



THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

MATERIALS MANAGEMENT DEPARTMENT

101 OLD VENICE ROAD

OSPREY, FLORIDA 34229

TELEPHONE (941) 486-2183 • FAX (941) 486-2188

MEMORANDUM

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

FROM: Pat Black, CPPB, Director of Materials Management

**TITLE: APPROVAL TO AWARD BID #13-0046 FOR TELEPHONE SYSTEMS
MAINTENANCE AND EQUIPMENT**

Bids to provide 'Telephone Systems Maintenance and Equipment' were received from four vendors on December 5, 2012. The bid of Southeastern Telecom, Inc., was the best low bid meeting the advertised specifications. This bid is for a period of one year with the option to renew for two additional one-year periods. The funds for these purchases are contained in the capital and operating budgets allocated to the Information Services Department.

Requested by:
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: 01-15-2013

Fiscal Impact:

Not to exceed
\$500,000.00

Recommended Motion: That the bid of Southeastern Telecom, Inc., to provide 'Telephone Systems 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 #13-0046

Opened December 5, 2012 at 2:00 p.m.

Item	Description	Advanced Communication Solutions			Digitech, Incorporated		
		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 1 - Digital Telephone Switching Systems							
1	Alta Vista Elementary	\$96.00	\$98.88	\$101.85	\$156.00	\$156.00	\$156.00
2	Ashton Elementary	\$112.80	\$116.18	\$119.67	\$184.00	\$184.00	\$184.00
3	Atwater Elementary	\$98.40	\$101.35	\$104.39	\$148.00	\$148.00	\$148.00
4	Bay Haven Elementary	\$84.00	\$86.52	\$89.12	\$136.00	\$136.00	\$136.00
5	Booker High (VOIP)	\$108.60	\$111.86	\$115.21	\$288.00	\$288.00	\$288.00
6	Booker Middle	\$146.40	\$150.79	\$155.32	\$236.00	\$236.00	\$236.00
7	Brentwood Elementary	\$105.60	\$108.77	\$112.03	\$172.00	\$172.00	\$172.00
8	Brookside Middle	\$189.60	\$195.29	\$201.15	\$216.00	\$216.00	\$216.00
9	Central Administration (Landings)	\$711.00	\$732.33	\$754.30	\$1,470.00	\$1,470.00	\$1,470.00
10	Construction/Facility Svc.	\$81.60	\$84.05	\$86.57	\$156.00	\$156.00	\$156.00
11	Cranberry Elementary	\$189.60	\$195.29	\$201.15	\$172.00	\$172.00	\$172.00
12	Educational Svc/Purchasing (Osprey)	\$111.60	\$114.95	\$118.40	\$184.00	\$184.00	\$184.00
13	Emma E.Booker Elementary	\$108.00	\$111.24	\$114.58	\$144.00	\$144.00	\$144.00
14	Englewood Elementary	\$91.20	\$93.94	\$96.75	\$148.00	\$148.00	\$148.00
15	Fire Science SCTI	\$19.20	\$19.78	\$20.37	\$56.00	\$56.00	\$56.00
16	Fruitville Elementary	\$112.80	\$116.18	\$119.67	\$184.00	\$184.00	\$184.00
17	Garden Elementary	\$84.00	\$86.52	\$89.12	\$136.00	\$136.00	\$136.00
18	Glenallen Elementary	\$127.20	\$131.02	\$134.95	\$208.00	\$208.00	\$208.00
19	Gocio Elementary	\$115.20	\$118.66	\$122.22	\$188.00	\$188.00	\$188.00
20	Gulf Gate Elementary	\$103.20	\$106.30	\$109.48	\$168.00	\$168.00	\$168.00
21	Heron Creek Middle	\$170.40	\$175.51	\$180.78	\$276.00	\$276.00	\$276.00
22	Lakeview Elementary	\$100.80	\$103.82	\$106.94	\$220.00	\$220.00	\$220.00
23	Lamarque	\$144.00	\$148.32	\$152.77	\$208.00	\$208.00	\$208.00
24	Laurel Nokomis (VOIP)	\$130.80	\$134.72	\$138.77	\$163.50	\$163.50	\$163.50

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Tabulation for Telephone System Maintenance and Equipment - Bid #13-0046

Opened December 5, 2012 at 2:00 p.m.

