



**SARASOTA**  
County Schools

Enc. \_\_\_\_\_  
January 19, 2016  
**Materials Management**  
Purchasing Department  
101 Old Venice Road, Osprey, FL 34229  
Phone 941-486-2183 • Fax 941-486-2188  
SarasotaCountySchools.net

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## MEMORANDUM

**TO: Members of the School Board**  
**Lori White, Superintendent**  
**Mitsi Corcoran, Chief Financial Officer**

**FROM: Carol A. Lichon, CPPO, Director of Materials Management**

**TITLE: APPROVAL TO AWARD BID #16-0046 FOR TELEPHONE SYSTEM MAINTENANCE AND EQUIPMENT**

Bids to provide 'Telephone System Maintenance and Equipment' were received from two vendors on December 15, 2015. The bid of SETEL UC was the best low bid meeting the advertised specifications. This bid is for a period of one year with an option to renew for two additional one-year periods. The funds for these purchases are contained in the transfer from capital budget allocated to the Information Technology Department.

**Requested by:**

Joe Binswanger  
Wayne Johnson

"Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the protest bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes."

Posting Date: 01/12/2016

**Fiscal Impact:**

Not to exceed  
\$500,000.00

**Recommended Motion:** That the bid of SETEL UC, for 'Telephone System Maintenance and Equipment' in an amount not to exceed \$500,000.00, be approved as presented.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Telephone System Maintenance and Equipment - Bid #16-0046

Opened December 15, 2015 at 2:00 p.m.

Item	Location	Advanced Communication Solutions			SETEL UC		
		Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price
PART I - Digital Telephone Switching Systems							
1	Alta Vista Elementary	\$54.40	\$54.40	\$54.40	\$65.00	\$65.00	\$65.00
2	Ashton Elementary	\$63.92	\$63.92	\$63.92	\$68.00	\$68.00	\$68.00
3	Atwater Elementary	\$55.76	\$55.76	\$55.76	\$45.00	\$45.00	\$45.00
4	Bay Haven Elementary (VOIP)	\$45.00	\$45.00	\$45.00	\$83.00	\$83.00	\$83.00
5	Booker High (VOIP)	\$45.00	\$45.00	\$45.00	\$82.00	\$82.00	\$82.00
6	Booker Middle	\$82.96	\$82.96	\$82.96	\$93.00	\$93.00	\$93.00
7	Brentwood Elementary (VOIP)	\$45.00	\$45.00	\$45.00	\$93.00	\$93.00	\$93.00
8	Brookside Middle	\$107.44	\$107.44	\$107.44	\$114.00	\$114.00	\$114.00
9	Central Administration (Landings)	\$2,088.96	\$2,088.96	\$2,088.96	\$360.00	\$360.00	\$360.00
10	Construction/Facility Services	\$63.92	\$63.92	\$63.92	\$70.00	\$70.00	\$70.00
11	Cranberry Elementary	\$107.44	\$107.44	\$107.44	\$96.00	\$96.00	\$96.00
12	Educational Services/Purchasing (Osprey)	\$63.92	\$63.92	\$63.92	\$95.00	\$95.00	\$95.00
13	Emma E.Booker Elementary	\$61.20	\$61.20	\$61.20	\$65.00	\$65.00	\$65.00
14	Englewood Elementary (VOIP)	\$45.00	\$45.00	\$45.00	\$83.00	\$83.00	\$83.00
15	Fruitville Elementary	\$63.92	\$63.92	\$63.92	\$95.00	\$95.00	\$95.00
16	Garden Elementary	\$47.60	\$47.60	\$47.60	\$72.00	\$72.00	\$72.00
17	Glenallen Elementary	\$72.08	\$72.08	\$72.08	\$65.00	\$65.00	\$65.00
18	Gocio Elementary	\$65.28	\$65.28	\$65.28	\$65.00	\$65.00	\$65.00
19	Gulf Gate Elementary	\$58.48	\$58.48	\$58.48	\$88.00	\$88.00	\$88.00
20	Heron Creek Middle	\$96.56	\$96.56	\$96.56	\$145.00	\$145.00	\$145.00
21	Lakeview Elementary	\$57.12	\$57.12	\$57.12	\$75.00	\$75.00	\$75.00
22	Lamarque Elementary	\$81.60	\$81.60	\$81.60	\$108.00	\$108.00	\$108.00
23	Laurel Nokomis Elementary/Middle (VOIP)	\$45.00	\$45.00	\$45.00	\$107.00	\$107.00	\$107.00
24	McIntosh Middle	\$78.88	\$78.88	\$78.88	\$87.00	\$87.00	\$87.00
25	North Port High	\$125.12	\$125.12	\$125.12	\$125.00	\$125.00	\$125.00
26	Oak Park - Pre-K through 12 (VOIP)	\$45.00	\$45.00	\$45.00	\$81.00	\$81.00	\$81.00
27	Phillippi Elementary	\$51.68	\$51.68	\$51.68	\$59.00	\$59.00	\$59.00
28	Pine View Elementary/Middle/High	\$74.80	\$74.80	\$74.80	\$87.00	\$87.00	\$87.00
29	Riverview High	\$224.40	\$224.40	\$224.40	\$119.00	\$119.00	\$119.00
30	Sarasota High (VOIP)	\$45.00	\$45.00	\$45.00	\$107.00	\$107.00	\$107.00
31	Sarasota Middle (VOIP)	\$45.00	\$45.00	\$45.00	\$80.00	\$80.00	\$80.00
32	Sarasota Regional Data Center	\$37.74	\$37.74	\$37.74	\$25.00	\$25.00	\$25.00
33	Security/Communications Center	\$31.28	\$31.28	\$31.28	\$48.00	\$48.00	\$48.00

