



**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 #0599 FOR SECURITY SYSTEM:  
INSTALLATION, REPAIR, PARTS, AND CONSUMABLES**

Bids to provide 'Security System: Installation, Repair, Parts, and Consumables' were received from eighteen (18) vendors on April 14, 2010. The bids of Anixter, Inc., Comco, EarthCam, Inc., GSA Security, Inc., Graybar Electric, Integrated Fire & Security Solutions, Inc. (IFSS), Integrated Services Corporation, IRIS, Ltd, Inc., Seabreeze Security, Silmar Electronics, Southern Lock & Supply, United Security Alliance, Inc., and Vision Database Systems were the best low bids meeting the advertised specifications. Reasons for not selecting the apparent low bid 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 services are contained in the operating and capital budgets allocated to the 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: 05-11-10

**Fiscal Impact:**

Not to exceed  
\$1,750,000.00

**Funding:**

Operating and  
Capital

**Recommended Motion:** That the bids of Anixter, Inc., Comco, EarthCam, Inc., GSA Security, Inc., Graybar Electric, Integrated Fire & Security Solutions, Inc. (IFSS), Integrated Services Corporation, IRIS Ltd., Inc., Seabreeze Security, Silmar Electronics, Inc., Southern Lock & Supply, United Security Alliance, Inc., and Vision Database Systems, to provide 'Security System: Installation, Repair, Parts, and Consumables' in an amount not to exceed \$1,750,000.00, be approved for award and purchase.

(over)

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Accu-Tech Corporation		Anixter, Inc.		Comco		CSU, Inc., dba CSU Security Systems		EarthCam, Inc.	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
1.	<b>APC</b>			<b>apc.com</b>							
a.	UPS systems	MSRP	35%	<b>MSRP</b>	<b>33.2%</b>						
b.	Surge suppressors	MSRP	35%	<b>MSRP</b>	<b>33.2%</b>						
c.	Power strips	MSRP	35%	<b>MSRP</b>	<b>33.2%</b>						
d.	KVMs	MSRP	35%	<b>MSRP</b>	<b>33.2%</b>						
e.	Racks	MSRP	35%	<b>MSRP</b>	<b>33.2%</b>						
f.	Replacement batteries	MSRP	35%	<b>MSRP</b>	<b>33.2%</b>						
g.	Balance of product line	MSRP	35%	<b>MSRP</b>	<b>33.2%</b>						
2.	<b>Aiphone</b>			aiphone.com							
a.	Intercom products	MSRP	40%	MSRP	50.2%						
b.	Balance of product line	MSRP	40%	MSRP	50.2%						
3.	<b>Alarm Controls Corporation</b>										
a.	Exit buttons	MSRP	35%								
b.	Other access control devices	MSRP	35%								
4.	<b>Altronix</b>			altronix.com							
a.	All products	MSRP	30%	MSRP	50.3%						
5.	<b>Arecont Vision</b>			<b>arecontvision.com</b>							
a.	Video camera equipment	MSRP	38%	<b>MSRP</b>	<b>46%</b>						
6.	<b>Atlas Wire and Cable</b>										
a.	All products <b>(REJECT)</b>										
7.	<b>Avalan Wireless</b>										
a.	Network products										
8.	<b>Bosch</b>			<b>boschsecurity.us.com</b>							
a.	DVR products	MSRP	35%	<b>MSRP</b>	<b>45.9%</b>						
b.	Camera products	MSRP	35%	<b>MSRP</b>	<b>45.9%</b>						
c.	Monitor products	MSRP	35%	<b>MSRP</b>	<b>45.9%</b>						
d.	Balance of product line	MSRP	35%	<b>MSRP</b>	<b>*45.9% *Some items are sale restricted</b>						

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		GSA Security, Inc.		Graybar Electric		IFSS (Integrated Fire & Security Solutions, Inc.)		Integrated Services Corporation	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
1.	<b>APC</b>			www.apc.com				www.apc.com	
a.	UPS systems			MSRP	20.25%			MSRP	17%
b.	Surge suppressors				20.25%			MSRP	17%
c.	Power strips				20.25%			MSRP	17%
d.	KVMs				20.25%			MSRP	17%
e.	Racks				20.25%			MSRP	17%
f.	Replacement batteries				20.25%			MSRP	17%
g.	Balance of product line				20.25%			MSRP	17%
2.	<b>Aiphone</b>			<b>aiphone.com</b>		aiphone.com		www.aiphone.com	
a.	Intercom products			<b>MSRP</b>	<b>51.5%</b>	MSRP	38%	MSRP	12%
b.	Balance of product line				<b>51.5%</b>	MSRP	38%	MSRP	12%
3.	<b>Alarm Controls Corporation</b>			alarmcontrols.com				www.alarmcontrols.com	
a.	Exit buttons			MSRP	25%			MSRP	5%
b.	Other access control devices			MSRP	25%			MSRP	5%
4.	<b>Altronix</b>			<b>altronix.com</b>		altronix.com		www.altronix.com	
a.	All products			<b>MSRP</b>	<b>51.5%</b>	MSRP	20%	MSRP	20%
5.	<b>Arecont Vision</b>			arecontvision.com		arecontvision.com		www.arecont.com	
a.	Video camera equipment			MSRP	35.7%	MSRP	33%	Dealer	12%
6.	<b>Atlas Wire and Cable</b>								
a.	All products <b>(REJECT)</b>								
7.	<b>Avalan Wireless</b>			<b>avalanwireless.com</b>				www.avalanwireless.com	
a.	Network products			<b>MSRP</b>	<b>14.2%</b>			Dealer	14%
8.	<b>Bosch</b>			boschsecurity.us		boschsecurity.us		www.bosch.com	
a.	DVR products			MSRP	43.25%	MSRP	35%	Dealer	12%
b.	Camera products			MSRP	43.25%	MSRP	35%	Dealer	12%
c.	Monitor products			MSRP	43.25%	MSRP	35%	Dealer	12%
d.	Balance of product line			MSRP	40.5%	MSRP	35%	Dealer	12%

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Integrated Systems of Florida		IRIS Ltd, Inc.		Plastic Card Systems		Rexel, Inc.		Seabreeze Security	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
1.	<b>APC</b>										
a.	UPS systems										
b.	Surge suppressors										
c.	Power strips										
d.	KVMs										
e.	Racks										
f.	Replacement batteries										
g.	Balance of product line										
2.	<b>Aiphone</b>									www.aiphone.com	
a.	Intercom products	MSRP	32%							MSRP	49%
b.	Balance of product line	MSRP	32%							MSRP	49%
3.	<b>Alarm Controls Corporation</b>									www.alarmcontrols.com	
a.	Exit buttons									MSRP	51%
b.	Other access control devices									MSRP	51%
4.	<b>Altronix</b>									www.altronix.com	
a.	All products									MSRP	51%
5.	<b>Arecont Vision</b>										
a.	Video camera equipment										
6.	<b>Atlas Wire and Cable</b>										
a.	All products <b>(REJECT)</b>										
7.	<b>Avalan Wireless</b>										
a.	Network products										
8.	<b>Bosch</b>									www.boschsecurity.com	
a.	DVR products									MSRP	40%
b.	Camera products									MSRP	40%
c.	Monitor products									MSRP	40%
d.	Balance of product line									MSRP	40%

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Silmar Electronics, Inc.		Southern Lock & Supply		United Security Alliance, Inc.		Vision Database	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer	% Disc. Off:
1.	<b>APC</b>								
a.	UPS systems								
b.	Surge suppressors								
c.	Power strips								
d.	KVMs								
e.	Racks								
f.	Replacement batteries								
g.	Balance of product line								
2.	<b>Aiphone</b>			www.aiphone.com					
a.	Intercom products	MSRP	44.2%	MSRP	51.27%				
b.	Balance of product line	MSRP	44.2%	MSRP	51.27%				
3.	<b>Alarm Controls Corporation</b>								
a.	Exit buttons	<b>MSRP</b>	<b>53%</b>						
b.	Other access control devices	<b>MSRP</b>	<b>53%</b>						
4.	<b>Altronix</b>			www.altronix.com					
a.	All products	MSRP	50%	MSRP	51.27%				
5.	<b>Arecont Vision</b>								
a.	Video camera equipment	MSRP	44.4%						
6.	<b>Atlas Wire and Cable</b>								
a.	All products <b>(REJECT)</b>								
7.	<b>Avalan Wireless</b>								
a.	Network products								
8.	<b>Bosch</b>								
a.	DVR products	MSRP	44.4%						
b.	Camera products	MSRP	44.4%						
c.	Monitor products	MSRP	44.4%						
d.	Balance of product line	MSRP	44.4%						

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Accu-Tech Corporation		Anixter, Inc.		Comco		CSU, Inc., dba CSU Security Systems		EarthCam, Inc.	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
9.	<b>Cal Pipe</b>										
a.	Security ballard products <b>(REJECT)</b>										
10.	<b>Cameras Onsite</b>										
a.	Mobile video surveillance camera systems <b>(REJECT)</b>										
11.	<b>Chatsworth Products, Inc.</b>			chatsworth.com							
a.	Rack systems	MSRP	26%	MSRP	29.3%						
b.	Cabinets and enclosures	MSRP	26%	MSRP	29.3%						
c.	Cable management products	MSRP	26%	MSRP	29.3%						
d.	Balance of product line	MSRP	26%	MSRP	29.3%						
12.	<b>CommScope</b>			commscope.com							
a.	Product line	MSRP	40%	<b>MSRP</b>	<b>38%</b>						
13.	<b>Computar</b>			cbcamerica.com							
a.	Camera lens products	MSRP	35%	MSRP	47.1%						
b.	Balance of product line	MSRP	35%	MSRP	47.1%						
14.	<b>CSI/Speco</b>			specotech.com							
a.	Camera products	MSRP	54%	MSRP	60%						
b.	DVR products	MSRP	54%	MSRP	60%						
c.	Monitor products	MSRP	54%	MSRP	60%						
d.	Balance of product line	MSRP	54%	MSRP	60%						
15.	<b>Dedicated Micros</b>			dedicated micros.com							
a.	DVR Products	MSRP	35%	<b>MSRP</b>	<b>53.8%</b>						
b.	Balance of product line	MSRP	35%	<b>MSRP</b>	<b>36.1%</b>						
16.	<b>Dewalt</b>										
a.	Tools and testers <b>(REJECT)</b>										
17.	<b>Ditek</b>			ditekcorp.com							
a.	Surge supression equipment	MSRP	35%	MSRP	40%						
b.	Balance of product line	MSRP	35%	MSRP	40%						