Item	Description	NEC Corporation of America			Southeastern Telecom, Inc.		
		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 1 - Digital Telephone Switching Systems							
1	Alta Vista Elementary	\$173.80	\$173.80	\$173.80	\$76.00	\$76.00	\$76.00
2	Ashton Elementary	\$204.60	\$204.60	\$204.60	\$81.00	\$81.00	\$81.00
3	Atwater Elementary	\$154.00	\$154.00	\$154.00	\$54.00	\$54.00	\$54.00
4	Bay Haven Elementary	\$151.80	\$151.80	\$151.80	\$30.00	\$30.00	\$30.00
5	Booker High (VOIP)	\$199.10	\$199.10	\$199.10	\$95.00	\$95.00	\$95.00
6	Booker Middle	\$266.20	\$266.20	\$266.20	\$109.00	\$109.00	\$109.00
7	Brentwood Elementary	\$191.40	\$191.40	\$191.40	\$109.00	\$109.00	\$109.00
8	Brookside Middle	\$233.20	\$233.20	\$233.20	\$133.00	\$133.00	\$133.00
9	Central Administration (Landings)	\$6,283.90	\$6,283.90	\$6,283.90	\$360.00	\$360.00	\$360.00
10	Construction/Facility Svc.	\$171.60	\$171.60	\$171.60	\$96.00	\$96.00	\$96.00
11	Cranberry Elementary	\$189.20	\$189.20	\$189.20	\$112.00	\$112.00	\$112.00
12	Educational Svc/Purchasing (Osprey)	\$204.60	\$204.60	\$204.60	\$133.00	\$133.00	\$133.00
13	Emma E.Booker Elementary	\$178.20	\$178.20	\$178.20	\$76.00	\$76.00	\$76.00
14	Englewood Elementary	\$160.60	\$160.60	\$160.60	\$68.00	\$68.00	\$68.00
15	Fire Science SCTI	\$35.20	\$35.20	\$35.20	\$15.00	\$15.00	\$15.00
16	Fruitville Elementary	\$204.60	\$204.60	\$204.60	\$114.00	\$114.00	\$114.00
17	Garden Elementary	\$151.80	\$151.80	\$151.80	\$94.00	\$94.00	\$94.00
18	Glenallen Elementary	\$231.00	\$231.00	\$231.00	\$76.00	\$76.00	\$76.00
19	Gocio Elementary	\$209.00	\$209.00	\$209.00	\$76.00	\$76.00	\$76.00
20	Gulf Gate Elementary	\$187.00	\$187.00	\$187.00	\$112.00	\$112.00	\$112.00
21	Heron Creek Middle	\$303.60	\$303.60	\$303.60	\$190.00	\$190.00	\$190.00
22	Lakeview Elementary	\$182.60	\$182.60	\$182.60	\$69.00	\$69.00	\$69.00
23	Lamarque	\$228.80	\$228.80	\$228.80	\$127.00	\$127.00	\$127.00
24	Laurel Nokomis (VOIP)	\$239.80	\$239.80	\$239.80	\$125.00	\$125.00	\$125.00

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Opened December 5, 2012 at 2:00 p.m.

