology categories?

Answer: The General & Platform Requirements in Section 3.9 apply independently within each proposed category. Offerors are not required to demonstrate a unified platform across all categories. The solicitation explicitly supports both integrated ("Turn-key") solutions and component-based ("Product-Only") solutions, and proposers may submit for one, multiple, or all categories without being required to offer a single unified platform.

That said, a unified or integrated platform is rewarded. The solicitation prioritizes solutions that offer full interoperability and scalability, and proposers demonstrating cross-category integration will receive higher scores under Section 4.10.4.1 (Interoperability, 30 points).

Proposers bidding on multiple categories should address Section 3.9 requirements as applicable to each category proposed, and may present a single corporate/technical core narrative with dedicated sub-sections for each category's specific capabilities.

The specific integration scope across categories will be defined and negotiated at the individual agency level through supplemental agreements or Statements of Work executed between the Awarded Supplier and each Eligible Purchaser.

104. For Offerors proposing Categories 1, 2, 3, or 4 only, is a Common Operating Picture or Single Pane of Glass capability considered mandatory or a value-added capability?

Answer: For Offerors proposing Categories 1, 2, 3, or 4 only, a Common Operating Picture (COP) or Single Pane of Glass capability is a value-added capability, not a mandatory requirement.

"Single Pane of Glass" platforms are listed as examples exclusively under Category 5 (Situational Awareness & Artificial Intelligence).

For Category 1 (DEMS/BWC) proposers, Section 3.11.6 states that "preference will be given" to systems providing a Common Operating Picture — confirming it is a preferred, scored attribute rather than a threshold requirement.

Proposers offering COP or Single Pane of Glass capabilities within Categories 1–4 will be evaluated more favorably under Section 4.10.4.1 (Interoperability, 30 points) and Section 4.10.4.3 (Advanced AI Tools, 10 points).

Proposers that do not offer these capabilities will not be disqualified.

The specific COP or integration requirements applicable to a particular agency's deployment will be defined and negotiated at the individual agency level through supplemental agreements or Statements of Work executed between the Awarded Supplier and each Eligible Purchaser.

105. Will proposals be evaluated only against the categories submitted, or will evaluators assess capabilities outside the categories for which the Offeror proposes solutions?

Answer: Proposals will be evaluated only against the categories submitted. Evaluators will not assess or score capabilities outside the categories for which an Offeror proposes solutions.

Proposers are not required to offer solutions across all categories, and the solicitation explicitly permits responses for one, multiple, or all categories.

However, Proposers submitting for multiple categories who demonstrate cross-category interoperability and integration will receive higher scores under Section 4.10.4.1 (Interoperability, 30 points).

Out-of-category hardware or software components included to support a proposed solution must be listed under their native Discount Category Table so that appropriate category discounts apply.

The specific scope of categories applicable to a particular agency's deployment will be defined and negotiated at the individual agency level through supplemental agreements or Statements of Work executed between the Awarded Supplier and each Eligible Purchaser.

106. For Marketplace Success and Multi-Jurisdictional Client scoring, should Offerors provide evidence specific to individual technology categories or evidence demonstrating public safety technology delivery capabilities across their proposed solution portfolio?

Answer: Offerors should provide evidence demonstrating public safety technology delivery capabilities across their proposed solution portfolio. The Marketplace Success criterion (Section 4.10.1.3, 20 points) calls for "evidence of current market share and industry awards," and the Multi-Jurisdictional References criterion (Section 4.10.1.4, 20 points) requires "a list of multi-jurisdictional clients and three (3) professional references with at least two (2) years of solution utilization" — neither criterion restricts evidence to a single technology category.

Proposers bidding on multiple categories should present a single corporate/technical core narrative for common requirements, including Marketplace Success and Past Performance, with dedicated sub-sections for category-specific technical capabilities.

Category-specific evidence may be included where it strengthens the overall submission, but the scoring criteria are evaluated at the company and portfolio level, not per individual category.

Note: Per Amendment #2, the two-year utilization threshold is waived for Proposers submitting solutions exclusively under Category 5 (Situational Awareness & AI), where references demonstrating a minimum of one (1) year of operational deployment qualify for mid-tier scoring.

107. For Section 3.8.1, may references demonstrate relevant public safety technology experience, or must each reference correspond to a specific proposed category?

Answer: References may demonstrate relevant public safety technology experience broadly — they are not required to correspond to a specific proposed category. Section 3.8.1 requires "a minimum of three (3) professional references who have utilized the proposed solution for at least two (2) years," using the phrase "the proposed solution" rather than "each proposed category."

This language supports a portfolio-level interpretation, consistent with the solicitation's allowance for a single corporate/technical core narrative covering common requirements across multiple categories.

Proposers bidding on multiple categories should ensure their references collectively demonstrate relevant public safety technology experience across their proposed solution portfolio. References specific to individual technology categories are welcome and may strengthen the submission, but are not required for each category separately.

Note: Per Amendment #2, the two-year utilization threshold is waived for Proposers submitting solutions exclusively under Category 5 (Situational Awareness & AI), where references demonstrating a minimum of one (1) year of operational deployment qualify for mid-tier scoring. All other categories retain the standard two-year threshold for maximum point eligibility.

108. Will each proposed category receive a separate TCO score, or will category-level scores be combined into one proposal-level TCO score?

Answer: Each proposed category receives a separate TCO score. The TCO criteria (Section 4.10.6) are scored independently by HCSO for each specific category bid to ensure fair financial comparison within that technology type, where the most competitive or transparent offer in each sub-category sets the benchmark for other proposers.

For proposers offering multiple categories, the Mock Quote and Mock Invoice provided for each category will be evaluated independently under the Total Cost of Ownership criteria.

Proposers must submit a separate Evaluation Scenario (Mock Quote and Mock Invoice) for each broad technology category offered.