



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 #0532 FOR TWO-WAY RADIOS AND
DEVICES – SUPPLY AND REPAIR**

Bids to provide 'Two-Way Radios and Devices - Supply and Repair' were received from six vendors on February 9, 2010. The bid of Wireless Technology Equipment Company, Inc., was the best low bid meeting the advertised specifications. Reasons for not selecting the apparent low bids are included with the bid tabulation. 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 of the School Police/Safety and Security Department.

Requested by:
Chief Larry Leon

“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: 02-23-10

Fiscal Impact:

Not to exceed
\$150,000.00

Funding:

Capital and
Operating Accounts

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

(over)

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Two-Way Radios and Devices - Supply and Repair - Bid #0532

Bid opening: February 9, 2010 at 2:00 p.m.

		Discount Two-Way Radio		Global Technology Solutions	
MANUFACTURER - MOTOROLA ONLY EQUIPMENT		% Discount from MSRP		% Discount from MSRP	
Motorola Radius Equipment					
1	Motorola - radios.			35%	
2	Motorola - radio parts and accessories purchased.			25%	
3	Motorola - radio parts and accessories used during repair.			25%	
Motorola Non-Radius Equipment					
4	Motorola - radios.			35%	
5	Motorola - radio parts purchased.			25%	
6	Motorola - radio parts used during repair.			25%	
7	Motorola - wireless broadband products purchased.			25%	
8	Motorola - wireless broadband products used during repair.			25%	
9	Motorola - security products purchased.			25%	
10	Motorola - security products used during repair.			25%	
(Motorola) Manufacturer's web site address <i>containing MSRP</i> :					
"OTHER MANUFACTURER" EQUIPMENT (Excludes radios)		Name	Name	Name	
Indicate Name of Manufacturer:		RCA			
Indicate Percent Discount from MSRP for items listed		% Discount from MSRP	% Discount from MSRP	% Discount from MSRP	% Discount from MSRP
11	Two-Way Radio system products purchased (to include, but not limited to: bi-directional amplifiers, antennas, cabling, accessories, clamps, connectors). REJECT				
12	Two-way radio accessories purchased (to include, but not limited to: chargers, antennas, remote speakers, batteries, microphones, lightning/surge protection). REJECT	10%			
13	Security system products purchased. REJECT				
14	Security system products used during repair. REJECT				
"Other Manufacturer" web site address <i>containing MSRP</i> :					
SERVICE/LABOR RATES		Std Hourly Rate Monday - Friday 7:00 am - 5:00 pm	Non-Std Hourly Rate Monday - Friday prior to 7:00 am & after 5:00 pm, and Saturday & Sunday	Std Hourly Rate Monday - Friday 7:00 am - 5:00 pm	Non-Std Hourly Rate Monday - Friday prior to 7:00 am & after 5:00 pm, and Saturday & Sunday
15	Repair of major systems			\$90.00	\$90.00
16	Repair of individual radios & non-major systems			\$90.00	\$90.00
17	New installation projects			\$90.00	\$90.00

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Two-Way Radios and Devices - Supply and Repair - Bid #0532

Bid opening: February 9, 2010 at 2:00 p.m.

		Radio One-Communication Services Company		SAT Radio Communications, LTD. dba Industrial Communications	
MANUFACTURER - MOTOROLA ONLY EQUIPMENT		% Discount from MSRP		% Discount from MSRP	
Motorola Radius Equipment					
1	Motorola - radios.	40%		35%	
2	Motorola - radio parts and accessories purchased.	22%		25%	
3	Motorola - radio parts and accessories used during repair.	20%		25%	
Motorola Non-Radius Equipment					
4	Motorola - radios.	38%		35%	
5	Motorola - radio parts purchased.	22%		25%	
6	Motorola - radio parts used during repair.	20%		25%	
7	Motorola - wireless broadband products purchased.	20%		25%	
8	Motorola - wireless broadband products used during repair.	20%		25%	
9	Motorola - security products purchased.	20%		25%	
10	Motorola - security products used during repair.	20%		25%	
(Motorola) Manufacturer's web site address <i>containing MSRP</i> :					
"OTHER MANUFACTURER" EQUIPMENT (Excludes radios)		Name		Name	
Indicate Name of Manufacturer:		ARC Audio		Motorola	
Indicate Percent Discount from MSRP for items listed		% Discount from MSRP	% Discount from MSRP	% Discount from MSRP	% Discount from MSRP
11	Two-Way Radio system products purchased (to include, but not limited to: bi-directional amplifiers, antennas, cabling, accessories, clamps, connectors). REJECT	42%		25%	
12	Two-way radio accessories purchased (to include, but not limited to: chargers, antennas, remote speakers, batteries, microphones, lightning/surge protection). REJECT	42%		25%	
13	Security system products purchased. REJECT			25%	
14	Security system products used during repair. REJECT			25%	
"Other Manufacturer" web site address <i>containing MSRP</i> :					
SERVICE/LABOR RATES		Std Hourly Rate Monday - Friday 7:00 am - 5:00 pm	Non-Std Hourly Rate Monday - Friday prior to 7:00 am & after 5:00 pm, and Saturday & Sunday	Std Hourly Rate Monday - Friday 7:00 am - 5:00 pm	Non-Std Hourly Rate Monday - Friday prior to 7:00 am & after 5:00 pm, and Saturday & Sunday
15	Repair of major systems	\$90.00	\$135.00		
16	Repair of individual radios & non-major systems	\$100.00	\$150.00	\$55.00	\$90.00
17	New installation projects	\$90.00	\$135.00		

