



STATE OF WASHINGTON  
DEPARTMENT OF ENTERPRISE SERVICES

1500 Jefferson Street SE, Olympia, WA 98501

April 19, 2023

## REQUEST FOR INFORMATION (RFI)

Police Radar, Lidar Speed Enforcement and Advisory Systems

### ANNOUNCEMENT

The State of Washington, on behalf of NASPO ValuePoint, is in the process of developing specifications for Police Radar, Lidar Speed Enforcement and Advisory Systems rebid and is requesting input from the vendor community. The current national contract 00218 Police Radar, Lidar Speed Enforcement & Speed Advisory Systems expires on February 19, 2024.

Attachments:

In an effort to receive feedback from the industry regarding what should be offered on the new contract, a potential market basket is included with this RFI.

### BACKGROUND

This national contract will provide for the as needed purchase of Police Radar, Lidar Speed Enforcement and Advisory Systems by eligible purchasers in multiple states.

Contract includes four (4) categories of products:

Category A: Police Radar/Lidar Products (Speed Enforcement). *This category is for vehicle-mounted and hand-held radar and lidar speed measuring devices, by product manufacturer.*

Category B: Pole/Trailer Mounted Police Radar/Lidar Products. *This category is for pole and trailer-mounted radar and lidar speed measuring devices, by product manufacturer.*

Category C: Lidar Products for Crash Reenactment. *This category is for lidar speed measuring devices used for crash reenactment, by product manufacturer.*

Category D: Parts & Accessories. *This category is for parts and accessories for radar, lidar speed enforcement and advisory systems?*

### QUESTIONS

1. **Scope.** Does the scope properly reflect the current marketplace allowing you to promote the full breadth of goods and services that you provide? Why or why not?

Should there be a separate section for non-NHTSA approved equipment on this contract? Why or why not?

2. **Market Basket.** Please review the attached market basket to help us understand the following:
  - Are the current categories still applicable?
  - Are they still available in the market?
  - Are their new products that should be considered?

3. **Industry Changes.** Are there any major changes in the industry in the last five years? What major changes to the industry do you anticipate in the next five years?
4. **New Technology.** Are there emerging technologies that should be considered as a part of the scope of this solicitation?
5. **Pricing.** The current contract was established using a market basket type cost evaluation for each category. What are your suggestions to effectively compare fixed pricing among vendors (i.e., discount % off, market basket, etc.)
6. **Features.** What features and capabilities not available on the current contract might your firm propose for a new contract?
7. **Products Sold.** What are your top ten most sold products overall for each category, as described above, from 2020-2022? What percentage of these products are sold to government purchasing entities? Do all of the products your company offers meet the National Highway Traffic Safety Administration (NHTSA) requirements?
8. **Added Value.** Identify value-added services that you provide relating to Radar, Lidar Speed Enforcement and Advisory Systems?
9. **Delivery.** Please describe your general approach to delivery services. What is your timeline for delivery? How do you optimize the delivery process to reduce travel time and total trips?
10. **Website Options.** Please describe your ability to customize an ordering website. Enterprise Services would like to use a customized ordering platform, which includes updated pricing, sustainability options, and information specific to the contract.
11. **Supply Chain & Shipping.** To what extent has the supply chain challenges impacted your ability to provide products or parts? Please describe the steps you have taken to mitigate these challenges. What suggestions do you have to address shortages or delays in delivery is the solicitation rebid?
12. **Barriers.** Identify any barriers for your business to bid on this opportunity.
13. **Other feedback.** Please provide any information you believe is relevant for Enterprise Services to consider in developing a solicitation for goods/services.
14. **Sub-Contractors or Authorized Resellers.** Does your company use sub-contractors or authorized resellers? If so, are they permitted to take orders and receive payment? Are they a small business or veteran-owned business?

### **RFI PROCESS**

Responses to this RFI should be submitted electronically to the RFI Coordinator listed below no later than May 12, 2023.

A response to this RFI is not a mandatory requirement for participation in any subsequent solicitations released by the State of Washington. The results of this RFI may be used in development of future solicitations. All vendor communications concerning this RFI must be directed to the RFI Coordinator.

Neva Peckham, RFI Coordinator  
State of Washington, Contracts and Procurement  
(360) 407-2213  
[DESContractsTeamFir@des.wa.gov](mailto:DESContractsTeamFir@des.wa.gov)

**PUBLIC RECORDS**

The vendor acknowledges that state agencies are subject to [Chapter 42.56 RCW](#), the Public Disclosure Act. Vendor responses to this RFI will become public record as defined in the RCW. For the purposes of this RFI no information considered confidential or proprietary should be included.

**NO OBLIGATION TO CONTRACT**

Release of this RFI in no way obligates the State of Washington to award a contract.

**TO SUMMARIZE**

The state of Washington appreciates your thoughts and input and would also welcome any additional thoughts and comments related to this commodity.

**RFI RESPONDENT CONTACT INFORMATION**

Company Legal Name:	
Authorized Representative Name:	
Email:	
Phone:	