



January 22, 2019

Materials Management
Purchasing Department
101 Old Venice Road, Osprey, FL 34229
Phone 941-486-2183 ▪ Fax 941-486-2188
SarasotaCountySchools.net

MEMORANDUM

TO: Members of the School Board
Dr. Todd Bowden, Superintendent
Mitsi Corcoran, Assistant Superintendent Chief Financial Officer

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

TITLE: APPROVAL TO AWARD BID #19-0046 FOR TELEPHONE
SYSTEM MAINTENANCE AND EQUIPMENT

Bids to provide 'Telephone System Maintenance and Equipment' were received from four vendors on November 14, 2018. The bid of Forerunner Technologies, Inc., was the best low bid meeting the advertised specifications based on a sealed scenario. 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 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: 1/15/19

Financial Impact:
Not to exceed
\$300,000.00

Recommended Motion: That the bid of Forerunner Technologies, Inc., for 'Telephone System Maintenance and Equipment' in an amount not to exceed \$300,000.00, be approved as presented.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Telephone System Maintenance and Equipment – Bid #19-0046

Opened November 14, 2018 at 3:00 p.m.

		Advanced Communication Solutions	Forerunner Technologies, Inc.	Norstan Communications, Inc., dba Black Box Network Services	Setel UC
PART I - Digital Telephone Switching Systems		Monthly Price	Monthly Price	Monthly Price	Monthly Price
Item #	Location				
1	Alta Vista Elementary	\$48.96	\$16.20	\$35.64	\$45.00
2	Ashton Elementary	\$57.53	\$16.20	\$35.64	\$45.00
3	Atwater Elementary	\$50.18	\$16.20	\$35.64	\$45.00
4	Bay Haven Elementary	\$40.50	\$16.20	\$35.64	\$45.00
5	Booker High	\$40.50	\$16.20	\$35.64	\$45.00
6	Booker Middle	\$74.66	\$16.20	\$35.63	\$45.00
7	Brentwood Elementary	\$40.50	\$16.20	\$35.64	\$45.00
8	Brookside Middle	\$96.70	\$16.20	\$35.64	\$45.00
9	Central Administration (Landings)	\$1,880.06	\$4,102.27	\$75.24	\$350.00
10	Construction/Facility Services	\$57.53	\$16.20	\$35.64	\$45.00
11	Cranberry Elementary	\$96.70	\$16.20	\$35.64	\$45.00
12	Educational Services/Purchasing (Osprey)	\$57.53	\$16.20	\$35.64	\$45.00
13	Emma E.Booker Elementary	\$55.08	\$16.20	\$35.64	\$45.00
14	Englewood Elementary	\$40.50	\$16.20	\$35.64	\$45.00
15	Fruitville Elementary	\$53.92	\$16.20	\$35.64	\$45.00
16	Garden Elementary	\$42.84	\$16.20	\$35.64	\$45.00
17	Glenallen Elementary	\$64.87	\$16.20	\$35.64	\$45.00
18	Gocio Elementary	\$58.75	\$16.20	\$35.64	\$45.00
19	Gulf Gate Elementary	\$52.63	\$16.20	\$35.64	\$45.00
20	Heron Creek Middle	\$86.56	\$16.20	\$35.64	\$45.00
21	Lakeview Elementary	\$51.40	\$16.20	\$35.64	\$45.00
22	Lamarque Elementary	\$73.44	\$16.20	\$35.64	\$45.00
23	Laurel Nokomis Elementary/Middle	\$40.50	\$16.20	\$35.64	\$45.00
24	McIntosh Middle	\$70.99	\$16.20	\$35.64	\$45.00
25	North Port High	\$112.61	\$16.20	\$35.64	\$45.00
26	Oak Park - Pre-K through 12	\$40.50	\$16.20	\$35.64	\$45.00
27	Phillppi Elementary	\$46.51	\$16.20	\$35.64	\$45.00
28	Pine View Elementary/Middle/High	\$67.32	\$16.20	\$35.64	\$45.00
29	Riverview High	\$201.96	\$16.20	\$35.64	\$45.00
	Per Norstan Communications, Inc., Adtran Netvanta1235P Ethernet Switch			\$85.71	
30	Sarasota High	\$40.50	\$19.80	\$43.56	\$45.00

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Telephone System Maintenance and Equipment – Bid #19-0046

Opened November 14, 2018 at 3:00 p.m.