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		GSA Security, Inc.		Graybar Electric		IFSS (Integrated Fire & Security Solutions, Inc.)		Integrated Services Corporation	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
9.	<b>Cal Pipe</b>							calpipe.com/cpb	
a.	Security ballard products <b>(REJECT)</b>							MSRP	12%
10.	<b>Cameras Onsite</b>								
a.	Mobile video surveillance camera systems <b>(REJECT)</b>								
11.	<b>Chatsworth Products, Inc.</b>			<b>chatsworth.com</b>				www.chatsworth.com	
a.	Rack systems			<b>MSRP</b>	<b>31.2%</b>			MSRP	12%
b.	Cabinets and enclosures			<b>MSRP</b>	<b>31.2%</b>			MSRP	12%
c.	Cable management products			<b>MSRP</b>	<b>31.2%</b>			MSRP	12%
d.	Balance of product line			<b>MSRP</b>	<b>31.2%</b>			MSRP	12%
12.	<b>CommScope</b>			commscope.com					
a.	Product line			MSRP	34.25%				
13.	<b>Computar</b>			computarganz.com				computarganz.com	
a.	Camera lens products			MSRP	37.9%			Dealer	22%
b.	Balance of product line			MSRP	37.9%			Dealer	22%
14.	<b>CSI/Speco</b>			specotech.com		csi-speco.com		www.speco.com	
a.	Camera products			MSRP	55.6%	MSRP	48%	Dealer	12%
b.	DVR products			MSRP	55.6%	MSRP	48%	Dealer	12%
c.	Monitor products			MSRP	55.6%	MSRP	48%	Dealer	12%
d.	Balance of product line			MSRP	55.6%	MSRP	48%	Dealer	12%
15.	<b>Dedicated Micros</b>					dedicatedmicros.com		www.dedicatedmicros.com	
a.	DVR Products					MSRP	36%	MSRP	21%
b.	Balance of product line					MSRP	36%	MSRP	6%
16.	<b>Dewalt</b>			dewalt.com					
a.	Tools and testers <b>(REJECT)</b>			MSRP	34.75%				
17.	<b>Ditek</b>			<b>ditekcorp.com</b>		ditekcorp.com		ditekcorp.com	
a.	Surge suppression equipment			<b>MSRP</b>	<b>54.25%</b>	MSRP	37%	Dealer	22%
b.	Balance of product line			<b>MSRP</b>	<b>54.25%</b>	MSRP	37%	Dealer	22%

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Integrated Systems of Florida		IRIS Ltd, Inc.		Plastic Card Systems		Rexel, Inc.		Seabreeze Security	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
9.	<b>Cal Pipe</b>										
a.	Security ballard products <b>(REJECT)</b>										
10.	<b>Cameras Onsite</b>										
a.	Mobile video surveillance camera systems <b>(REJECT)</b>										
11.	<b>Chatsworth Products, Inc.</b>							www.chatsworth.com			
a.	Rack systems							MSRP	32%		
b.	Cabinets and enclosures							MSRP	32%		
c.	Cable management products							MSRP	32%		
d.	Balance of product line							MSRP	32%		
12.	<b>CommScope</b>										
a.	Product line										
13.	<b>Computar</b>									www.cbcamerica.com	
a.	Camera lens products	MSRP	35%							MSRP	44%
b.	Balance of product line	MSRP	35%							MSRP	44%
14.	<b>CSI/Speco</b>							www.specotech.com		www.specotech.com	
a.	Camera products							Dealer	17%	MSRP	61%
b.	DVR products							Dealer	17%	MSRP	61%
c.	Monitor products							Dealer	17%	MSRP	61%
d.	Balance of product line							Dealer	17%	MSRP	61%
15.	<b>Dedicated Micros</b>										
a.	DVR Products										
b.	Balance of product line										
16.	<b>Dewalt</b>										
a.	Tools and testers <b>(REJECT)</b>										
17.	<b>Ditek</b>							www.ditek.com		www.ditekcorp.com	
a.	Surge suppression equipment							MSRP	50%	MSRP	45%
b.	Balance of product line							MSRP	50%	MSRP	45%

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Silmar Electronics, Inc.		Southern Lock & Supply		United Security Alliance, Inc.		Vision Database	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer	% Disc. Off:
9.	<b>Cal Pipe</b>								
a.	Security ballard products <b>(REJECT)</b>								
10.	<b>Cameras Onsite</b>								
a.	Mobile video surveillance camera systems <b>(REJECT)</b>								
11.	<b>Chatsworth Products, Inc.</b>								
a.	Rack systems								
b.	Cabinets and enclosures								
c.	Cable management products								
d.	Balance of product line								
12.	<b>CommScope</b>								
a.	Product line								
13.	<b>Computar</b>								
a.	Camera lens products	<b>MSRP</b>	<b>48%</b>						
b.	Balance of product line	<b>MSRP</b>	<b>48%</b>						
14.	<b>CSI/Speco</b>								
a.	Camera products	<b>MSRP</b>	<b>66%</b>						
b.	DVR products	<b>MSRP</b>	<b>66%</b>						
c.	Monitor products	<b>MSRP</b>	<b>66%</b>						
d.	Balance of product line	<b>MSRP</b>	<b>66%</b>						
15.	<b>Dedicated Micros</b>								
a.	DVR Products	MSRP	51%						
b.	Balance of product line	MSRP	51%						
16.	<b>Dewalt</b>								
a.	Tools and testers <b>(REJECT)</b>								
17.	<b>Ditek</b>								
a.	Surge supression equipment	MSRP	49.5%						
b.	Balance of product line	MSRP	49.5%						

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Accu-Tech Corporation		Anixter, Inc.		Comco		CSU, Inc., dba CSU Security Systems		EarthCam, Inc.	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
18.	<b>Door King</b>										
a.	Gate control products	MSRP	35%								
19.	<b>DSC Security</b>										
a.	Intrusion products										
b.	Alarm communication products										
c.	Central station receiving products										
d.	Fire products										
e.	Software										
f.	CCTV products										
g.	Access control products										
h.	Balance of product line										
20.	<b>EMI</b>										
a.	All products			MSRP	0%						
21.	<b>EarthCam, Inc.</b>									<b>www.earthcam.net</b>	
a.	Surveillance trailers									<b>Dealer</b>	<b>10%</b>
b.	Balance of product line									<b>Dealer</b>	<b>10%</b>
22.	<b>Eclipse Security</b>										
a.	Camera products										
23.	<b>EIk</b>			elkproducts.com							
a.	Battery product <b>(REJECT)</b>	MSRP	35%	MSRP	42.7%						
b.	Balance of product line <b>(REJECT)</b>	MSRP	35%	MSRP	42.7%						
24.	<b>ERICO International</b>			erico.com							
a.	Caddy Fasteners			MSRP	16%						
25.	<b>Extreme CCTV</b>			now owned by Bosch							
a.	Camera products <b>(REJECT)</b>										
26.	<b>Fargo</b>			fargo.com							
a.	Badge printers, printers, and laminators			MSRP	0%						
b.	Balance of product line			MSRP	0%						

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		GSA Security, Inc.		Graybar Electric		IFSS (Integrated Fire & Security Solutions, Inc.)		Integrated Services Corporation	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
18.	<b>Door King</b>							<b>doorking.com</b>	
a.	Gate control products							<b>Dealer</b>	<b>28%</b>
19.	<b>DSC Security</b>							www.dsc.com	
a.	Intrusion products							MSRP	15%
b.	Alarm communication products							MSRP	15%
c.	Central station receiving products							MSRP	15%
d.	Fire products							MSRP	15%
e.	Software							MSRP	15%
f.	CCTV products							MSRP	15%
g.	Access control products							MSRP	15%
h.	Balance of product line							MSRP	15%
20.	<b>EMI</b>			<b>emisecurity.com</b>				www.emi.com	
a.	All products			<b>MSRP</b>	<b>41.25%</b>			MSRP	15%
21.	<b>EarthCam, Inc.</b>								
a.	Surveillance trailers								
b.	Balance of product line								
22.	<b>Eclipse Security</b>								
a.	Camera products								
23.	<b>EIk</b>								
a.	Battery product <b>(REJECT)</b>								
b.	Balance of product line <b>(REJECT)</b>								
24.	<b>ERICO International</b>			<b>erico.com</b>					
a.	Caddy Fasteners			<b>MSRP</b>	<b>21.6%</b>				
25.	<b>Extreme CCTV</b>			boschsecurity.us					
a.	Camera products <b>(REJECT)</b>			MSRP	37.5%				
26.	<b>Fargo</b>					hidglobal.com		www.fargo.com	
a.	Badge printers, printers, and laminators					MSRP	36%	Dealer	6%
b.	Balance of product line					MSRP	36%	Dealer	6%

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Integrated Systems of Florida		IRIS Ltd, Inc.		Plastic Card Systems		Rexel, Inc.		Seabreeze Security	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
18.	<b>Door King</b>										
a.	Gate control products										
19.	<b>DSC Security</b>									www.dsc.com	
a.	Intrusion products									MSRP	59%
b.	Alarm communication products									MSRP	59%
c.	Central station receiving products									MSRP	59%
d.	Fire products									MSRP	59%
e.	Software									MSRP	59%
f.	CCTV products									MSRP	59%
g.	Access control products									MSRP	59%
h.	Balance of product line									MSRP	59%
20.	<b>EMI</b>									www.apw.com	
a.	All products									MSRP	32%
21.	<b>EarthCam, Inc.</b>										
a.	Surveillance trailers										
b.	Balance of product line										
22.	<b>Eclipse Security</b>									www.eclipsecctv.com	
a.	Camera products									<b>Dealer</b>	<b>16%</b>
23.	<b>EIk</b>									www.elkproducts.com	
a.	Battery product <b>(REJECT)</b>									MSRP	33%
b.	Balance of product line <b>(REJECT)</b>									MSRP	33%
24.	<b>ERICO International</b>										
a.	Caddy Fasteners										
25.	<b>Extreme CCTV</b>									www.boschsecurity.com	
a.	Camera products <b>(REJECT)</b>									MSRP	40%
26.	<b>Fargo</b>										
a.	Badge printers, printers, and laminators					MSRP	17%				
b.	Balance of product line					MSRP	17%				

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Silmar Electronics, Inc.		Southern Lock & Supply		United Security Alliance, Inc.		Vision Database	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer	% Disc. Off:
18.	<b>Door King</b>								
a.	Gate control products								
19.	<b>DSC Security</b>								
a.	Intrusion products	<b>MSRP</b>	<b>62.5%</b>						
b.	Alarm communication products	<b>MSRP</b>	<b>62.5%</b>						
c.	Central station receiving products	<b>MSRP</b>	<b>62.5%</b>						
d.	Fire products	<b>MSRP</b>	<b>62.5%</b>						
e.	Software	<b>MSRP</b>	<b>62.5%</b>						
f.	CCTV products	<b>MSRP</b>	<b>62.5%</b>						
g.	Access control products	<b>MSRP</b>	<b>62.5%</b>						
h.	Balance of product line	<b>MSRP</b>	<b>62.5%</b>						
20.	<b>EMI</b>								
a.	All products	MSRP	40%						
21.	<b>EarthCam, Inc.</b>								
a.	Surveillance trailers								
b.	Balance of product line								
22.	<b>Eclipse Security</b>								
a.	Camera products								
23.	<b>Elk</b>								
a.	Battery product <b>(REJECT)</b>	MSRP	20%						
b.	Balance of product line <b>(REJECT)</b>	MSRP	39%						
24.	<b>ERICO International</b>								
a.	Caddy Fasteners								
25.	<b>Extreme CCTV</b>								
a.	Camera products <b>(REJECT)</b>	MSRP	44.4%						
26.	<b>Fargo</b>								
a.	Badge printers, printers, and laminators	<b>MSRP</b>	<b>38%</b>					MSRP	40%
b.	Balance of product line	<b>MSRP</b>	<b>38%</b>					MSRP	40%