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Two-Way Radios and Devices - Supply and Repair - Bid #0532

Bid opening: February 9, 2010 at 2:00 p.m.

		TBA Communications, Inc.		Wireless Technology Equipment Company, Inc.	
MANUFACTURER - MOTOROLA ONLY EQUIPMENT		% Discount from MSRP		% Discount from MSRP	
Motorola Radius Equipment					
1	Motorola - radios.	40%		36%	
2	Motorola - radio parts and accessories purchased.	40%		36%	
3	Motorola - radio parts and accessories used during repair.	40%		20%	
Motorola Non-Radius Equipment					
4	Motorola - radios.	40%		35%	
5	Motorola - radio parts purchased.	40%		35%	
6	Motorola - radio parts used during repair.	40%		20%	
7	Motorola - wireless broadband products purchased.	20%		15%	
8	Motorola - wireless broadband products used during repair.	40%		15%	
9	Motorola - security products purchased.	40%		15%	
10	Motorola - security products used during repair.	40%		15%	
(Motorola) Manufacturer's web site address <i>containing MSRP</i> :		www.motorola.com		businessonline.motorola.com	
"OTHER MANUFACTURER" EQUIPMENT (Excludes radios)		Name	Name	Name	
Indicate Name of Manufacturer:		Vertex	Kenwood	TXRX	
Indicate Percent Discount from MSRP for items listed		% Discount from MSRP	% Discount from MSRP	% Discount from MSRP	% Discount from MSRP
11	Two-Way Radio system products purchased (to include, but not limited to: bi-directional amplifiers, antennas, cabling, accessories, clamps, connectors). REJECT	40%	40%	10%	
12	Two-way radio accessories purchased (to include, but not limited to: chargers, antennas, remote speakers, batteries, microphones, lightning/surge protection). REJECT	40%	40%		
13	Security system products purchased. REJECT	40%	40%		
14	Security system products used during repair. REJECT	40%	40%		
"Other Manufacturer" web site address <i>containing MSRP</i> :					
SERVICE/LABOR RATES		Std Hourly Rate Monday - Friday 7:00 am - 5:00 pm	Non-Std Hourly Rate Monday - Friday prior to 7:00 am & after 5:00 pm, and Saturday & Sunday	Std Hourly Rate Monday - Friday 7:00 am - 5:00 pm	Non-Std Hourly Rate Monday - Friday prior to 7:00 am & after 5:00 pm, and Saturday & Sunday
15	Repair of major systems	\$85.00	\$85.00	\$95.00	\$95.00
16	Repair of individual radios & non-major systems	\$85.00	\$85.00	\$95.00	\$95.00
17	New installation projects	\$85.00	\$85.00	\$95.00	\$95.00

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Two-Way Radios and Devices - Supply and Repair - Bid #0532

Bid opening: February 9, 2010 at 2:00 p.m.

		Discount Two-Way Radio	Global Technology Solutions	
MISCELLANEOUS			Major Systems	Individual Radios & Non-major Systems
18	Turn-around time for repair and return of equipment (number of days)		3	3
19	Response time for service calls (maximum 2 hours on major systems repair; maximum of 8 hours for non-emergency service unless determined otherwise by the SBSC) (number of hours)		1	1
LOCATION OF AUTHORIZED SERVICE CENTER - The Contractor must operate a Motorola authorized service center within sixty (60) miles of School Police/Safety & Security Department, 351 Old Venice Road, Osprey, FL 34229, to ensure effective response to emergency service calls.				
	Name of Service Center:		Global Technology Solutions*	
	Address:		795 Commerce Drive, #6	
	City/State/Zip:		Venice, FL 34292	
	Phone Number:		941-488-8333	
	Contact Name:		Michael Loncar	
	Notes:		*GTS has submitted paperwork to become a mss through our offices in NJ. We are awaiting paperwork for the Venice office to be authorized as mss. We "are" a "Motorola Authorized Reseller" - "Channel Partner".	
Contact Person:		Tony Varbanov	Michael Loncar	
Address:		1430 240th Street	795 Commerce Drive, #6	
		Harbor City, CA 90710	Venice, FL 34292	
Phone:		800-895-5122	941-488-8333	
Fax:		310-224-5101	941-488-8330	
Federal ID:		95489022	331185613	
Email:		tony@dtwr.com	mloncar@gtsna.com	

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Two-Way Radios and Devices - Supply and Repair - Bid #0532

Bid opening: February 9, 2010 at 2:00 p.m.