Item	Description	Advanced Communication Solutions			Digitech, Incorporated		
		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 1 - Digital Telephone Switching Systems							
25	McIntosh Middle	\$139.20	\$143.38	\$147.68	\$228.00	\$228.00	\$228.00
26	North Port High	\$220.80	\$227.42	\$234.25	\$268.00	\$268.00	\$268.00
27	Oak Park (VOIP)	\$130.20	\$134.11	\$138.13	\$288.00	\$288.00	\$288.00
28	Phillppi Elementary	\$91.20	\$93.94	\$96.75	\$148.00	\$148.00	\$148.00
29	Phoenix Academy	\$62.40	\$64.27	\$66.20	\$88.00	\$88.00	\$88.00
30	Pine View	\$132.00	\$135.96	\$140.04	\$216.00	\$216.00	\$216.00
31	Riverview High	\$396.00	\$407.88	\$420.12	\$436.00	\$436.00	\$436.00
32	Sarasota County Technical Institute - North (VOIP)	\$88.20	\$90.85	\$93.57	\$288.00	\$288.00	\$288.00
33	Sarasota County Technical Institute -South	\$33.60	\$34.61	\$35.65	\$60.00	\$60.00	\$60.00
34	Sarasota High	\$242.40	\$249.67	\$257.16	\$262.00	\$262.00	\$262.00
35	Sarasota Middle (VOIP)	\$94.80	\$97.64	\$100.57	\$288.00	\$288.00	\$288.00
36	Security/Communications Center	\$55.20	\$56.86	\$58.56	\$92.00	\$92.00	\$92.00
37	Southside Elementary	\$108.00	\$111.24	\$114.58	\$176.00	\$176.00	\$176.00
38	Suncoast Polytechnical High	\$98.40	\$101.35	\$104.39	\$132.00	\$132.00	\$132.00
39	Tatum Ridge Elementary	\$120.00	\$123.60	\$127.31	\$184.00	\$184.00	\$184.00
40	Taylor Ranch Elementary	\$151.20	\$155.74	\$160.41	\$180.00	\$180.00	\$180.00
41	TeleCom/Transportation (Osprey)	\$129.60	\$133.49	\$137.49	\$212.00	\$212.00	\$212.00
42	Triad North	\$81.60	\$84.05	\$86.57	\$132.00	\$132.00	\$132.00
43	Toledo Blade Elementary	\$141.60	\$145.85	\$150.22	\$232.00	\$232.00	\$232.00
44	Tuttle Elementary	\$105.60	\$108.77	\$112.03	\$172.00	\$172.00	\$172.00
45	Venice Elementary	\$93.60	\$96.41	\$99.30	\$152.00	\$152.00	\$152.00
46	Venice High (VOIP)	\$132.00	\$135.96	\$140.04	\$288.00	\$288.00	\$288.00
47	Venice Middle	\$122.40	\$126.07	\$129.85	\$200.00	\$200.00	\$200.00
48	Wilkinson Elementary	\$110.40	\$113.71	\$117.12	\$152.00	\$152.00	\$152.00
49	Woodland Middle	\$204.00	\$210.12	\$216.42	\$228.00	\$228.00	\$228.00
Part I Monthly Totals		\$6,626.40	\$6,825.22	\$7,029.97	\$10,719.50	\$10,719.50	\$10,719.50

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		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 1 - Digital Telephone Switching Systems							
25	McIntosh Middle	\$253.00	\$253.00	\$253.00	\$102.00	\$102.00	\$102.00
26	North Port High	\$407.00	\$407.00	\$407.00	\$200.00	\$200.00	\$200.00
27	Oak Park (VOIP)	\$238.70	\$238.70	\$238.70	\$95.00	\$95.00	\$95.00
28	Phillppi Elementary	\$165.00	\$165.00	\$165.00	\$69.00	\$69.00	\$69.00
29	Phoenix Academy	\$105.60	\$105.60	\$105.60	\$48.00	\$48.00	\$48.00
30	Pine View	\$239.80	\$239.80	\$239.80	\$102.00	\$102.00	\$102.00
31	Riverview High	\$391.60	\$391.60	\$391.60	\$183.00	\$183.00	\$183.00
32	Sarasota County Technical Institute - North (VOIP)	\$0 Included with Landings	\$0 Included with Landings	\$0 Included with Landings	\$360.00	\$360.00	\$360.00
33	Sarasota County Technical Institute -South	\$70.40	\$70.40	\$70.40	\$22.00	\$22.00	\$22.00
34	Sarasota High	\$468.60	\$468.60	\$468.60	\$226.00	\$226.00	\$226.00
35	Sarasota Middle (VOIP)	\$173.80	\$173.80	\$173.80	\$125.00	\$125.00	\$125.00
36	Security/Communications Center	\$167.20	\$167.20	\$167.20	\$76.00	\$76.00	\$76.00
37	Southside Elementary	\$195.80	\$195.80	\$195.80	\$76.00	\$76.00	\$76.00
38	Suncoast Polytechnical High	\$118.80	\$118.80	\$118.80	\$48.00	\$48.00	\$48.00
39	Tatum Ridge Elementary	\$193.60	\$193.60	\$193.60	\$102.00	\$102.00	\$102.00
40	Taylor Ranch Elementary	\$171.60	\$171.60	\$171.60	\$69.00	\$69.00	\$69.00
41	TeleCom/Transportation (Osprey)	\$209.00	\$209.00	\$209.00	\$127.00	\$127.00	\$127.00
42	Triad North	\$136.40	\$136.40	\$136.40	\$22.00	\$22.00	\$22.00
43	Toledo Blade Elementary	\$253.00	\$253.00	\$253.00	\$84.00	\$84.00	\$84.00
44	Tuttle Elementary	\$191.40	\$191.40	\$191.40	\$106.00	\$106.00	\$106.00
45	Venice Elementary	\$169.40	\$169.40	\$169.40	\$76.00	\$76.00	\$76.00
46	Venice High (VOIP)	\$242.00	\$242.00	\$242.00	\$100.00	\$100.00	\$100.00
47	Venice Middle	\$222.20	\$222.20	\$222.20	\$87.00	\$87.00	\$87.00
48	Wilkinson Elementary	\$200.20	\$200.20	\$200.20	\$72.00	\$72.00	\$72.00
49	Woodland Middle	\$250.80	\$250.80	\$250.80	\$72.00	\$72.00	\$72.00
Part I Monthly Totals		\$15,970.50	\$15,970.50	\$15,970.50	\$5,179.00	\$5,179.00	\$5,179.00