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Accu-Tech Corporation		Anixter, Inc.		Comco		CSU, Inc., dba CSU Security Systems		EarthCam, Inc.	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
27.	<b>Firetide</b>										
a.	Wireless network products										
28.	<b>Fluke</b>			flukenetworks.com							
a.	Tools and testers	MSRP	10%	MSRP	0%						
29.	<b>GE Interlogix</b>			geseurity.com							
a.	Camera products	MSRP	10%	Dealer	18.1%						
b.	DVR Products	MSRP	10%	Dealer	18.1%						
c.	Detection alarm products	MSRP	10%	Dealer	18.1%						
d.	Monitor products	MSRP	10%	Dealer	18.1%						
e.	Balance of product line	MSRP	10%	Dealer	18.1%						
30.	<b>GRI</b>										
a.	Security contacts	MSRP	35%								
31.	<b>Garrett Metal Detectors</b>										
a.	Walk-through detectors										
b.	Hand-held dectectors										
c.	Ground search detectors										
32.	<b>Geutebruck Security, Inc.</b>										
a.	NVR, DVR, other recording equipment	MSRP	35%								
b.	Cameras	MSRP	35%								
33.	<b>HID</b>			hidglobal.com							
a.	iClass products	MSRP	42%	<b>MSRP</b>	<b>33%</b>						
b.	Prox products	MSRP	35%	<b>MSRP</b>	<b>33%</b>						
c.	Weigand products	MSRP	35%	<b>MSRP</b>	<b>33%</b>						
d.	Magnetic stripe products	MSRP	35%	<b>MSRP</b>	<b>33%</b>						
e.	Balance of product line	MSRP	35%	<b>MSRP</b>	<b>33%</b>						
34.	<b>Hautespot</b>										
a.	Wireless IP video networking equipment										

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		GSA Security, Inc.		Graybar Electric		IFSS (Integrated Fire & Security Solutions, Inc.)		Integrated Services Corporation	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
27.	<b>Firetide</b>					<b>firetide.com</b>		www.firetide.com	
a.	Wireless network products					<b>MSRP</b>	<b>18%</b>	MSRP	12%
28.	<b>Fluke</b>			<b>fluke.com</b>				www.fluke.com	
a.	Tools and testers			<b>MSRP</b>	<b>12.25%</b>			MSRP	6%
29.	<b>GE Interlogix</b>			<b>gesecurity.com</b>				www.gesecurity.com	
a.	Camera products			<b>Dealer</b>	<b>20.5%</b>			Dealer	15%
b.	DVR Products			<b>Dealer</b>	<b>20.5%</b>			Dealer	15%
c.	Detection alarm products			<b>Dealer</b>	<b>20.5%</b>			Dealer	15%
d.	Monitor products			<b>Dealer</b>	<b>20.5%</b>			Dealer	15%
e.	Balance of product line			<b>Dealer</b>	<b>20.5%</b>			Dealer	10%
30.	<b>GRI</b>			<b>grisk.com</b>				www.gri.com	
a.	Security contacts			<b>MSRP</b>	<b>26.5%</b>			Dealer	20%
31.	<b>Garrett Metal Detectors</b>			<b>garrett.com</b>				www.garrett.com	
a.	Walk-through detectors			<b>MSRP</b>	<b>33.10%</b>			Dealer	17%
b.	Hand-held dectectors			<b>MSRP</b>	<b>33.10%</b>			Dealer	17%
c.	Ground search detectors			<b>MSRP</b>	<b>33.10%</b>			Dealer	17%
32.	<b>Geutebruck Security, Inc.</b>					<b>geutebruck.com</b>			
a.	NVR, DVR, other recording equipment					MSRP	28%	MSRP	12%
b.	Cameras					MSRP	28%	MSRP	12%
33.	<b>HID</b>					<b>hidglobal.com</b>		www.hidglobal.com	
a.	iClass products					MSRP	28%	Dealer	12%
b.	Prox products					MSRP	28%	Dealer	12%
c.	Weigand products					MSRP	28%	Dealer	12%
d.	Magnetic stripe products					MSRP	28%	Dealer	12%
e.	Balance of product line					MSRP	28%	Dealer	12%
34.	<b>Hautespot</b>			<b>hautespot.net</b>					
a.	Wireless IP video networking equipment			<b>MSRP</b>	<b>33.7%</b>				

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Integrated Systems of Florida		IRIS Ltd, Inc.		Plastic Card Systems		Rexel, Inc.		Seabreeze Security	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
27.	<b>Firetide</b>										
a.	Wireless network products										
28.	<b>Fluke</b>										
a.	Tools and testers										
29.	<b>GE Interlogix</b>									www.gesecurity.com	
a.	Camera products	MSRP	42%							Dealer	12%
b.	DVR Products	MSRP	42%							Dealer	12%
c.	Detection alarm products	MSRP	42%							Dealer	12%
d.	Monitor products	MSRP	42%							Dealer	12%
e.	Balance of product line	MSRP	42%							Dealer	12%
30.	<b>GRI</b>									www.grisk.com	
a.	Security contacts									Dealer	12%
31.	<b>Garrett Metal Detectors</b>										
a.	Walk-through detectors										
b.	Hand-held dectectors										
c.	Ground search detectors										
32.	<b>Geutebruck Security, Inc.</b>										
a.	NVR, DVR, other recording equipment										
b.	Cameras										
33.	<b>HID</b>										
a.	iClass products					MSRP	17%				
b.	Prox products					MSRP	17%				
c.	Weigand products					MSRP	17%				
d.	Magnetic stripe products					MSRP	17%				
e.	Balance of product line					MSRP	17%				
34.	<b>Hautespot</b>										
a.	Wireless IP video networking equipment										

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Silmar Electronics, Inc.		Southern Lock & Supply		United Security Alliance, Inc.		Vision Database	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer	% Disc. Off:
27.	<b>Firetide</b>								
a.	Wireless network products	MSRP	11%						
28.	<b>Fluke</b>								
a.	Tools and testers								
29.	<b>GE Interlogix</b>								
a.	Camera products	Dealer	19%						
b.	DVR Products	Dealer	19%						
c.	Detection alarm products	Dealer	19%						
d.	Monitor products	Dealer	19%						
e.	Balance of product line	Dealer	19%						
30.	<b>GRI</b>								
a.	Security contacts	Dealer	28%						
31.	<b>Garrett Metal Detectors</b>								
a.	Walk-through detectors								
b.	Hand-held dectectors								
c.	Ground search detectors								
32.	<b>Geutebruck Security, Inc.</b>					<b>www.geutebruck.com</b>			
a.	NVR, DVR, other recording equipment	MSRP	44.3%			<b>MSRP</b>	<b>30%</b>		
b.	Cameras	MSRP	44.3%			<b>MSRP</b>	<b>30%</b>		
33.	<b>HID</b>								
a.	iClass products							MSRP	20%
b.	Prox products							MSRP	20%
c.	Weigand products							MSRP	20%
d.	Magnetic stripe products							MSRP	20%
e.	Balance of product line							MSRP	20%
34.	<b>Hautespot</b>								
a.	Wireless IP video networking equipment	MSRP	20%						

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Accu-Tech Corporation		Anixter, Inc.		Comco		CSU, Inc., dba CSU Security Systems		EarthCam, Inc.	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
35.	<b>Honeywell Power Products</b>										
a.	Power supplies										
b.	Transformers										
c.	Relays										
d.	Timers										
e.	Balance of product line										
36.	<b>Hysecurity</b>										
a.	Gate control products <b>(REJECT)</b>										
37.	<b>IEI International Electronics, Inc.</b>			ieib.com							
a.	Emerge system equipment			MSRP	0%						
b.	All products	MSRP	35%	MSRP	0%						
38.	<b>Ideal</b>			idealindustries.com							
a.	Tools and testers	MSRP	35%	MSRP	0%						
39.	<b>Infinova</b>			infinova.com							
a.	DVR products	MSRP	40%	MSRP	45%						
b.	Fiber transmitters/receivers/transceivers	MSRP	40%	MSRP	45%						
c.	Camera products	MSRP	40%	MSRP	45%						
d.	Balance of product line	MSRP	40%	MSRP	45%						
40.	<b>Ingersoll-Rand</b>										
a.	Biometric reader products										
b.	Electrical lock and hardware										
c.	Access control equipment										
d.	Balance of product line										

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		GSA Security, Inc.		Graybar Electric		IFSS (Integrated Fire & Security Solutions, Inc.)		Integrated Services Corporation	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
35.	<b>Honeywell Power Products</b>					honeywellpower.com		honeywellpower.com	
a.	Power supplies					MSRP	37%	Dealer	14%
b.	Transformers					MSRP	37%	Dealer	14%
c.	Relays					MSRP	37%	Dealer	14%
d.	Timers					MSRP	37%	Dealer	14%
e.	Balance of product line					MSRP	37%	Dealer	14%
36.	<b>Hysecurity</b>							hy-security.com	
a.	Gate control products <b>(REJECT)</b>							MSRP	12%
37.	<b>IEI International Electronics, Inc.</b>					ieib.com		www.ieib.com	
a.	Emerge system equipment							Dealer	19%
b.	All products					MSRP	33%	Dealer	19%
38.	<b>Ideal</b>			<b>idealindustries.com</b>					
a.	Tools and testers			<b>MSRP</b>	<b>15.2%</b>				
39.	<b>Infinova</b>			infinova.com		infinova.com		infinova.com	
a.	DVR products			MSRP	44.5%	MSRP	38%	Dealer	18%
b.	Fiber transmitters/receivers/transceivers			MSRP	44.5%	MSRP	38%	Dealer	18%
c.	Camera products			MSRP	44.5%	MSRP	38%	Dealer	18%
d.	Balance of product line			MSRP	44.5%	MSRP	38%	Dealer	18%
40.	<b>Ingersoll-Rand</b>			ingersollrand.com					
a.	Biometric reader products			MSRP	40.1%				
b.	Electrical lock and hardware			MSRP	40.1%				
c.	Access control equipment			MSRP	40.1%				
d.	Balance of product line			MSRP	40.1%				

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Integrated Systems of Florida		IRIS Ltd, Inc.		Plastic Card Systems		Rexel, Inc.		Seabreeze Security	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
35.	<b>Honeywell Power Products</b>										
a.	Power supplies										
b.	Transformers										
c.	Relays										
d.	Timers										
e.	Balance of product line										
36.	<b>Hysecurity</b>										
a.	Gate control products <b>(REJECT)</b>										
37.	<b>IEI International Electronics, Inc.</b>										
a.	Emerge system equipment										
b.	All products										
38.	<b>Ideal</b>							www.idealindustries.com			
a.	Tools and testers							Dealer	22%		
39.	<b>Infinova</b>										
a.	DVR products										
b.	Fiber transmitters/receivers/transceivers										
c.	Camera products										
d.	Balance of product line										
40.	<b>Ingersoll-Rand</b>										
a.	Biometric reader products										
b.	Electrical lock and hardware										
c.	Access control equipment										
d.	Balance of product line										

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Silmar Electronics, Inc.		Southern Lock & Supply		United Security Alliance, Inc.		Vision Database	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer	% Disc. Off:
35.	<b>Honeywell Power Products</b>								
a.	Power supplies	<b>MSRP</b>	<b>65%</b>						
b.	Transformers	<b>MSRP</b>	<b>65%</b>						
c.	Relays	<b>MSRP</b>	<b>65%</b>						
d.	Timers	<b>MSRP</b>	<b>65%</b>						
e.	Balance of product line	<b>MSRP</b>	<b>65%</b>						
36.	<b>Hysecurity</b>								
a.	Gate control products <b>(REJECT)</b>								
37.	<b>IEI International Electronics, Inc.</b>			www.ieib.com		www.ieib.com			
a.	Emerge system equipment	<b>MSRP</b>	<b>57.5%</b>	MSRP	55.18%	MSRP	55.5%		
b.	All products	<b>MSRP</b>	<b>57.5%</b>	MSRP	58.27%	MSRP	55.5%		
38.	<b>Ideal</b>								
a.	Tools and testers								
39.	<b>Infinova</b>								
a.	DVR products	<b>MSRP</b>	<b>55%</b>						
b.	Fiber transmitters/receivers/transceivers	<b>MSRP</b>	<b>55%</b>						
c.	Camera products	<b>MSRP</b>	<b>55%</b>						
d.	Balance of product line	<b>MSRP</b>	<b>55%</b>						
40.	<b>Ingersoll-Rand</b>								
a.	Biometric reader products			<b>MSRP</b>	<b>30% recognitionsystems.schlage.com</b>				
b.	Electrical lock and hardware			<b>MSRP</b>	<b>51.2% commercial.schlage.com/electronicsecurity.asp</b>				
c.	Access control equipment			<b>MSRP</b>	<b>45% commercial.schlage.com/electronicsecurity.asp</b>				
d.	Balance of product line			<b>MSRP</b>	<b>45% schlage.com</b>				

