



SARASOTA
County Schools

Materials Management

Purchasing Department

101 Old Venice Road, Osprey, FL 34229

Phone 941-486-2183 • Fax 941-486-2188

SarasotaCountySchools.net

Enc. _____
March 1, 2016

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 #16-0207 FOR TWO-WAY RADIOS AND DEVICES - SUPPLY AND REPAIR

Bids to provide 'Two-Way Radios and Devices - Supply and Repair' were received from two vendors on February 4, 2016. The bid of Wireless Technology Equipment Company, Inc., was the best low bid meeting the advertised specifications. Electronic Maintenance & Communications, Inc., was non-responsive to the bid requirement that the contractor respond to have service personnel on site within one (1) hour of notification for emergency service calls. 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 School Safety and Security Department.

Requested by:

Darrell Reyka

"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: 02/23/2016

Fiscal Impact:

Not to exceed
\$150,000.00

Recommended Motion: That the bid of Wireless Technology Equipment Company, Inc., for 'Two-Way Radios and Devices - Supply and Repair' in an amount not to exceed \$150,000.00, be approved as presented.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Two-Way Radios and Devices - Supply and Repair - Bid #16-0207

Opened February 4, 2016 at 2:00 p.m.

FOR EVERY MANUFACTURER BID, A CURRENT MANUFACTURER'S CATALOG WITH PRINTED MSRP (MANUFACTURER'S SUGGESTED RETAIL PRICE), OR MANUFACTURER'S CATALOG WITHOUT PRICES BUT WITH AN ATTACHED LIST FROM THE MANUFACTURER WITH MSRP <u>MUST</u> BE SUBMITTED WITH EACH VENDOR'S BID RESPONSE.		Electronic Maintenance & Communications, Inc.		Wireless Technology Equipment Company, Inc.	
MANUFACTURER - MOTOROLA ONLY EQUIPMENT		% Discount from MSRP		% Discount from MSRP	
Motorola Commercial Equipment					
1	Motorola - analog radios.	40%		39%	
2	Motorola - digital radios.	40%		39%	
3	Motorola - radio parts and accessories purchased.	26%		25%	
4	Motorola - radio parts and accessories used during repair.	26%		20%	
Motorola Professional Equipment					
5	Motorola - radios.	40%		39%	
6	Motorola - radio parts and accessories purchased.	26%		25%	
7	Motorola - radio parts and accessories used during repair.	26%		20%	
8	Motorola - other equipment.	20%		15%	
9	Motorola - wireless broadband products purchased.	20%		15%	
10	Motorola - wireless broadband products used during repair.	20%		15%	
11	Motorola - security products purchased.	20%		15%	
12	Motorola - security products used during repair.	20%		15%	
13	Motorola - bi-directional amplifier equipment purchased.	23%		15%	
14	Motorola - bi-directional parts and accessories purchased.	23%		15%	
15	Motorola - bi-directional amplifier equipment used during repair.	23%		15%	
(If available) (Motorola) Manufacturer's web site address <i>containing MSRP</i> :					
"OTHER MANUFACTURER" EQUIPMENT (Excludes radios)		Name	Name	Name	Name
Indicate Name of Manufacturer:		Tessco	Hutton	Tessco	
Indicate Percent Discount from MSRP for items listed		% Discount from MSRP	% Discount from MSRP	% Discount from MSRP	% Discount from MSRP
16	Two-Way Radio system products purchased (to include, but not limited to: antennas, cabling, accessories, clamps, connectors).	20%	20%	20%	
17	Two-way radio accessories purchased (to include, but not limited to: chargers, antennas, remote speakers, batteries, microphones, lightning/surge protection).	20%	20%	20%	
18	Security system products purchased.	20%	20%	15%	
19	Security system products used during repair.	20%	20%	15%	
20	Bi-directional amplifier equipment.	20%	20%	15%	
(If available) "Other Manufacturer" web site address <i>containing MSRP</i> :		www.tessco.com	www.hol4g.com		

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SERVICE/LABOR RATES		Standard Hourly Rate Monday - Friday 7:00 am - 5:00 pm	Non-Standard Hourly Rate Monday - Friday prior to 7:00 am & after 5:00 pm, and Saturday & Sunday	Standard Hourly Rate Monday - Friday 7:00 am - 5:00 pm	Non-Standard Hourly Rate Monday - Friday prior to 7:00 am & after 5:00 pm, and Saturday & Sunday
21	Repair of major systems	\$80.00	\$100.00	\$82.50	\$82.50
22	Repair of individual radios & non-major systems	\$80.00	\$100.00	\$82.50	\$82.50
23	New installation projects	\$80.00	\$100.00	\$82.50	\$82.50
MISCELLANEOUS					
24	Turn-around time for repair and return of equipment (number of days)	10	10	5	5
25	Response time for service calls (maximum 1 hour on major systems repair; maximum of 8 hours for non-emergency service unless determined otherwise by the SBSC)	Major Systems	Individual Radios & Non-major Systems	Major Systems	Individual Radios & Non-major Systems
		2	8	1	1
LOCATION OF AUTHORIZED SERVICE CENTER - The Contractor must operate a Motorola authorized service center for the School Safety & Security Department at 351 Old Venice Road, Osprey, FL 34229, to ensure effective response to emergency service calls within one (1) hour.					
Name of Service Center:		Electronic Maintenance & Communications, Inc., dba EMCI-Wireless		WTEC	
Address:		3708 Sparta Road		791 Bell Road	
City/State/Zip:		Sebring, FL 33870		Sarasota, FL 34240	
Phone Number:		863-385-7470		941-343-0020	
Contact Name:		Chas Elliott		Robert C. Anderson	
Contact Person:		Charles W. Elliott, Jr.		Robert C. Anderson	
Address:		3708 Sparta Road		791 Bell Road	
		Sebring, FL 33870		Sarasota, FL 34240	
Phone:		863-385-7470		941-343-0020	
Fax:		863-382-6466		941-343-0053	
Federal ID:		59-3060334		59-3352849	
Email:		celliott@emciwireless.com		anderson9999@aol.com	
Recorded by: Diane Gentile		Witnessed by: Joyce E. Haney			