Project: Vacuum Sewer Monitoring System

Location: Lake of the Woods, VA

Addendum No. 2 – Q&A

1/12/2026

Question No. 1

The approximate number of valve pits or valves associated with each vacuum station or zone.

Answer

Station	Valve Pits	Score 4 Sites	Score 3 Sites	Air Injection Sites	Total Scoped Sites
A	161	60	2	3	65
B	242	56	2	5	63
C	267	78	0	6	84
D	61	31	0	1	32
E	282	45	23	6	74
F	178	43	15	4	62
G	67	21	7	1	29
H	77	30	2	2	34
I	96	18	0	2	20
J	183	35	22	4	61
K & L	226	35	15	5	55
M	62	17	0	1	18
N	119	0	0	3	3
	2023	469	88	43	600

Question No. 2

Whether RSA has a preferred station or zone to start with for the initial phase of work

Answer

The tanks with a Score of 4 or 3 (refer to LOW Vac Sewer GIS map) are the focus of this project. There is no particular zone that should be prioritized, but work should proceed one zone at a time.

Question No. 3

Whether RSA's preference is to replace valves and implement monitoring at the same time, or to phase the work by completing valve replacements first and then adding monitoring

Answer

RSA would prefer that monitoring be brought online one zone at a time, within 30 days of installation of all identified valves in a zone.

Question No. 4

Whether RSA would prefer installation and labor costs to be presented on a per-station or per-zone basis rather than as a single lump sum

Answer

Present costs on a per-zone basis, consistent with RSA's preference to proceed through the zone buildouts in sequence. The valve and air injection site counts in Answer 1 should guide this breakdown. An additional reserve pool of 35 sites may be installed on an as needed basis throughout the project. This yields the total of 635 sites identified in the ITB.

Question No. 5

Whether there is interest in receiving unit pricing for individual components, such as valve upgrades, controllers, monitoring hardware, air admittance equipment, and related items, to allow RSA flexibility in determining how the project may be phased over time

Answer

Present costs in an itemized manner to provide clarity on pricing for additional non-scoped goods and services.

Question No. 6

Whether RSA intends to apply any formal evaluation or scoring criteria beyond basic compliance, and if so, whether those criteria or relative weighting will be shared to help bidders structure proposals consistently

Answer

The scoring matrix is provided below:

Category	Item	Criteria Description	Max Points
Technical (35%)	**Monitoring Features**	Does the system monitor all required data points: Valve status, sump high, vacuum, cycle times, rain? [Sec 3]	10
	Bi-Directional Control	Can operators remotely cycle specific valves via the cloud? Is the logic programmable? [Sec 3]	10
	System Architecture	Assessment of LoRaWAN coverage, Gateway redundancy, and Battery life claims (3-5 years verified?). [Sec 2, 3]	5
	SCADA Integration	Clarity and ease of the Modbus/Ignition integration plan. [Sec 2]	5
	Hardware Durability	Equipment IP ratings, corrosion resistance, and suitability for outdoor pedestal installation. [Sec 3]	5
Experience (20%)	**Project History**	Quality and relevance of the 3 provided references. Are they similar in size to Lake of the Woods? [Sec 4]	10
	Vendor Stability	Years in business, financial stability, and depth of support staff. [Sec 4]	10
Price (30%)	**Capital Cost**	Total upfront cost for hardware and installation (Valves, Kits, Labor). [Sec 5]	20
	Recurring Cost (TCO)	5-Year projection of software licensing, cloud fees, and data charges. [Sec 5]	10

Support (15%)	**Warranty**	Strength of warranty terms (length, inclusions, exclusions). [Sec 5]	5
	Schedule	Proposed timeline for delivery and installation. Does it meet RSA's needs? [Sec 5]	5
	Training/Support	Quality of commissioning plan and ongoing tech support availability. [Sec 2]	5
TOTAL			**100**