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Accu-Tech Corporation		Anixter, Inc.		Comco		CSU, Inc., dba CSU Security Systems		EarthCam, Inc.	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
41.	<b>JVC Professional</b>			pro.jvc.com							
a.	Camera products	MSRP	35%	MSRP	18%						
b.	Balance of product line	MSRP	35%	MSRP	18%						
42.	<b>Jupiter Systems</b>										
a.	Digital wall processors <b>(REJECT)</b>										
43.	<b>Meridian Technologies</b>			meridian-tech.com							
a.	Network and fiber equipment	MSRP	30%	MSRP	40.1%						
44.	<b>Middle Atlantic</b>			middleatlantic.com							
a.	Rack products	MSRP	44%	Dealer	5%						
b.	Rack accessories	MSRP	44%	Dealer	5%						
c.	LCD monitor mounting products	MSRP	44%	Dealer	5%						
45.	<b>Net Source</b>										
a.	Fiber jumpers/cable										
46.	<b>Netvision Mobile Surveillance Solutions</b>										
a.	All products <b>(REJECT)</b>										
47.	<b>Network Video Systems ( N.V.T.)</b>			nvt.com							
a.	Transmitter/receiver/transceiver products	MSRP	35%	MSRP	43.8%						
b.	Balance of product line	MSRP	35%	MSRP	43.8%						
48.	<b>Nuvico</b>			nuvico.com							
a.	Camera products			MSRP	5%						

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		GSA Security, Inc.		Graybar Electric		IFSS (Integrated Fire & Security Solutions, Inc.)		Integrated Services Corporation	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
41.	<b>JVC Professional</b>			pro.jvc.com		pro.jvc.com		pro.jvc.com	
a.	Camera products			MSRP	30.5%	MSRP	28%	Dealer	19%
b.	Balance of product line			MSRP	30.5%	MSRP	28%	Dealer	15%
42.	<b>Jupiter Systems</b>								
a.	Digital wall processors <b>(REJECT)</b>								
43.	<b>Meridian Technologies</b>			<b>meridian-tech.com</b>					
a.	Network and fiber equipment			<b>MSRP</b>	<b>46.5%</b>				
44.	<b>Middle Atlantic</b>			middleatlantic.com					
a.	Rack products			MSRP	40%			Dealer	13%
b.	Rack accessories			MSRP	40%			Dealer	13%
c.	LCD monitor mounting products			MSRP	40%			Dealer	13%
45.	<b>Net Source</b>			<b>netsource-inc.com</b>					
a.	Fiber jumpers/cable			<b>MSRP</b>	<b>30.2%</b>				
46.	<b>Netvision Mobile Surveillance Solutions</b>								
a.	All products <b>(REJECT)</b>								
47.	<b>Network Video Systems ( N.V.T.)</b>			nvt.com		axis.com			
a.	Transmitter/receiver/transceiver products			MSRP	44.25%	MSRP	20%	MSRP	8%
b.	Balance of product line			MSRP	44.25%	MSRP	20%	MSRP	8%
48.	<b>Nuvico</b>			<b>nuvico.com</b>				www.nuvico	
a.	Camera products			<b>MSRP</b>	<b>40%</b>			Dealer	8%

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Integrated Systems of Florida		IRIS Ltd, Inc.		Plastic Card Systems		Rexel, Inc.		Seabreeze Security	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
41.	<b>JVC Professional</b>									<b>www.jvc.com</b>	
a.	Camera products									<b>MSRP</b>	<b>40%</b>
b.	Balance of product line									<b>MSRP</b>	<b>40%</b>
42.	<b>Jupiter Systems</b>										
a.	Digital wall processors <b>(REJECT)</b>										
43.	<b>Meridian Technologies</b>										
a.	Network and fiber equipment										
44.	<b>Middle Atlantic</b>										
a.	Rack products	MSRP	20%								
b.	Rack accessories	MSRP	20%								
c.	LCD monitor mounting products	MSRP	20%								
45.	<b>Net Source</b>							www.netsource.com			
a.	Fiber jumpers/cable							Dealer	26%		
46.	<b>Netvision Mobile Surveillance Solutions</b>										
a.	All products <b>(REJECT)</b>										
47.	<b>Network Video Systems ( N.V.T.)</b>										
a.	Transmitter/receiver/transceiver products										
b.	Balance of product line										
48.	<b>Nuvico</b>										
a.	Camera products										

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Silmar Electronics, Inc.		Southern Lock & Supply		United Security Alliance, Inc.		Vision Database	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer	% Disc. Off:
41.	<b>JVC Professional</b>								
a.	Camera products	MSRP	28%						
b.	Balance of product line	MSRP	28%						
42.	<b>Jupiter Systems</b>								
a.	Digital wall processors <b>(REJECT)</b>								
43.	<b>Meridian Technologies</b>								
a.	Network and fiber equipment								
44.	<b>Middle Atlantic</b>								
a.	Rack products	<b>MSRP</b>	<b>53%</b>						
b.	Rack accessories	<b>MSRP</b>	<b>53%</b>						
c.	LCD monitor mounting products	<b>MSRP</b>	<b>53%</b>						
45.	<b>Net Source</b>								
a.	Fiber jumpers/cable								
46.	<b>Netvision Mobile Surveillance Solutions</b>								
a.	All products <b>(REJECT)</b>								
47.	<b>Network Video Systems ( N.V.T.)</b>								
a.	Transmitter/receiver/transceiver products	<b>MSRP</b>	<b>44.4%</b>						
b.	Balance of product line	<b>MSRP</b>	<b>44.4%</b>						
48.	<b>Nuvico</b>								
a.	Camera products								

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Accu-Tech Corporation		Anixter, Inc.		Comco		CSU, Inc., dba CSU Security Systems		EarthCam, Inc.	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
49.	<b>Orion Vision</b>			orionimages.com							
a.	Video displays	MSRP	23%	MSRP	28.1%						
b.	Monitors	MSRP	23%	MSRP	28.1%						
c.	Mounting equipment	MSRP	23%	MSRP	*call for \$						
50.	<b>Panasonic</b>										
a.	Camera products	MSRP	15%								
b.	DVR products	MSRP	15%								
c.	Housing and mounting products	MSRP	15%								
d.	Balance of product line	MSRP	15%								
51.	<b>Pelco</b>			pelco.com							
a.	Camera products	MSRP	39%	Dealer	18%						
b.	DVR products	MSRP	39%	Dealer	18%						
c.	Housing and mounting products	MSRP	39%	Dealer	18%						
d.	Monitor products	MSRP	39%	Dealer	18%						
e.	Balance of product line	MSRP	39%	Dealer	18%						
52.	<b>Protech Technologies, Inc.</b>										
a.	Outside motion detectors <b>(REJECT)</b>										
53.	<b>Quest</b>										
a.	All products										
54.	<b>RCI</b>			rutherford controls.com							
a.	All products			MSRP	0%						
55.	<b>RGB Spectrum</b>			rgb.com							
a.	Recording and streaming equipment <b>(REJECT)</b>			MSRP	0%						
b.	DVI matrix switching equipment <b>(REJECT)</b>			MSRP	0%						
c.	Video scan converters <b>(REJECT)</b>			MSRP	0%						
d.	Cables/accessories <b>(REJECT)</b>			MSRP	0%						

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		GSA Security, Inc.		Graybar Electric		IFSS (Integrated Fire & Security Solutions, Inc.)		Integrated Services Corporation	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
49.	<b>Orion Vision</b>			orionimages.com		orionimages.com		www.orion.com	
a.	Video displays			MSRP	27.65%	MSRP	28%	Dealer	10%
b.	Monitors			MSRP	28.3%	MSRP	28%	Dealer	10%
c.	Mounting equipment			MSRP	0%	MSRP	28%	Dealer	10%
50.	<b>Panasonic</b>			panasonic.com		panasonic.com		www.panasonic	
a.	Camera products					MSRP	11%	Dealer	10%
b.	DVR products					MSRP	11%	Dealer	10%
c.	Housing and mounting products					MSRP	11%	Dealer	10%
d.	Balance of product line					MSRP	11%	Dealer	10%
51.	<b>Pelco</b>			pelco.com		pelcoinc.com		www.pelco.com	
a.	Camera products			<b>MSRP</b>	<b>53.2%</b>	MSRP	40%	Dealer	18%
b.	DVR products			<b>MSRP</b>	<b>53.2%</b>	MSRP	40%	Dealer	18%
c.	Housing and mounting products			<b>MSRP</b>	<b>53.2%</b>	MSRP	40%	Dealer	18%
d.	Monitor products			<b>MSRP</b>	<b>53.2%</b>	MSRP	40%	Dealer	18%
e.	Balance of product line			<b>MSRP</b>	<b>53.2%</b>	MSRP	40%	Dealer	18%
52.	<b>Protech Technologies, Inc.</b>								
a.	Outside motion detectors <b>(REJECT)</b>								
53.	<b>Quest</b>			qtinet.com					
a.	All products			<b>MSRP</b>	<b>52.2%</b>				
54.	<b>RCI</b>			rutherford controls.com					
a.	All products			MSRP	53.25%				
55.	<b>RGB Spectrum</b>								
a.	Recording and streaming equipment <b>(REJECT)</b>								
b.	DVI matrix switching equipment <b>(REJECT)</b>								
c.	Video scan converters <b>(REJECT)</b>								
d.	Cables/accessories <b>(REJECT)</b>								

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Integrated Systems of Florida		IRIS Ltd, Inc.		Plastic Card Systems		Rexel, Inc.		Seabreeze Security	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
49.	<b>Orion Vision</b>									<b>www.orionimages.com</b>	
a.	Video displays									<b>MSRP</b>	<b>37%</b>
b.	Monitors									<b>MSRP</b>	<b>37%</b>
c.	Mounting equipment									<b>MSRP</b>	<b>37%</b>
50.	<b>Panasonic</b>										
a.	Camera products										
b.	DVR products										
c.	Housing and mounting products										
d.	Balance of product line										
51.	<b>Pelco</b>									<b>www.pelco.com</b>	
a.	Camera products	MSRP	38%							MSRP	45%
b.	DVR products	MSRP	38%							MSRP	45%
c.	Housing and mounting products	MSRP	38%							MSRP	45%
d.	Monitor products	MSRP	38%							MSRP	45%
e.	Balance of product line	MSRP	38%							MSRP	45%
52.	<b>Protech Technologies, Inc.</b>										
a.	Outside motion detectors <b>(REJECT)</b>										
53.	<b>Quest</b>										
a.	All products										
54.	<b>RCI</b>									<b>www.rutherfordcontrols.com</b>	
a.	All products									MSRP	56%
55.	<b>RGB Spectrum</b>										
a.	Recording and streaming equipment <b>(REJECT)</b>										
b.	DVI matrix switching equipment <b>(REJECT)</b>										
c.	Video scan converters <b>(REJECT)</b>										
d.	Cables/accessories <b>(REJECT)</b>										