		Advanced Communication Solutions	Forerunner Technologies, Inc.	Norstan Communications, Inc., dba Black Box Network Services	Setel UC
PART I - Digital Telephone Switching Systems, continued		Monthly Price	Monthly Price	Monthly Price	Monthly Price
31	Sarasota Middle	\$40.50	\$19.80	\$43.56	\$45.00
32	Security/Communications Center	\$28.15	\$16.20	\$35.64	\$45.00
33	Southside Elementary	\$55.08	\$16.20	\$35.64	\$45.00
34	Suncoast Polytechnical High	\$50.18	\$16.20	\$35.64	\$45.00
35	Suncoast Regional Data Center	\$9.79	\$0.00	\$722.70	\$45.00
	Per Norstan Communications, Inc. - NEC MA4000			\$69.64	
	Per Norstan Communications, Inc. - NEC UA5200			\$69.64	
	Per Norstan Communications, Inc. - NEC OW5000			\$69.64	
36	Suncoast Technical College	\$40.50	\$19.80	\$43.56	\$45.00
37	Suncoast Technical College - North Port	\$40.50	\$16.20	\$35.64	\$45.00
38	Tatum Ridge Elementary	\$61.20	\$16.20	\$35.64	\$45.00
39	Taylor Ranch Elementary	\$77.11	\$16.20	\$35.64	\$45.00
40	TeleCom/Transportation (Osprey)	\$66.09	\$16.20	\$35.64	\$45.00
41	Toledo Blade Elementary	\$72.21	\$16.20	\$35.64	\$45.00
42	Tuttle Elementary	\$40.50	\$19.80	\$43.56	\$45.00
43	Venice Elementary	\$47.73	\$16.20	\$35.64	\$45.00
44	Venice High	\$40.50	\$23.40	\$51.48	\$45.00
45	Venice Middle	\$40.50	\$16.20	\$35.64	\$45.00
46	Wilkinson Elementary	\$56.30	\$16.20	\$35.64	\$45.00
47	Woodland Middle	\$104.04	\$16.20	\$35.64	\$45.00
	Part I Monthly Totals	\$4,613.11	\$4,852.87	\$2,743.88	\$2,420.00
PART II - Voice Mail (Monthly)					
48	NEC UM 8700 voice messaging system	\$349.58	\$1,404.47	\$104.00	\$200.00
	Part I & II Monthly Totals	\$4,962.69	\$6,257.34	\$2,847.88	\$2,620.00
	Annual SWA If Not Included In Monthly Fee	\$69,975.84		\$89,295.20 \$20,648.00	\$68,889.00
Annual Total of Part I & Part II including SWA Fee		\$129,528.12	\$75,088.08	\$144,117.76	\$100,329.00

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Telephone System Maintenance and Equipment – Bid #19-0046

Opened November 14, 2018 at 3:00 p.m.

		Advanced Communication Solutions	Forerunner Technologies, Inc.	Norstan Communications, Inc., dba Black Box Network Services	Setel UC	
PART III - Labor Rates						
Labor Rates - These rates are to be used for optional equipment/software installations		Hourly Rate	Hourly Rate	Hourly Rate	Hourly Rate	
49	Standard working hours (Monday through Friday 7:00 A.M. - 5:00 P.M.); hourly rate, including overhead and profit.	\$89.00	\$78.50	\$75.00	\$58.00	
50	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	\$117.75	\$112.50	\$58.00	
Technical Support: The Contractor shall provide technical/engineering/service support to the SBSC on a twenty-four (24) hour per day, seven (7) day per week basis. A toll free telephone number for direct manufacturer support shall be provided by the vendor for this service.		1-800-841-1227	855-378-3282	A toll free number will be provided upon contract award	800-743-1340	
Part IV Sample List of NEC Optional Equipment						
	NEC Part Number	Description	Price	Price	Price	Price
51	GCD-8LCA	8 Port Analog Interface Blade	\$264.00	\$253.00	\$282.86	\$244.00
52	UG50-B	Universal Gateway	\$2,838.00	\$2,530.00	\$3,221.43	\$2,444.00
53	GCD-PRTA	T1/PRI (1.5M) Interface Blade	\$552.00	\$529.00	\$591.43	\$511.00
54	ITY-8LDX-1(BK)	DT820 – 8 Button Display IP DESI less	\$124.80	\$119.60	\$133.71	\$115.00
55	ITZ-24D-3(BK)	24 Button IP Telephone	\$141.60	\$135.70	\$151.71	\$131.00
56	GCD-4COTB	4 Port CO Trunk Interface Blade	\$103.20	\$98.90	\$110.57	\$95.00
57	ITL-6DE-1	IP 6 BUTTON PHONE W/ LCD	\$60.00	\$96.60	\$108.00	\$84.00
58	ITL-12D-1	IP 12 BUTTON PHONE W/ LCD	\$60.00	\$119.60	\$133.71	\$104.00
59	BALANCE OF LINE PERCENTAGE DISCOUNT OFF MSRP		Varies from 4% to 52% per price sheet.	54%	Percentage off MSRP for the full term of the bid. (No pricer or % discount noted)	Yearly price with increase per part noted on pricer. (No % discount noted)

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Telephone System Maintenance and Equipment – Bid #19-0046

Opened November 14, 2018 at 3:00 p.m.

	Advanced Communication Solutions	Forerunner Technologies, Inc.	Norstan Communications, Inc., dba Black Box Network Services	Setel UC
Notes	#52 BE114413. #57 & #58-Note: Discontinued by NEC, refurbished only. Note: NEC Software Assurance is not offered as a monthly cost from NEC. It s an annual renewal.	Corrected extension errors.	Included exceptions to our terms & conditions. Note: Upon award will provide parts list and obtain pricing. Note: Delivery of parts depend on availability & delivery capabiltiy. Corrected extension errors.	
Contact	Steve Battista	Jim Hurst	Ronald Basso	Paul Baird
Address	735 Primera Blvd, Suite 110	150-M Executive Drive	10050 Crosstown Circle Suite 600	13620 Hillsborough Avenue
	Lake Mary, FL 32746	Edgewood, NY 11717	Eden Prairie, MN 55344	Tampa, FL 33635
Telephone	407-829-7790	855-378-3282	952-352-4000	813-490-1470
Fax	407-829-7778	256-382-2259	952-352-3731	N/A
Federal I.D.	65-0878856	59-2937938	41-1231011	32-0419364
Email	purchasing@2acs.com	support@rtinc.com	mallory.stocke@blackbox.com	pbaird@seteluc.com
	Recorded by: Cindy Beck Witnessed by: Joyce E. Haney			