



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 #14-0261 FOR SAFETY AND SECURITY
SUPPLEMENTAL PARTS

Bids to provide 'Safety and Security Supplemental Parts' were received from six vendors on October 2, 2013. The bids of Anixter, Inc., and United Security Alliance, Inc., 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. Funds for these purchases are contained in the operating and capital budgets allocated to the Safety and Security Department.

Requested by:
Darrell Reyka

"Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the protest bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes."

Posting Date: 11-12-2013

Fiscal Impact:

Not to exceed
\$1,000,000.00

Recommended Motion: That the bids of Anixter, Inc., and United Security Alliance, Inc., to provide 'Safety and Security Supplemental Parts' in an amount not to exceed \$1,000,000.00, be approved as presented.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Safety and Security (Supplemental Parts) - Bid #14-0261

Opened October 2, 2013 at 2:00 p.m.

Item #	Manufacturer	Anixter, Inc.		B&H Photo Video Pro-Audio		Francis Uriel Electric, Inc.		Identity Stronghold		Rath Security		United Security Alliance, Inc.	
		MSRP or Dealer	% Disc. Off	MSRP or Dealer	% Disc. Off	MSRP or Dealer	% Disc. Off	MSRP or Dealer	% Disc. Off	MSRP or Dealer	% Disc. Off	MSRP or Dealer	% Disc. Off
1	Alarm Controls Corporation REJECT					http://www.alarmscontrols.com/index.asp							
a.	Exit buttons					MSRP	0%						
b.	Other access control devices					MSRP	0%						
2	CommScope REJECT	commscope.com				http://www.commscope.com/							
a.	Product line	MSRP	32.0%			MSRP	0%						
3	Door King REJECT					http://www.doorking.com/gate-operators/							
a.	Gate control products					MSRP	0%						
4	Garmin REJECT					http://g.factoryoutletstore.com/cat/29502/SPLT-Garmin-Homepage.html							
a.	GPS equipment					MSRP	0%						
b.	Balance of product line					MSRP	0%						
5	Geutebruck Security, Inc.			BandH.com		http://us.sourcesecurity.com/companies/company-listing/geutebruck-security-inc.html						www.Geutebruck.com	
a.	NVR, DVR, other recording equipment			Dealer	1%	MSRP	0%					MSRP	25%
b.	Cameras			Dealer	1%	MSRP	0%					MSRP	25%
c.	Balance of product line			Dealer	1%	MSRP	0%					MSRP	25%
6	JVC Professional REJECT			BandH.com		http://pro.jvc.com/prof/attributes/category.jsp?productId=PRO1.2							
a.	Camera products			Dealer	1%	MSRP	0%						
b.	Balance of product line			Dealer	1%	MSRP	0%						

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7	Lifeloc Technologies REJECT					http://www.lifeloc.com/							
a.	Product line					MSRP	0%						
8	Med sled REJECT					http://www.medsled.com/							
a.	Emergency evacuation equipment, all products					MSRP	0%						
9	Net Source REJECT					http://www.netsource-inc.com/docs/net_source_catalog.pdf							
a.	Fiber jumpers/cable					MSRP	0%						
b.	Balance of product line					MSRP	0%						
10	Nuvico REJECT			BandH.com		http://www.nuvico.com/product_listing.htm?id=12							
a.	Camera products			Dealer	1%	MSRP	0%						
b.	Balance of product line			Dealer	1%	MSRP	0%						
11	Orion Vision	orionimages.com		BandH.com		http://www.surveillance-video.com/monitors.html#_utm=94751387.3							
a.	Video displays	MSRP	9.0%	Dealer	1%	MSRP	0%						
b.	Monitors	MSRP	9.0%	Dealer	1%	MSRP	0%						
c.	Mounting equipment	MSRP	9.0%	Dealer	1%	MSRP	0%						
d.	Balance of product line	MSRP	3.0%	Dealer	1%	MSRP	0%						
12	Protech Technologies Inc. REJECT					http://www.protechusa.com/							
a.	Outside motion detectors					MSRP	0%						
b.	Balance of product line					MSRP	0%						
13	Rath Emergency Communications REJECT					http://www.rathsecurity.com/				RathSecurity.com			
a.	All products					MSRP	0%			MSRP	3%		
b.	Balance of product line					MSRP	0%			MSRP	3%		

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14	Identity Stronghold REJECT					http://youridsecure.com/RFID-Badgeholders_c8.htm		www.idstronghold.com					
a.	RFID Secure Badgeholder™ classic					MSRP	0%	MSRP (\$4.69)	27%				
b.	Alternate brand & model #:					http://youridsecure.com/Secure-Badgeholder-Classic-1004.htm		1000 Pcs. Min.					
c.	Balance of product line					MSRP	0%						
15	RISCO Group REJECT					http://riscogroup.net/Products.aspx?id=12							
a.	Motion sensors					MSRP	0%						
b.	Balance of product line					MSRP	0%						
16	Sony	pro.sony.com		BandH.com		https://store.sony.com/c/professional						http://sony.com/security	
a.	Camera products	MSRP	33.1%	Dealer	1%	MSRP	0%					MSRP	35%
b.	Monitor products	MSRP	33.1%	Dealer	1%	MSRP	0%					MSRP	35%
c.	Balance of product line	MSRP	33.1%	Dealer	1%	MSRP	0%					MSRP	35%
17	Tamron	tamron.com		BandH.com		http://www.tamron.com/en/cctv_ip/							
a.	Security cameras	MSRP	23.1%	Dealer	1%	MSRP	0%						
b.	Balance of product line			Dealer	1%	MSRP	0%						
Notes				Please reference our unique quote/reference number for this bid: 451235540. Manufacturers' unilateral prices will be 0% off. % off our standard discounted price an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.									