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Silmar Electronics, Inc.		Southern Lock & Supply		United Security Alliance, Inc.		Vision Database	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer	% Disc. Off:
49.	<b>Orion Vision</b>					www.orionimages.com			
a.	Video displays					MSRP	32.5%		
b.	Monitors					MSRP	32.5%		
c.	Mounting equipment					MSRP	32.5%		
50.	<b>Panasonic</b>								
a.	Camera products	<b>MSRP</b>	<b>38%</b>						
b.	DVR products	<b>MSRP</b>	<b>38%</b>						
c.	Housing and mounting products	<b>MSRP</b>	<b>38%</b>						
d.	Balance of product line	<b>MSRP</b>	<b>38%</b>						
51.	<b>Pelco</b>								
a.	Camera products	Dealer	17.5%						
b.	DVR products	Dealer	17.5%						
c.	Housing and mounting products	Dealer	17.5%						
d.	Monitor products	Dealer	17.5%						
e.	Balance of product line	Dealer	17.5%						
52.	<b>Protech Technologies, Inc.</b>								
a.	Outside motion detectors <b>(REJECT)</b>								
53.	<b>Quest</b>								
a.	All products								
54.	<b>RCI</b>			www.rutherfordcontrols.com					
a.	All products	MSRP	53%	<b>MSRP</b>	<b>56.3%</b>				
55.	<b>RGB Spectrum</b>								
a.	Recording and streaming equipment <b>(REJECT)</b>								
b.	DVI matrix switching equipment <b>(REJECT)</b>								
c.	Video scan converters <b>(REJECT)</b>								
d.	Cables/accessories <b>(REJECT)</b>								

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Accu-Tech Corporation		Anixter, Inc.		Comco		CSU, Inc., dba CSU Security Systems		EarthCam, Inc.	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
56.	<b>Rath Emergency Communications</b>										
a.	All products <b>(REJECT)</b>										
57.	<b>Safety Technology International, Inc. (STI)</b>										
a.	All products										
58.	<b>Samsung GVI</b>			samsung-security.com							
a.	Monitor products	MSRP	40%	MSRP	49%						
b.	Camera products	MSRP	40%	MSRP	49%						
c.	DVR products	MSRP	40%	MSRP	49%						
d.	Balance of product line	MSRP	40%	MSRP	49%						
59.	<b>Securitron</b>			securitron.com							
a.	All products	MSRP	45%	MSRP	52.3%						
60.	<b>Sentry 360 Security</b>			sentry360.com							
a.	Fullsight IP camera			MSRP	0%						
b.	Balance of product line			MSRP	0%						
61.	<b>Silent Knight</b>										
a.	Fire alarm products										
b.	Digital receiver products										
c.	Telephone entry system products										
d.	Balance of product line										
62.	<b>Sony</b>			sony.com							
a.	Camera products	MSRP	35%	MSRP	21.4%						
b.	Monitor products	MSRP	35%	MSRP	21.4%						
c.	Balance of product line	MSRP	35%	MSRP	21.4%						
63.	<b>Talk-A-Phone Co.</b>			talkaphone.com							
a.	All products	MSRP	25%	MSRP	31.1%						
64.	<b>Tamron</b>			tamron.com							
a.	Security cameras	MSRP	40%	MSRP	44.4%						

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		GSA Security, Inc.		Graybar Electric		IFSS (Integrated Fire & Security Solutions, Inc.)		Integrated Services Corporation	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
56.	<b>Rath Emergency Communications</b>								
a.	All products <b>(REJECT)</b>								
57.	<b>Safety Technology International, Inc. (STI)</b>			sti-usa.com					
a.	All products			MSRP	40.5%				
58.	<b>Samsung GVI</b>			samsung-security.com		samsung-security.com		www.samsunggvi.com	
a.	Monitor products			<b>MSRP</b>	<b>50.25%</b>	MSRP	37%	MSRP	12%
b.	Camera products			<b>MSRP</b>	<b>50.25%</b>	MSRP	37%	MSRP	12%
c.	DVR products			<b>MSRP</b>	<b>50.25%</b>	MSRP	37%	MSRP	12%
d.	Balance of product line			<b>MSRP</b>	<b>50.25%</b>	MSRP	37%	MSRP	12%
59.	<b>Securitron</b>			securitron.com		securitron.com		www.securitron	
a.	All products			MSRP	38.5%	MSRP	38%	Dealer	18%
60.	<b>Sentry 360 Security</b>			sentry360.com				www.sentry360	
a.	Fullsight IP camera			MSRP	27.5%			Dealer	8%
b.	Balance of product line			MSRP	27.5%			Dealer	8%
61.	<b>Silent Knight</b>							silentknight.com	
a.	Fire alarm products							MSRP	12%
b.	Digital receiver products							MSRP	12%
c.	Telephone entry system products							MSRP	12%
d.	Balance of product line							MSRP	12%
62.	<b>Sony</b>					prosony.com		sony.com/security	
a.	Camera products					MSRP	10%	Dealer	8%
b.	Monitor products					MSRP	10%	Dealer	8%
c.	Balance of product line					MSRP	10%	Dealer	8%
63.	<b>Talk-A-Phone Co.</b>			talkaphone.com		talkaphone.com		talkaphone.com	
a.	All products			<b>MSRP</b>	<b>37.1%</b>	MSRP	23%	Dealer	2%
64.	<b>Tamron</b>			tamron.com				www.tamron	
a.	Security cameras			<b>MSRP</b>	<b>55.1%</b>			Dealer	12%

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Integrated Systems of Florida		IRIS Ltd, Inc.		Plastic Card Systems		Rexel, Inc.		Seabreeze Security	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
56.	<b>Rath Emergency Communications</b>										
a.	All products <b>(REJECT)</b>										
57.	<b>Safety Technology International, Inc. (STI)</b>									www.sti-usa.com	
a.	All products									MSRP	48%
58.	<b>Samsung GVI</b>									www.gviss.com	
a.	Monitor products									MSRP	46%
b.	Camera products									MSRP	46%
c.	DVR products									MSRP	46%
d.	Balance of product line									MSRP	46%
59.	<b>Securitron</b>										
a.	All products										
60.	<b>Sentry 360 Security</b>										
a.	Fullsight IP camera										
b.	Balance of product line										
61.	<b>Silent Knight</b>									www.silentknight.com	
a.	Fire alarm products	MSRP	32%							MSRP	43%
b.	Digital receiver products	MSRP	32%							MSRP	43%
c.	Telephone entry system products	MSRP	32%							MSRP	43%
d.	Balance of product line	MSRP	32%							MSRP	43%
62.	<b>Sony</b>							www.sony/security.com			
a.	Camera products							MSRP	27.5%		
b.	Monitor products							MSRP	27.5%		
c.	Balance of product line							MSRP	27.5%		
63.	<b>Talk-A-Phone Co.</b>										
a.	All products	MSRP	22%								
64.	<b>Tamron</b>										
a.	Security cameras										

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Silmar Electronics, Inc.		Southern Lock & Supply		United Security Alliance, Inc.		Vision Database	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer	% Disc. Off:
56.	<b>Rath Emergency Communications</b>								
a.	All products <b>(REJECT)</b>								
57.	<b>Safety Technology International, Inc. (STI)</b>								
a.	All products	<b>MSRP</b>	<b>50%</b>						
58.	<b>Samsung GVI</b>								
a.	Monitor products	MSRP	50%						
b.	Camera products	MSRP	50%						
c.	DVR products	MSRP	50%						
d.	Balance of product line	MSRP	50%						
59.	<b>Securitron</b>			<b>www.securitron.com</b>					
a.	All products	MSRP	50%	<b>MSRP</b>	<b>55.27%</b>				
60.	<b>Sentry 360 Security</b>								
a.	Fullsight IP camera	<b>Dealer</b>	<b>11%</b>			MSRP	35%		
b.	Balance of product line	<b>Dealer</b>	<b>11%</b>			MSRP	35%		
61.	<b>Silent Knight</b>								
a.	Fire alarm products	<b>MSRP</b>	<b>47.5%</b>						
b.	Digital receiver products	<b>MSRP</b>	<b>47.5%</b>						
c.	Telephone entry system products	<b>MSRP</b>	<b>47.5%</b>						
d.	Balance of product line	<b>MSRP</b>	<b>47.5%</b>						
62.	<b>Sony</b>					<b>www.bssc.sel.sony.com</b>			
a.	Camera products	Dealer	10%			<b>MSRP</b>	<b>25%</b>		
b.	Monitor products	Dealer	10%			<b>MSRP</b>	<b>25%</b>		
c.	Balance of product line	Dealer	10%			<b>MSRP</b>	<b>25%</b>		
63.	<b>Talk-A-Phone Co.</b>								
a.	All products								
64.	<b>Tamron</b>								
a.	Security cameras					MSRP	45%		

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Accu-Tech Corporation		Anixter, Inc.		Comco		CSU, Inc., dba CSU Security Systems		EarthCam, Inc.	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
65.	<b>Tatung</b>			tatungusa.com							
a.	Plasma monitor products	MSRP	27%	MSRP	30%						
b.	LCD monitor products	MSRP	27%	MSRP	30%						
c.	Balance of product line	MSRP	27%	MSRP	30%						
66.	<b>Texas Instrument</b>										
a.	Card Transponder products <b>(REJECT)</b>										
67.	<b>Tripp Lite</b>			tripplite.com							
a.	UPS systems	MSRP	15%	MSRP	10%						
b.	Surge suppressors	MSRP	15%	MSRP	10%						
c.	Power strips	MSRP	15%	MSRP	10%						
d.	KVMs	MSRP	15%	MSRP	10%						
e.	Racks	MSRP	15%	MSRP	10%						
f.	Replacement batteries	MSRP	15%	MSRP	10%						
g.	Balance of product line	MSRP	15%	MSRP	10%						
68.	<b>Ultrak</b>										
a.	Camera products										
b.	Monitor products <b>(REJECT)</b>										
c.	Housing and mounting products										
d.	Balance of product line										
69.	<b>Videolarm</b>			videolarm.com							
a.	Camera products	MSRP	50%	MSRP	57.7%						
b.	Housing and mounting products	MSRP	50%	MSRP	57.7%						
c.	Balance of product line	MSRP	50%	MSRP	57.7%						
70.	<b>Viking</b>			viking electronics.com							
a.	Product line			MSRP	10.1%						
71.	<b>Vision Database Systems</b>										
a.	ID badge/tracking software										
b.	Handheld tracking system										
c.	Balance of product line - related equipment and software										