MISCELLANEOUS		Radio One-Communication Services Company		SAT Radio Communications, LTD. dba Industrial Communications	
		Major Systems	Individual Radios & Non-major Systems	Major Systems	Individual Radios & Non-major Systems
18	Turn-around time for repair and return of equipment (number of days)	1	2	3	
19	Response time for service calls (maximum 2 hours on major systems repair; maximum of 8 hours for non-emergency service unless determined otherwise by the SBSC) (number of hours)	2	4		
LOCATION OF AUTHORIZED SERVICE CENTER - The Contractor must operate a Motorola authorized service center within sixty (60) miles of School Police/Safety & Security Department, 351 Old Venice Road, Osprey, FL 34229, to ensure effective response to emergency service calls.					
	Name of Service Center:	Radio One-Communication Services Company		SAT Radio Communications, LTD. dba Industrial Communications	
	Address:	333 Falkenburg Road, #B-215		1019 East Euclid	
	City/State/Zip:	Tampa, FL 33619		San Antonio, TX 78212	
	Phone Number:	813-655-5155		210-226-3682	
	Contact Name:	Dane White		Judy L. Markowski	
Notes:					
Contact Person:		David MacDonald		Judy L. Markowski	
Address:		333 Falkenburg Road, #B-215		1019 East Euclid	
		Tampa, FL 33619		San Antonio, TX 78212	
Phone:		813-655-5155		210-226-3682	
Fax:		813-651-3060		210-226-1100	
Federal ID:		593416239		742861713	
Email:		davidm@radio1inc.com		jmarkowski@indcom.net	

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Two-Way Radios and Devices - Supply and Repair - Bid #0532

Bid opening: February 9, 2010 at 2:00 p.m.

MISCELLANEOUS		TBA Communications, Inc.		Wireless Technology Equipment Company, Inc.	
		Major Systems	Individual Radios & Non-major Systems	Major Systems	Individual Radios & Non-major Systems
18	Turn-around time for repair and return of equipment (number of days)	3	3	3	
19	Response time for service calls (maximum 2 hours on major systems repair; maximum of 8 hours for non-emergency service unless determined otherwise by the SBSC) (number of hours)	90 minutes	2	1	1
LOCATION OF AUTHORIZED SERVICE CENTER - The Contractor must operate a Motorola authorized service center within sixty (60) miles of School Police/Safety & Security Department, 351 Old Venice Road, Osprey, FL 34229, to ensure effective response to emergency service calls.					
	Name of Service Center:	TBA Communications, Inc.		Wireless Technology Equipment Company, Inc.	
	Address:	6302 Benjamin Road, #408		791 Bell Road	
	City/State/Zip:	Tampa, FL 33634		Sarasota, FL 34240	
	Phone Number:	813-249-1605 / 800-972-2548		941-343-0020	
	Contact Name:	Carlton Cozart			
Notes:					
Contact Person:		Carlton C. Cozart		Robert C. Anderson	
Address:		6302 Benjamin Road, #408		791 Bell Road	
		Tampa, FL 33634		Sarasota, FL 34240	
Phone:		813-249-1605		941-343-0020	
Fax:		813-249-1705		941-343-0053	
Federal ID:		593081391		593352849	
Email:		carltonc@tbacomm.com		bob.anderson@wtecmss.com	
		Recorded by: Peggy Long		Witnessed by: Carol A. Lichon	

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA
Two-Way Radios and Devices - Supply and Repair - Bid #0532

JUSTIFICATION FOR AWARD TO OTHER THAN APPARENT LOW BID

BIDDER	REASON FOR NOT AWARDING
Discount Two-Way Radio	Unable to evaluate. Vendor is non-responsive to the requirement of bidding Motorola equipment and the service requirement. Alternate product - Vendor did not submit manufacturer's MSRP sheets as required in bid specifications. Also, vendor does not have an authorized service center located within a 60 mile radius of the SBSC School Police/Safety and Security Department.
Global Technology Solutions	Vendor was not an Motorola authorized service center at time of bid opening.
Radio One-Communication Services Company	Alternate product - Vendor does not have an authorized service center located within a 60 mile radius of the SBSC School Police/Safety and Security Department.
SAT Radio communications, LTD., dba Industrial Communications	Unable to evaluate service component. Vendor is non-responsive to the service requirement for major systems and new installations. Also, vendor does not have an authorized service center located within a 60 mile radius of the SBSC School Police/Safety and Security Department.
TBA Communications, Inc.	Vendor does not have an authorized service center located within a 60 mile radius of the SBSC School Police/Safety and Security Department. Alternate product - Vendor did not submit manufacturer's MSRP sheets as required in bid specifications.
Wireless Technology Equipment Company, Inc.	Alternate product - Vendor did not submit manufacturer's MSRP sheets as required in bid specifications.