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Telephone System Maintenance and Equipment - Bid #16-0046

Opened December 15, 2015 at 2:00 p.m.

Item	Location	Advanced Communication Solutions			SETEL UC		
		Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price
PART I - Digital Telephone Switching Systems - continued							
34	Southside Elementary	\$61.20	\$61.20	\$61.20	\$65.00	\$65.00	\$65.00
35	Suncoast Polytechnical High	\$55.76	\$55.76	\$55.76	\$41.00	\$41.00	\$41.00
36	Suncoast Technical College: Fire Science	\$10.88	\$10.88	\$10.88	\$15.00	\$15.00	\$15.00
37	Suncoast Technical College - North (VOIP)	\$45.00	\$45.00	\$45.00	\$110.00	\$110.00	\$110.00
38	Tatum Ridge Elementary	\$68.00	\$68.00	\$68.00	\$87.00	\$87.00	\$87.00
39	Taylor Ranch Elementary	\$85.68	\$85.68	\$85.68	\$59.00	\$59.00	\$59.00
40	TeleCom/Transportation (Osprey)	\$73.44	\$73.44	\$73.44	\$108.00	\$108.00	\$108.00
41	Toledo Blade Elementary	\$80.24	\$80.24	\$80.24	\$72.00	\$72.00	\$72.00
42	Transportation - South County Garage	\$73.44	\$73.44	\$73.44	\$25.00	\$25.00	\$25.00
43	Triad - South	\$19.04	\$19.04	\$19.04	\$19.00	\$19.00	\$19.00
44	Triad - North	\$46.24	\$46.24	\$46.24	\$19.00	\$19.00	\$19.00
45	Tuttle Elementary (VOIP)	\$45.00	\$45.00	\$45.00	\$90.00	\$90.00	\$90.00
46	Venice Elementary	\$53.04	\$53.04	\$53.04	\$65.00	\$65.00	\$65.00
47	Venice High (VOIP)	\$45.00	\$45.00	\$45.00	\$85.00	\$85.00	\$85.00
48	Venice Middle (VOIP)	\$45.00	\$45.00	\$45.00	\$74.00	\$74.00	\$74.00
49	Wilkinson Elementary	\$62.56	\$62.56	\$62.56	\$62.00	\$62.00	\$62.00
50	Woodland Middle	\$115.60	\$115.60	\$115.60	\$62.00	\$62.00	\$62.00
Part I Monthly Totals		\$5,261.58	\$5,261.58	\$5,261.58	\$4,108.00	\$4,108.00	\$4,108.00
PART II - VOICE MAIL		Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price
51	NEC UM 8700 voice messaging system	\$388.42	\$388.42	\$388.42	\$0.00*	\$0.00*	\$0.00*
Part I and II Monthly Totals		\$5,650.00	\$5,650.00	\$5,650.00	\$4,108.00	\$4,108.00	\$4,108.00
Note:					*Included in Landings		
PART III: Labor Rates - To be used for optional equipment/software installations							
52	Standard working hours (Monday through Friday 7:00 A.M. - 5:00 P.M.); hourly rate, including overhead and profit.	\$89.00			\$60.00		
53	Non-standard working hours (Monday through Friday prior to 7:00 A.M. and after 5:00 P.M., and Saturday and Sunday); hourly rate, including overhead and profit.	\$133.50			\$60.00		