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		GSA Security, Inc.		Graybar Electric		IFSS (Integrated Fire & Security Solutions, Inc.)		Integrated Services Corporation	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
65.	<b>Tatung</b>			<b>tatungusa.com</b>				tatungusa.com	
a.	Plasma monitor products							Dealer	16%
b.	LCD monitor products			<b>MSRP</b>	<b>36.2%</b>			Dealer	16%
c.	Balance of product line			<b>MSRP</b>	<b>36.2%</b>			Dealer	16%
66.	<b>Texas Instrument</b>								
a.	Card Transponder products <b>(REJECT)</b>								
67.	<b>Tripp Lite</b>			<b>tripplite.com</b>					
a.	UPS systems			<b>MSRP</b>	<b>20.2%</b>			Dealer	8%
b.	Surge suppressors			<b>MSRP</b>	<b>20.2%</b>			Dealer	8%
c.	Power strips			<b>MSRP</b>	<b>20.2%</b>			Dealer	8%
d.	KVMs			<b>MSRP</b>	<b>20.2%</b>			Dealer	8%
e.	Racks			<b>MSRP</b>	<b>20.2%</b>			Dealer	8%
f.	Replacement batteries			<b>MSRP</b>	<b>20.2%</b>			Dealer	8%
g.	Balance of product line			<b>MSRP</b>	<b>20.2%</b>			Dealer	8%
68.	<b>Ultrak</b>								
a.	Camera products								
b.	Monitor products <b>(REJECT)</b>								
c.	Housing and mounting products								
d.	Balance of product line								
69.	<b>Videolarm</b>			videolarm.com		videolarm.com		videolarm.com	
a.	Camera products			MSRP	58.25%	MSRP	37%	Dealer	18%
b.	Housing and mounting products			MSRP	58.25%	MSRP	37%	Dealer	18%
c.	Balance of product line			MSRP	58.25%	MSRP	37%	Dealer	18%
70.	<b>Viking</b>			<b>vikingelectronics.com</b>					
a.	Product line			<b>MSRP</b>	<b>46.25%</b>				
71.	<b>Vision Database Systems</b>								
a.	ID badge/tracking software								
b.	Handheld tracking system								
c.	Balance of product line - related equipment and software								

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Integrated Systems of Florida		IRIS Ltd, Inc.		Plastic Card Systems		Rexel, Inc.		Seabreeze Security	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
65.	<b>Tatung</b>									www.tatungusa.com	
a.	Plasma monitor products									MSRP	31%
b.	LCD monitor products									MSRP	31%
c.	Balance of product line									MSRP	31%
66.	<b>Texas Instrument</b>										
a.	Card Transponder products <b>(REJECT)</b>										
67.	<b>Tripp Lite</b>							www.tripplite.com			
a.	UPS systems							MSRP	20%		
b.	Surge suppressors							MSRP	20%		
c.	Power strips							MSRP	20%		
d.	KVMs							MSRP	20%		
e.	Racks							MSRP	20%		
f.	Replacement batteries							MSRP	20%		
g.	Balance of product line							MSRP	20%		
68.	<b>Ultrak</b>										
a.	Camera products										
b.	Monitor products <b>(REJECT)</b>										
c.	Housing and mounting products										
d.	Balance of product line										
69.	<b>Videolarm</b>									www.videolarm.com	
a.	Camera products									MSRP	52%
b.	Housing and mounting products									MSRP	52%
c.	Balance of product line									MSRP	52%
70.	<b>Viking</b>										
a.	Product line										
71.	<b>Vision Database Systems</b>										
a.	ID badge/tracking software										
b.	Handheld tracking system										
c.	Balance of product line - related equipment and software										

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Silmar Electronics, Inc.		Southern Lock & Supply		United Security Alliance, Inc.		Vision Database	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer	% Disc. Off:
65.	<b>Tatung</b>								
a.	Plasma monitor products								
b.	LCD monitor products								
c.	Balance of product line								
66.	<b>Texas Instrument</b>								
a.	Card Transponder products <b>(REJECT)</b>								
67.	<b>Tripp Lite</b>								
a.	UPS systems								
b.	Surge suppressors								
c.	Power strips								
d.	KVMs								
e.	Racks								
f.	Replacement batteries								
g.	Balance of product line								
68.	<b>Ultrak</b>								
a.	Camera products								
b.	Monitor products <b>(REJECT)</b>								
c.	Housing and mounting products								
d.	Balance of product line								
69.	<b>Videolarm</b>								
a.	Camera products	<b>MSRP</b>	<b>59%</b>						
b.	Housing and mounting products	<b>MSRP</b>	<b>59%</b>						
c.	Balance of product line	<b>MSRP</b>	<b>59%</b>						
70.	<b>Viking</b>								
a.	Product line								
71.	<b>Vision Database Systems</b>							<b>See price list</b>	
a.	ID badge/tracking software							<b>MSRP</b>	<b>15%</b>
b.	Handheld tracking system							<b>MSRP</b>	<b>15%</b>
c.	Balance of product line - related equipment and software							<b>MSRP</b>	<b>15%</b>

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Accu-Tech Corporation		Anixter, Inc.		Comco		CSU, Inc., dba CSU Security Systems		EarthCam, Inc.	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
72.	<b>VMP</b>			videomount.com							
a.	Monitor products	MSRP	40%	MSRP	23.2%						
b.	Housing and mounting products	MSRP	40%	MSRP	23.2%						
c.	Balance of product line	MSRP	40%	MSRP	23.2%						

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		GSA Security, Inc.		Graybar Electric		IFSS (Integrated Fire & Security Solutions, Inc.)		Integrated Services Corporation	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
72.	<b>VMP</b>			<b>videomount.com</b>					
a.	Monitor products			<b>MSRP</b>	<b>58.1%</b>				
b.	Housing and mounting products			<b>MSRP</b>	<b>58.1%</b>				
c.	Balance of product line			<b>MSRP</b>	<b>58.1%</b>				

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		Integrated Systems of Florida		IRIS Ltd, Inc.		Plastic Card Systems		Rexel, Inc.		Seabreeze Security	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:
72.	<b>VMP</b>									www.videomount.com	
a.	Monitor products									MSRP	56%
b.	Housing and mounting products									MSRP	56%
c.	Balance of product line									MSRP	56%

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables - Bid #0599

Opened on April 14, 2010 at 2:00 p.m.

MANUFACTURERS:		<b>Silmar Electronics, Inc.</b>		<b>Southern Lock &amp; Supply</b>		<b>United Security Alliance, Inc.</b>		<b>Vision Database</b>	
Item #	Description	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer Price	% Disc. Off:	MSRP or Dealer	% Disc. Off:
72.	<b>VMP</b>								
a.	Monitor products	MSRP	55%						
b.	Housing and mounting products	MSRP	55%						
c.	Balance of product line	MSRP	55%						

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables-Bid #0599

Opened April 14, 2010 at 2:00 p.m.

CONSUMABLE PRODUCTS:			Accu-Tech Corporation	Anixter, Inc.	Comco	CSU, Inc., dba CSU Security Systems	EarthCam, Inc.
Item	Description	Quantity	Unit (each) Price	Unit (each) Price	Unit (each) Price	Unit (each) Price	Unit (each) Price
73.	RFID Card Transponder - Texas Instruments #RI-TRP-W4FF (Read/Write) printed and hole punched per sample below, and sequentially numbered. Numbering shall be supplied by SBSC at time of order.						
a.		1 - 500					
b.		501 - 1,000					
c.		1,001 - 2,500					
d.		2,501 - 5,000					
e.		5,001 - 7,500					
f.		7,501 - 10,000					
g.		10,001 - 15,000					
h.		15,001 - 20,000					
i.		20,001 - 25,000					
j.		25,001 - 30,000					
k.		30,001 - 35,000					
l.		35,001 - 40,000					
m.		40,000 +					
Item	Description	Quantity	Price 500/box	Price 500/box	Price 500/box	Price 500/box	Price 500/box
74.	Blank white plastic 30 mil ID cards (packaged 500/box) Approximate size: 2 1/8" x 3 1/4"						
a.		1 box					
b.		2 -3 boxes					
c.		4 - 5 boxes					
d.		6 - 7 boxes					
e.		8 - 9 boxes					
f.		10 - 11 boxes					
g.		12 - 13 boxes					
h.		14 - 15 boxes					
i.		16-17 boxes					
j.		18-19 boxes					
k.		20+ boxes					

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables-Bid #0599

Opened April 14, 2010 at 2:00 p.m.

CONSUMABLE PRODUCTS:			GSA Security, Inc.	Graybar Electric	IFSS (Integrated Fire & Security Solutions, Inc.)	Integrated Services Corporation
Item	Description	Quantity	Unit (each) Price	Unit (each) Price	Unit (each) Price	Unit (each) Price
73.	RFID Card Transponder - Texas Instruments #RI-TRP-W4FF (Read/Write) printed and hole punched per sample below, and sequentially numbered. Numbering shall be supplied by SBSC at time of order.					
a.		1 - 500				
b.		501 - 1,000				
c.		1,001 - 2,500				
d.		2,501 - 5,000				
e.		5,001 - 7,500				
f.		7,501 - 10,000				
g.		10,001 - 15,000				
h.		15,001 - 20,000				
i.		20,001 - 25,000				
j.		25,001 - 30,000				
k.		30,001 - 35,000				
l.		35,001 - 40,000				
m.		40,000 +				
Item	Description	Quantity	Price 500/box	Price 500/box	Price 500/box	Price 500/box
74.	Blank white plastic 30 mil ID cards (packaged 500/box) Approximate size: 2 1/8" x 3 1/4"					
a.		1 box				
b.		2 -3 boxes				
c.		4 - 5 boxes				
d.		6 - 7 boxes				
e.		8 - 9 boxes				
f.		10 - 11 boxes				
g.		12 - 13 boxes				
h.		14 - 15 boxes				
i.		16-17 boxes				
j.		18-19 boxes				
k.		20+ boxes				

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables-Bid #0599

Opened April 14, 2010 at 2:00 p.m.

CONSUMABLE PRODUCTS:			Integrated Systems of Florida	<b>IRIS Ltd, Inc.</b>	Plastic Card Systems	Rexel, Inc.
Item	Description	Quantity	Unit (each) Price	Unit (each) Price	Unit (each) Price	Unit (each) Price
73.	RFID Card Transponder - Texas Instruments #RI-TRP-W4FF (Read/Write) printed and hole punched per sample below, and sequentially numbered. Numbering shall be supplied by SBSC at time of order.					
a.		1 - 500				
b.		501 - 1,000				
c.		1,001 - 2,500				
d.		2,501 - 5,000				
e.		5,001 - 7,500				
f.		7,501 - 10,000				
g.		10,001 - 15,000				
h.		15,001 - 20,000				
i.		20,001 - 25,000				
j.		25,001 - 30,000				
k.		30,001 - 35,000				
l.		35,001 - 40,000				
m.		40,000 +				
Item	Description	Quantity	Price 500/box	Price 500/box	Price 500/box	Price 500/box
74.	Blank white plastic 30 mil ID cards (packaged 500/box) Approximate size: 2 1/8" x 3 1/4"					
a.		1 box		\$35.10	\$45.00	
b.		2 -3 boxes		\$35.10	\$45.00	
c.		4 - 5 boxes		\$35.10	\$45.00	
d.		6 - 7 boxes		\$35.10	\$44.00	
e.		8 - 9 boxes		\$35.10	\$44.00	
f.		10 - 11 boxes		\$35.10	\$44.00	
g.		12 - 13 boxes		\$35.10	\$43.00	
h.		14 - 15 boxes		\$35.10	\$43.00	
i.		16-17 boxes		\$35.10	\$43.00	
j.		18-19 boxes		\$35.10	\$42.00	
k.		20+ boxes		\$35.10	\$42.00	

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables-Bid #0599

Opened April 14, 2010 at 2:00 p.m.