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Contact		Jake Bradshaw		Samuel Zingo		Delroy Francis		Ted D. Whitaker		Mark Abbott		J. Terry Ottinger	
Address		7550 Brokerage Drive		420 Ninth Avenue		1860 N Pine Island Road, Suite #107		565 Paul Morris Drive		N56 W24720 N Corporate Circle		9008 Brittany Way	
		Orlando, 32809		New York, NY 10001		Plantation, FL 33322		Englewood 34223		Sussex, WI 53089		Tampa, FL 33619-4303	
Phone		800-346-3069		800-947-8003		954-306-2217		941-475-8480		866-850-8854		813-630-9102	
Fax		407-240-1755		800-858-5517		954-797-9929		941-474-7509		262-246-4828		813-622-6992	
Federal ID#		362361285		132768071		205843670		204177335		391435813		800907427	
Email		jamie.ball@anixter.com		samuelz@bandh.com		info@felectricservices.com		ted@idstronghold.com				Terry.Ottinger@USASolutions.com	
		Recorded by: Nikki Brock Witnessed by: JoAnn Joyce											

SARASOTA COUNTY, FLORIDA
JUSTIFICATION FOR OTHER THAN APPARENT LOW BIDDER

Safety and Security (Supplemental Parts) - Bid #14-0261

Opened October 2, 2013 at 2:00 p.m.

Item #	Vendor	Manufacturer	Justification
1	Francis Uriel Electric, Inc.	Alarm Controls Corporation	Francis Uriel Electric, Inc., is non-responsive to the requirement of submitting a MSRP or Dealer price per bid specifications. Reject item. No other bids were received.
2	Anixter, Inc.	CommScope	Anixter, Inc., is non-responsive to the requirement of submitting a MSRP or Dealer price per bid specifications. Reject item. No other bids were received.
3	Francis Uriel Electric, Inc.	Door King	Francis Uriel Electric, Inc., is non-responsive to the requirement of submitting a MSRP or Dealer price per bid specifications. Reject item. No other bids were received.
4	Francis Uriel Electric, Inc.	Garmin	Francis Uriel Electric, Inc., is non-responsive to the requirement of submitting a MSRP or Dealer price per bid specifications. Reject item. No other bids were received.
5	B&H Photo Video Pro-Audio	Geutebruck Security, Inc.	Awarded to United Security Alliance, Inc. B&H Photo Video Pro-Audio is non-responsive to the requirement of submitting a MSRP or Dealer price per bid specifications.
	Francis Uriel Electric, Inc.		Awarded to United Security Alliance, Inc. Francis Uriel Electric, Inc., is non-responsive to the requirement of submitting a MSRP or Dealer price per bid specifications.
6	B&H Photo Video Pro-Audio	JVC Professional	B&H Photo Video Pro-Audio is non-responsive to the requirement of submitting a MSRP or Dealer price per bid specifications. Reject item.
	Francis Uriel Electric, Inc.		Francis Uriel Electric, Inc., is non-responsive to the requirement of submitting a MSRP or Dealer price per bid specifications. Reject item. No other bids were received.
7	Francis Uriel Electric, Inc.	Lifeloc Technologies	Francis Uriel Electric, Inc., is non-responsive to the requirement of submitting a MSRP or Dealer price per bid specifications. Reject item. No other bids were received.
8	Francis Uriel Electric, Inc.	Med Sled	Francis Uriel Electric, Inc., is non-responsive to the requirement of submitting a MSRP or Dealer price per bid specifications. Reject item. No other bids were received.
9	Francis Uriel Electric, Inc.	Net Source	Francis Uriel Electric, Inc., is non-responsive to the requirement of submitting a MSRP or Dealer price per bid specifications. Reject item. No other bids were received.
10	B&H Photo Video Pro-Audio	Nuvico	B&H Photo Video Pro-Audio is non-responsive to the requirement of submitting a MSRP or Dealer price per bid specifications. Reject item.
	Francis Uriel Electric, Inc.		Francis Uriel Electric, Inc., is non-responsive to the requirement of submitting a MSRP or Dealer price per bid specifications. Reject item. No other bids were received.
12	Francis Uriel Electric, Inc.	Protech Technologies, Inc.	Francis Uriel Electric, Inc., is non-responsive to the requirement of submitting a MSRP or Dealer price per bid specifications. Reject item. No other bids were received.
13	Rath Security	Rath Emergency Communications	Rath Security is non-responsive to the requirement of submitting a MSRP or Dealer price and submitting an attorney's signature on the Bidder's Preference form per bid specifications. Reject item.
	Francis Uriel Electric, Inc.		Francis Uriel Electric, Inc., is non-responsive to the requirement of submitting a MSRP or Dealer price per bid specifications. Reject item. No other bids were received.
14	Identity Stronghold	Identity Stronghold	Identity Stronghold is non-responsive for qualifying the bid by requiring a minimum order. Reject item.
	Francis Uriel Electric, Inc.		Francis Uriel Electric, Inc., submitted a MSRP or Dealer price that is over budget. Reject item. No other bids were received.
15	Francis Uriel Electric, Inc.	RISCO Group	Francis Uriel Electric, Inc., is non-responsive to the requirement of submitting a MSRP or Dealer price per bid specifications. Reject item. No other bids were received.