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Tabulation for Telephone System Maintenance and Equipment - Bid #16-0046

Opened December 15, 2015 at 2:00 p.m.

Technical Support: The Contractor shall provide technical, engineering, service support to the SBSC on a 24/7 basis. Provide toll free telephone number for direct manufacturer support.			800-841-1227			800-743-1340		
Part IV Sample List of NEC Optional Equipment								
Item	NEC Part	Description	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price
54	DTP-1-1	SINGLE LINE PHONE - WHITE	\$98.00	\$98.00	\$98.00	\$20.00	\$20.00	\$20.00
55	DCU-60-1	CONSOLE	\$70.00	\$70.00	\$70.00	\$135.00	\$135.00	\$135.00
56	SN716	DESK CONSOLE PACKAGE	\$1,048.60	\$1,048.60	\$1,048.60	\$700.00	\$700.00	\$700.00
57	8LCAA	8 PORT ANALOG LINE CIRCUIT CARD	\$91.00	\$91.00	\$91.00	\$50.00	\$50.00	\$50.00
58	8COTQ	8 CIRCUIT ANALOG CALLER ID CARD	\$70.00	\$70.00	\$70.00	\$85.00	\$85.00	\$85.00
59	8DLCP	8 PORT DIGITAL LINE CIRCUIT CARD	\$63.00	\$63.00	\$63.00	\$30.00	\$30.00	\$30.00
60	4LCDA	4 PORT ANALOG CARD	\$49.00	\$49.00	\$49.00	\$30.00	\$30.00	\$30.00
61	PN-4DLCT	4 CIRCUIT DIGITAL LINE CARD	\$70.00	\$70.00	\$70.00	\$30.00	\$30.00	\$30.00
62	ITL-6DE-1	IP 6 BUTTON PHONE W/ LCD	\$121.80	\$121.80	\$121.80	\$125.00	\$125.00	\$125.00
63	ITL-12D-1	IP 12 BUTTON PHONE W/ LCD	\$150.80	\$150.80	\$150.80	\$150.00	\$150.00	\$150.00
64	BALANCE OF LINE PERCENTAGE DISCOUNT OFF MSRP.		42%			Please reference attached SETEL NEC comprehensive parts pricing for discount percentage.		
Part IV Sample Parts Totals			\$1,832.62	\$1,832.20	\$1,832.20	\$1,355.00	\$1,355.00	\$1,355.00
Notes								
Contact			Steve Battista			Paul Baird		
Address			735 Primera Boulevard, Suite 110			13620 Hillsborough Avenue		
			Lake Mary, FL 32746			Tampa, FL 33635		
Telephone			407-829-7777			813-490-1470		
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Recorded by: Diane Gentile			Witnessed by: Joyce E. Haney					