CONSUMABLE PRODUCTS:			Seabreeze Security	Silmar Electronics, Inc.	Southern Lock & Supply	United Security Alliance, Inc.	Vision Database Systems
Item	Description	Quantity	Unit (each) Price	Unit (each) Price	Unit (each) Price	Unit (each) Price	Unit (each) Price
73.	RFID Card Transponder - Texas Instruments #RI-TRP-W4FF (Read/Write) printed and hole punched per sample below, and sequentially numbered. Numbering shall be supplied by SBSC at time of order.						
a.		1 - 500					
b.		501 - 1,000					
c.		1,001 - 2,500					
d.		2,501 - 5,000					
e.		5,001 - 7,500					
f.		7,501 - 10,000					
g.		10,001 - 15,000					
h.		15,001 - 20,000					
i.		20,001 - 25,000					
j.		25,001 - 30,000					
k.		30,001 - 35,000					
l.		35,001 - 40,000					
m.		40,000 +					
Item	Description	Quantity	Price 500/box	Price 500/box	Price 500/box	Price 500/box	Price 500/box
74.	Blank white plastic 30 mil ID cards (packaged 500/box) Approximate size: 2 1/8" x 3 1/4"						
a.		1 box					<b>\$40.00</b>
b.		2 -3 boxes					<b>\$39.00</b>
c.		4 - 5 boxes					<b>\$38.00</b>
d.		6 - 7 boxes					<b>\$37.00</b>
e.		8 - 9 boxes					<b>\$36.00</b>
f.		10 - 11 boxes					<b>\$35.00</b>
g.		12 - 13 boxes					<b>\$34.00</b>
h.		14 - 15 boxes					<b>\$33.00</b>
i.		16-17 boxes					<b>\$32.00</b>
j.		18-19 boxes					<b>\$31.00</b>
k.		20+ boxes					<b>\$30.00</b>

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables-Bid #0599

Opened April 14, 2010 at 2:00 p.m.

CONSUMABLE PRODUCTS:		Accu-Tech Corporation	<b>Anixter, Inc.</b>	<b>Comco</b>	CSU, Inc., dba CSU Security Systems	<b>EarthCam, Inc.</b>
75.	ID badge strap clips - 2 3/4" clips, clear plastic	Quantity	Unit (each) Price	Unit (each) Price	Unit (each) Price	Unit (each) Price
a.		1 - 100				
b.		101 - 250				
c.		251 - 500				
d.		501 - 750				
e.		751 - 1,000				
f.		1,001 - 2,500				
g.		2,501 - 5,000				
h.		5,001 - 7,500				
i.		7,501 - 10,000				
j.		10,001 +				

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables-Bid #0599

Opened April 14, 2010 at 2:00 p.m.

CONSUMABLE PRODUCTS:			<b>GSA Security, Inc.</b>	<b>Graybar Electric</b>	<b>IFSS (Integrated Fire &amp; Security Solutions, Inc.)</b>	<b>Integrated Services Corporation</b>
75.	ID badge strap clips - 2 3/4" clips, clear plastic	Quantity	Unit (each) Price	Unit (each) Price	Unit (each) Price	Unit (each) Price
a.		1 - 100				
b.		101 - 250				
c.		251 - 500				
d.		501 - 750				
e.		751 - 1,000				
f.		1,001 - 2,500				
g.		2,501 - 5,000				
h.		5,001 - 7,500				
i.		7,501 - 10,000				
j.		10,001 +				

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables-Bid #0599

Opened April 14, 2010 at 2:00 p.m.

CONSUMABLE PRODUCTS:			Integrated Systems of Florida	<b>IRIS Ltd, Inc.</b>	Plastic Card Systems	Rexel, Inc.
75.	ID badge strap clips - 2 3/4" clips, clear plastic	Quantity	Unit (each) Price	<b>Unit (each) Price</b>	Unit (each) Price	Unit (each) Price
a.		1 - 100		<b>\$0.06</b>	\$0.20	
b.		101 - 250		<b>\$0.06</b>	\$0.20	
c.		251 - 500		<b>\$0.06</b>	\$0.20	
d.		501 - 750		<b>\$0.06</b>	\$0.17	
e.		751 - 1,000		<b>\$0.06</b>	\$0.17	
f.		1,001 - 2,500		<b>\$0.06</b>	\$0.17	
g.		2,501 - 5,000		<b>\$0.06</b>	\$0.17	
h.		5,001 - 7,500		<b>\$0.06</b>	\$0.15	
i.		7,501 - 10,000		<b>\$0.06</b>	\$0.15	
j.		10,001 +		<b>\$0.06</b>	\$0.15	

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables-Bid #0599

Opened April 14, 2010 at 2:00 p.m.

CONSUMABLE PRODUCTS:			<b>Seabreeze Security</b>	<b>Silmar Electronics, Inc.</b>	<b>Southern Lock &amp; Supply</b>	<b>United Security Alliance, Inc.</b>	<b>Vision Database Systems</b>
75.	ID badge strap clips - 2 3/4" clips, clear plastic	Quantity	Unit (each) Price	Unit (each) Price	Unit (each) Price	Unit (each) Price	Unit (each) Price
a.		1 - 100					\$0.19
b.		101 - 250					\$0.18
c.		251 - 500					\$0.17
d.		501 - 750					\$0.16
e.		751 - 1,000					\$0.15
f.		1,001 - 2,500					\$0.14
g.		2,501 - 5,000					\$0.13
h.		5,001 - 7,500					\$0.12
i.		7,501 - 10,000					\$0.11
j.		10,001 +					\$0.10

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables-Bid #0599

Opened April, 14, 2010 at 2:00 p.m.

SERVICE:	Accu-Tech Corporation	Anixter, Inc.	Comco
The bidder proposes and agrees to provide all labor, materials, supervision, equipment, tools, travel, and fuel, etc., to perform the service required in accordance with the bid documents for the following prices:			
CHARGES - Include travel time & consumable supplies in hourly rate. Consumable supplies are sundries used to complete job i.e., tape, wire ties, nuts, bolts, etc.			
76. New Installation Security Projects			
Standard working hours (Monday through Friday, 7:00 a.m. - 5:00 p.m.); Hourly rate			<b>\$35.00</b>
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			<b>\$52.50</b>
77. Repair of Security Systems			
Standard working hours (Monday through Friday, 7:00 a.m. - 5:00 p.m.); Hourly rate			<b>\$40.00</b>
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			<b>\$60.00</b>
INCIDENTAL PARTS - These are components of a unit required to complete a job that are not listed on pricing requested for Manufacturer MSRP or Dealer Price List bid form for items 1-72. (For service, items 1-72 will be provided by SBSC from awarded vendors).			
78. Incidental parts to be billed at net cost, plus percentage mark-up. (No mark-up of sales tax allowed). A copy of the itemized parts invoice from the supplier must be included with all billings to the SBSC for incidental parts.			10%
Notes			
Contact	Michael Garetano	<b>James R.Combs</b>	<b>Michael C. Bugner</b>
Address	9220 Palm River Road, Suite 103	<b>7550 Brokerage Drive</b>	<b>6275 46th Street North</b>
	Tampa, FL 33619	<b>Orlando, FL 32809</b>	<b>Pinellas Park, FL 33781</b>
Telephone	813-664-1919, X121	<b>800-346-3069</b>	<b>727-522-3477</b>
Fax	813-664-1434	<b>407-240-1755</b>	<b>727-522-3573</b>
Federal I.D.		<b>362361285</b>	<b>593154487</b>
E-Mail	michael.garetano@accu-tech.com	<b>jim.combs@anixter.com</b> <b>jamie.ball@anixter.com</b>	<b>mike@comcoinc.net</b>

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables-Bid #0599

Opened April, 14, 2010 at 2:00 p.m.

SERVICE:	CSU, Inc., dba CSU Security Systems	EarthCam, Inc.	GSA Security, Inc.
The bidder proposes and agrees to provide all labor, materials, supervision, equipment, tools, travel, and fuel, etc., to perform the service required in accordance with the bid documents for the following prices:			
CHARGES - Include travel time & consumable supplies in hourly rate. Consumable supplies are sundries used to complete job i.e., tape, wire ties, nuts, bolts, etc.			
76. New Installation Security Projects			
Standard working hours (Monday through Friday, 7:00 a.m. - 5:00 p.m.); Hourly rate	\$64.00		<b>\$35.75</b>
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	\$96.00		<b>\$54.25</b>
77. Repair of Security Systems			
Standard working hours (Monday through Friday, 7:00 a.m. - 5:00 p.m.); Hourly rate	\$64.00		<b>\$35.75</b>
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	\$96.00		<b>\$54.25</b>
INCIDENTAL PARTS - These are components of a unit required to complete a job that are not listed on pricing requested for Manufacturer MSRP or Dealer Price List bid form for items 1-72. (For service, items 1-72 will be provided by SBSC from awarded vendors).			
78. Incidental parts to be billed at net cost, plus percentage mark-up. (No mark-up of sales tax allowed). A copy of the itemized parts invoice from the supplier must be included with all billings to the SBSC for incidental parts.	5%	15%	12%
Notes			
Contact	Michael G. O'Keefe	<b>Joseph Nizza</b>	<b>Matt Wurthner</b>
Address	3203 Elmer Street	<b>84 Kennedy Street</b>	<b>17838 North US Highway 41</b>
	Sarasota, FL 34231	<b>Hackensack, NJ 07601</b>	<b>Lutz, FL 33549</b>
Telephone	941-378-2020	<b>201-488-1111</b>	<b>813-569-1000</b>
Fax	941-921-0586	<b>201-488-1119</b>	<b>813-985-2617</b>
Federal I.D.	592495608	<b>522152253</b>	<b>202553468</b>
E-Mail	mokeefe@csusecurity.com	<b>joe@earthcam.com</b>	<b>mwurthne@gsasecurityinc.com</b>

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables-Bid #0599

Opened April, 14, 2010 at 2:00 p.m.

SERVICE:		Graybar Electric	IFSS (Integrated Fire & Security Solutions, Inc.)	Integrated Services Corporation
The bidder proposes and agrees to provide all labor, materials, supervision, equipment, tools, travel, and fuel, etc., to perform the service required in accordance with the bid documents for the following prices:				
CHARGES - Include travel time & consumable supplies in hourly rate. Consumable supplies are sundries used to complete job i.e., tape, wire ties, nuts, bolts, etc.				
76.	New Installation Security Projects		1 man & truck \$65.00	
	Standard working hours (Monday through Friday, 7:00 a.m. - 5:00 p.m.); Hourly rate		2 men & truck \$110.00	\$37.25
	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		1 man & truck \$95.00 2 men & truck \$160.00	\$55.88
77.	Repair of Security Systems		1 man & truck \$75.00	
	Standard working hours (Monday through Friday, 7:00 a.m. - 5:00 p.m.); Hourly rate		2 men & truck \$110.00	\$37.25
	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		\$110.00	\$55.88
INCIDENTAL PARTS - These are components of a unit required to complete a job that are not listed on pricing requested for Manufacturer MSRP or Dealer Price List bid form for items 1-72. (For service, items 1-72 will be provided by SBSC from awarded vendors).				
78.	Incidental parts to be billed at net cost, plus percentage mark-up. (No mark-up of sales tax allowed). A copy of the itemized parts invoice from the supplier must be included with all billings to the SBSC for incidental parts.		12.5%	10%
Notes				
Contact		<b>David Rollo</b>	<b>John Peterson</b>	<b>Irving J. Benzing</b>
Address		<b>2475 17th Street</b>	<b>7857 Drew Circle, Suite 15</b>	<b>5600 19th Street East</b>
		<b>Sarasota, FL 34234</b>	<b>Fort Myers, FL 33967</b>	<b>Ellenton, FL 34222</b>
Telephone		<b>941-955-0905</b>	<b>239-415-4374</b>	<b>941-342-7977</b>
Fax		<b>941-365-5047</b>	<b>239-415-4378</b>	<b>941-342-7970</b>
Federal I.D.		<b>130794380</b>	<b>753213855</b>	<b>061683341</b>
E-Mail		<b>david.rollo@ graybar.com</b>	<b>jpeterson@ ifssi.com</b>	<b>ibenzing@ isc1.com</b>

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables-Bid #0599

Opened April, 14, 2010 at 2:00 p.m.