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Item	Description	Advanced Communication Solutions			Digitech, Incorporated			
		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 II - AVST Call Express								
50	AVST Call Express	\$499.00	\$499.00	\$499.00	\$828.00	\$828.00	\$828.00	
Part I & II Monthly Totals		\$7,125.40	\$7,324.22	\$7,528.97	\$11,547.50	\$11,547.50	\$11,547.50	
PART III - Labor Rates (To be used for optional equipment/software installations)								
51	Standard working hours (Monday through Friday 7:00 A.M. - 5:00 P.M.); hourly rate, including overhead and profit.	\$89.00			\$100.00 Plus \$50.00 SOC charge			
52	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			\$150.00 Plus \$50.00 SOC charge			
Part IV - Sample List of NEC Optional Equipment								
Item #	NEC Part Number	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
53	DTR-1-1	SINGLE LINE PHONE - WHITE				\$30.00	\$30.00	\$30.00
54	DCU-60-1	CONSOLE				\$158.00	\$158.00	\$158.00
55	SN716	DESK CONSOLE PACKAGE				\$1,747.00	\$1,747.00	\$1,747.00
56	8LCAA	8 PORT ANALOG LINE CIRCUIT CARD				\$345.00	\$345.00	\$345.00
57	8COTQ	8 CIRCUIT ANALOG CALLER ID CARD				\$334.00	\$334.00	\$334.00
58	8DLCP	8 PORT DIGITAL STATION CARD				\$100.00	\$100.00	\$100.00
59	4LCDA	4 PORT ANALOG CARD				\$150.00	\$150.00	\$150.00
60	PN-4DLCT	4 CIRCUIT DIGITAL LINECARD				Not Available	Not Available	Not Available

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PART II - AVST Call Express			Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price	Year 1 Monthly Price	Year 2 Monthly Price	Year 3 Monthly Price
50		AVST Call Express	\$807.77	\$807.77	\$807.77	\$480.00	\$480.00	\$480.00
Part I & II Monthly Totals			\$16,778.27	\$16,778.27	\$16,778.27	\$5,659.00	\$5,659.00	\$5,659.00
PART III - Labor Rates (To be used for optional equipment/software installations)								
51	Standard working hours (Monday through Friday 7:00 A.M. - 5:00 P.M.); hourly rate, including overhead and profit.		\$108.00			\$80.00		
52	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.		\$162.00			\$80.00		
Part IV - Sample List of NEC Optional Equipment								
Item #	NEC Part Number	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
53	DTR-1-1	SINGLE LINE PHONE - WHITE	\$25.50	\$25.50	\$25.50	\$20.00	\$20.00	\$20.00
54	DCU-60-1	CONSOLE	\$150.56	\$150.56	\$150.56	\$142.00	\$142.00	\$142.00
55	SN716	DESK CONSOLE PACKAGE	* \$650.16	* \$650.16	* \$650.16	\$1,739.00	\$1,739.00	\$1,739.00
56	8LCAA	8 PORT ANALOG LINE CIRCUIT CARD	\$461.78	\$461.78	\$461.78	\$435.00	\$435.00	\$435.00
57	8COTQ	8 CIRCUIT ANALOG CALLER ID CARD	\$721.39	\$721.39	\$721.39	\$680.00	\$680.00	\$680.00
58	8DLCP	8 PORT DIGITAL STATION CARD	\$610.96	\$610.96	\$610.96	\$435.00	\$435.00	\$435.00
59	4LCDA	4 PORT ANALOG CARD	\$210.00	\$210.00	\$210.00	\$356.00	\$356.00	\$356.00
60	PN-4DLCT	4 CIRCUIT DIGITAL LINECARD	\$629.89	\$629.89	\$629.89	\$356.00	\$356.00	\$356.00