SERVICE:	Integrated Systems of Florida	<b>IRIS Ltd, Inc.</b>	Plastic Card Systems
The bidder proposes and agrees to provide all labor, materials, supervision, equipment, tools, travel, and fuel, etc., to perform the service required in accordance with the bid documents for the following prices:			
CHARGES - Include travel time & consumable supplies in hourly rate. Consumable supplies are sundries used to complete job i.e., tape, wire ties, nuts, bolts, etc.			
76. New Installation Security Projects			
Standard working hours (Monday through Friday, 7:00 a.m. - 5:00 p.m.); Hourly rate	\$45.00		\$165.00 *
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	\$58.50		
77. Repair of Security Systems			
Standard working hours (Monday through Friday, 7:00 a.m. - 5:00 p.m.); Hourly rate	\$62.00		\$165.00 *
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	\$80.60		
INCIDENTAL PARTS - These are components of a unit required to complete a job that are not listed on pricing requested for Manufacturer MSRP or Dealer Price List bid form for items 1-72. (For service, items 1-72 will be provided by SBSC from awarded vendors).			
78. Incidental parts to be billed at net cost, plus percentage mark-up. (No mark-up of sales tax allowed). A copy of the itemized parts invoice from the supplier must be included with all billings to the SBSC for incidental parts.	14.5%		15%
Notes			* Labor for install and service to ID card printing systems.
Contact	Walter Wiseman	<b>David Gehris</b>	Donald Axline
Address	180 Scarlet Boulevard	<b>901 Park Road</b>	31 Pierce Street
	Oldsmar, FL 34677	<b>Fleetwood, PA 19522</b>	Northboro, MA 01532
Telephone	800-803-4763	<b>610-944-8588</b>	508-351-6210
Fax	813-925-0299	<b>610-944-5867</b>	508-351-6211
Federal I.D.	593742018	<b>232174489</b>	042976003
E-Mail	wallyses@ aol.com	<b>bids@ irisltd.com</b>	daxline@ plasticcard.net

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables-Bid #0599

Opened April, 14, 2010 at 2:00 p.m.

SERVICE:	Rexel, Inc.	Seabreeze Security	Silmar Electronics, Inc.
The bidder proposes and agrees to provide all labor, materials, supervision, equipment, tools, travel, and fuel, etc., to perform the service required in accordance with the bid documents for the following prices:			
CHARGES - Include travel time & consumable supplies in hourly rate. Consumable supplies are sundries used to complete job i.e., tape, wire ties, nuts, bolts, etc.			
76. New Installation Security Projects			
Standard working hours (Monday through Friday, 7:00 a.m. - 5:00 p.m.); Hourly rate			
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			
77. Repair of Security Systems			
Standard working hours (Monday through Friday, 7:00 a.m. - 5:00 p.m.); Hourly rate			
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			
INCIDENTAL PARTS - These are components of a unit required to complete a job that are not listed on pricing requested for Manufacturer MSRP or Dealer Price List bid form for items 1-72. (For service, items 1-72 will be provided by SBSC from awarded vendors).			
78. Incidental parts to be billed at net cost, plus percentage mark-up. (No mark-up of sales tax allowed). A copy of the itemized parts invoice from the supplier must be included with all billings to the SBSC for incidental parts.			
Notes			
Contact	Gary Siegel	<b>Kenneth Bennett</b>	<b>Kevin Gilbert</b>
Address	8110 Anderson Road	<b>839 Clay Street</b>	<b>6301 Tower Lane, #3</b>
	Tampa, FL 33634	<b>Winter Park, FL 32789</b>	<b>Sarasota, FL 34240</b>
Telephone	813-249-3200	<b>407-629-2338</b>	<b>941-343-0413</b>
Fax	813-885-3409	<b>407-629-4099</b>	<b>941-379-3400</b>
Federal I.D.		<b>593058770</b>	<b>591028324</b>
E-Mail	gsiegel@ rexelusa.com	<b>kenny@seabreeze security.com</b>	<b>kevin@silmar electronics.com</b>

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Security System: Installation, Repair, Parts, and Consumables-Bid #0599

Opened April, 14, 2010 at 2:00 p.m.

SERVICE:	<b>Southern Lock &amp; Supply</b>	<b>United Security Alliance, Inc.</b>	<b>Vision Database Systems</b>
The bidder proposes and agrees to provide all labor, materials, supervision, equipment, tools, travel, and fuel, etc., to perform the service required in accordance with the bid documents for the following prices:			
CHARGES - Include travel time & consumable supplies in hourly rate. Consumable supplies are sundries used to complete job i.e., tape, wire ties, nuts, bolts, etc.			
76. New Installation Security Projects			
Standard working hours (Monday through Friday, 7:00 a.m. - 5:00 p.m.); Hourly rate		\$60.00	\$125.00
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		\$75.00	\$175.00
77. Repair of Security Systems			
Standard working hours (Monday through Friday, 7:00 a.m. - 5:00 p.m.); Hourly rate		\$62.50	\$125.00
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		\$77.50	\$175.00
INCIDENTAL PARTS - These are components of a unit required to complete a job that are not listed on pricing requested for Manufacturer MSRP or Dealer Price List bid form for items 1-72. (For service, items 1-72 will be provided by SBSC from awarded vendors).			
78. Incidental parts to be billed at net cost, plus percentage mark-up. (No mark-up of sales tax allowed). A copy of the itemized parts invoice from the supplier must be included with all billings to the SBSC for incidental parts.		12.5%	15%
Notes			
Contact	<b>Jonathan Jensen</b>	<b>J. Terry Ottinger</b>	<b>Emil Bonaduce</b>
Address	<b>10910 Endeavor Way</b>	<b>9008 Brittany Way</b>	<b>1562 Park Lane South, #500</b>
	<b>Largo, FL 33777</b>	<b>Tampa, FL 33619-4303</b>	<b>Jupiter, FL 33458</b>
Telephone	<b>727-541-5536 x1180</b>	<b>813-620-0505</b>	<b>561-748-0711</b>
Fax	<b>800-447-2299</b>	<b>813-622-6992</b>	<b>561-748-0712</b>
Federal I.D.	<b>591052659</b>	<b>592649445</b>	<b>650276676</b>
E-Mail	<b>jjensen@southernlock.com</b>	<b>tottinger@usacctv.com</b>	<b>emil@visiondatabase.com</b>
Recorded by: Peggy Long			
Witnessed by: Carol A. Lichon			

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA  
SECURITY SYSTEM: INSTALLATION, REPAIR, PARTS, AND CONSUMABLES - BID #0599  
JUSTIFICATION FOR AWARD TO OTHER THAN LOW BIDDER

Item #	Manufacturer	Vendor	Justification
1	APC	Accu-Tech Corporation	Vendor did not submit price sheets as required per bid specifications.
6	Atlas Wire and Cable		Reject item. No bids were received.
9	Cal Pipe	Integrated Services Corporation	Vendor did not submit price sheets as required per bid specifications. Reject item. No other bids were received.
10	Cameras Onsite		Reject item. No bids were received.
11	Chatsworth Products, Inc.	Rexel, Inc.	Vendor did not submit price sheets as required per bid specifications.
12	CommScope	Accu-Tech Corporation	Vendor did not submit price sheets as required per bid specifications.
14	CSI/Speco	Rexel, Inc.	Unable to evaluate 'Dealer Price' as vendor did not submit price sheets as required per bid specifications.
15	Dedicated Micros	Silmar Electronics, Inc.	Balance of product line is not used at this time. Most purchases are DVR products. Awarded to Anixter as overall low for category considering usage.
16	Dewalt		Reject item. Available through Florida State contract at better discount.
18	Door King	Accu-Tech Corporation	Vendor did not submit price sheets as required per bid specifications.
23	Elk		Reject item.
25	Extreme CCTV		Reject item. Extreme CCTV is now owned by Bosch. Awarded Bosch to Anixter, Inc., for item #8.
26	Fargo	Integrated Services Corporation	Vendor did not submit complete price sheets. Unable to evaluate the products that are purchased by the SBSC.
		Vision Database Systems	Vendor did not submit price sheets as required per bid specifications.
29	GE Interlogix	Integrated Systems of Florida	Awarded to Graybar for best net price after discount off dealer price. Integrated Systems of Florida discount off MSRP was not low.
30	GRI	Accu-Tech Corporation	Vendor did not submit price sheets as required per bid specifications.
		Silmar Electronics, Inc.	Awarded to Graybar for best net price after discount off MSRP. Silmar Electronics, Inc., discount off 'Dealer Price' was not low.
32	Geutebrueck Security, Inc.	Accu-Tech Corporation	Vendor did not submit price sheets as required per bid specifications.
		Silmar Electronics, Inc.	Vendor is not authorized as a reseller to end users.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA  
SECURITY SYSTEM: INSTALLATION, REPAIR, PARTS, AND CONSUMABLES - BID #0599  
JUSTIFICATION FOR AWARD TO OTHER THAN LOW BIDDER

33	HID	Accu-Tech Corporation	Vendor did not submit price sheets as required per bid specifications.
36	Hysecurity	Integrated Services Corporation	Vendor did not submit price sheets as required per bid specifications. Reject item. No other bids were received.
37	IEI International Electronics, Inc.	Southern Lock & Supply	Most purchases fall under the emerge system equipment category. Awarded to Silmar Electronics, Inc., as overall low for category considering usage.
38	Ideal	Accu-Tech Corporation	Vendor did not submit price sheets as required per bid specifications.
		Rexel, Inc.	Unable to evaluate 'Dealer Price' as vendor did not submit price sheets as required per bid specifications.
40	Ingersoll-Rand	Graybar Electric	Most purchases fall under the electrical lock and hardware category. Awarded to Southern Lock & Supply as overall low for category considering usage.
42	Jupiter Systems		Reject item. No bids were received.
45	Net Source	Rexel, Inc.	Unable to evaluate 'Dealer Price' as vendor did not submit price sheets as required per bid specifications.
46	Netvision Mobile Surveillance Solutions		Reject item. No bids were received.
52	Protech Technologies, Inc.		Reject item. No bids were received.
55	RGB Spectrum	Anixter, Inc.	Vendor did not submit price sheets as required per bid specifications. Reject item. No other bids were received.
56	Rath Emergency Communications		Reject item. No bids were received.
60	Sentry 360 Security	Graybar Electric United Security Alliance, Inc.	Awarded to Silmar Electronics, Inc., for having the best pricing. Silmar's discount off 'Dealer Price' was better than either vendor's discount off MSRP.
62	Sony	Accu-Tech Corporation	Vendor did not submit price sheets as required per bid specifications.
		Silmar Electronics, Inc.	Unable to evaluate 'Dealer Price' as vendor did not submit price sheets as required per bid specifications.
66	Texas Instrument		Reject item. No bids were received.
68	Ultrak		Reject item. No bids were received.
74	Blank White Plastic Card	IRIS LTD, Inc.	Initial and subsequent orders will be in the large quantity range. Awarded to Vision Database Systems for the best pricing for purchase quantities required.
77	Repair of Security Systems	Integrated Services Corporation	Awarded to GSA Security, Inc., and Comco as overall low for required services. The greatest percentage of service required is for new installation projects during standard working hours.