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Part IV - Sample List of NEC Optional Equipment								
Item #	NEC Part Number	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
61	PN-8DLCP	8 CIRCUIT DIGITAL LINECARD				\$100.00	\$100.00	\$100.00
62	ITL-6DE-1	IP 6 BUTTON PHONE W/ LCD				\$151.00	\$151.00	\$151.00
63	ITL-12D-1	IP 12 BUTTON PHONE W/ LCD				\$188.00	\$188.00	\$188.00
64	BALANCE OF LINE PERCENTAGE DISCOUNT OFF MSRP.					N/A		
Technical Support - The Contractor shall provide technical/engineering/service support on a 24/7 basis. Indicate a toll free telephone number for direct mfr. support.			1-800-841-1227			1-813-873-1111 or support@digitechincorporated.com Note: All rates after the first hour are billed in 30 minute increments.		
Delivery or Completion of calendar days after receipt of purchase order:			30			5		
Prices are firm for re-orders for months after award of bid.			12			12		
Notes						Exception Notations on Pg 2, 10, 12, 13, 14, 15, & 16 of Bid Specifications. Exception on Pg 19; EHD Exception Pg 21; Technical Engineering Support; Toll-Free Number. NOTE: Pg 22 FD = Factory Discontinued / Non-supported by NEC.		
Contact			Steve Battista			Wayne Critcher		
Address			3200 Lake Emma Drive, Ste 1003 Lake Mary, FL 32746			4011 West South Avenue Tampa, FL 33614		
Telephone			407-829-7777			813-873-1111		
Fax			407-829-7778			813-874-9849		
Federal I.D.			65-0878856			59-2775457		
E-Mail Address			sbattista@2acs.com			wcritcher@digitechincorporated.com		

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Item		Description	NEC Corporation of America			Southeastern Telecom, Inc.		
Part IV - Sample List of NEC Optional Equipment								
Item #	NEC Part Number	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
61	PN-8DLC	8 CIRCUIT DIGITAL LINECARD	* Duplicate	* Duplicate	* Duplicate	\$435.00	\$435.00	\$435.00
62	ITL-6DE-1	IP 6 BUTTON PHONE W/ LCD	\$127.68	\$127.68	\$127.68	\$133.00	\$133.00	\$133.00
63	ITL-12D-1	IP 12 BUTTON PHONE W/ LCD	\$159.60	\$159.60	\$159.60	\$167.00	\$167.00	\$167.00
64	BALANCE OF LINE PERCENTAGE DISCOUNT OFF MSRP.		48%			Please refer to attached SeTel NEC and AVST comprehensive parts pricing for discount percentage.		
Technical Support - The Contractor shall provide technical/engineering/service support on a 24/7 basis. Indicate a toll free telephone number for direct mfr. support.			1-800-240-0632 (1-800-2400-NEC)			1-800-249-4389		
Delivery or Completion of calendar days after receipt of purchase order:			7			1		
Prices are firm for re-orders for months after award of bid.			12			36		
Notes			See Tab 3 of NEC's complete bid packet for exceptions. Clarified by Bidder, Item #55 is refurbished part. Item #61 should be \$610.96 as duplicate of #58.					
Contact			Doug Manring			Paul Baird		
Address			1001 Yamato Road, Ste 105			5426 Beaumont Center Blvd, Ste 310		
			Boca Raton, FL 33431			Tampa, FL 33634		
Telephone			480-449-6917			813-490-1470		
Fax			408-449-6920			813-290-8400		
Federal I.D.			20-0665337			62-1674478		
E-Mail Address			doug.manring@necam.com			pbaird@setelecom.com		

Recorded by: Nikki Brock

Witnessed by: Joyce E. Haney