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**MEMORANDUM**

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

**FROM: Carol A. Lichon, CPPO, Director of Materials Management**

**TITLE: APPROVAL TO AWARD BID #17-0261 FOR SAFETY & SECURITY (SYSTEMS, SUPPLEMENTAL PARTS & SERVICE)**

Bids to provide 'Safety & Security (Systems, Supplemental Parts & Service)' were received from three vendors on September 13, 2016. The bids of COMCO, EVAC+CHAIR North America, LLC and United Security Alliance, Inc., were the best low bids meeting the advertised specifications. This bid is for a period of one year with an option to renew for two additional one-year periods. The funds for these purchases are contained in the transfer from capital budget allocated to the Safety & Security Department.

**Requested by:**  
Michael Andreas

"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: 10/11/2016

**Fiscal Impact:**  
Not to exceed  
\$1,000,000.00

**Recommended Motion:** That the bids of COMCO, EVAC+CHAIR North America, LLC and United Security Alliance, Inc., for 'Safety & Security (Systems, Supplemental Parts & Service)' in an amount not to exceed \$1,000,000.00, be approved as presented.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Safety & Security (Systems, Supplemental Parts, & Service) – Bid #17-0261

Opened September 13, 2016 at 2:00 p.m.

		COMCO			EVAC+CHAIR North America, LLC		
Item	Manufacturer	Indicate MSRP or Dealer Price	%	Web Site Address	Indicate MSRP or Dealer Price	%	Web Site Address
1.	Beldin <b>REJECT</b>						
a.	All products						
2.	Christie Digital Systems USA, Inc. <b>REJECT</b>						
a.	Product line						
3.	Code Blue						
a.	Product line						
4.	EarthCam, Inc. <b>REJECT</b>						
a.	Surveillance Trailers						
b.	Balance of product line						
5.	Evac-Chair						
a.	Stairway Evacuation chair Model 300H (MK-4)				<b>MSRP</b>	<b>10%</b>	<a href="http://www.evac-chair.com">www.evac-chair.com</a>
b.	Balance of product line				<b>MSRP</b>	<b>8%</b>	<a href="http://www.evac-chair.com">www.evac-chair.com</a>
6.	Fluke <b>REJECT</b>						
a.	Tools and testers						
7.	Geutebruck Security, Inc.						
a.	NVR, DVR, other recording equipment						
b.	Cameras						
c.	Balance of product line						
8.	Ingersoll-Rand <b>REJECT</b>						
a.	Biometric reader products						
b.	Electrical lock and hardware						
c.	Access control equipment						
d.	Balance of product line						

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		United Security Alliance, Inc.		
Item	Manufacturer	Indicate MSRP or Dealer Price	%	Web Site Address
1.	Beldin	<b>REJECT</b>		
a.	All products			
2.	Christie Digital Systems USA, Inc.	<b>REJECT</b>		
a.	Product line			
3.	Code Blue			
a.	Product line	<b>MSRP</b>	<b>15%</b>	<a href="http://www.CodeBlue.com">www.CodeBlue.com</a>
4.	EarthCam, Inc.	<b>REJECT</b>		
a.	Surveillance Trailers			
b.	Balance of product line			
5.	Evac-Chair			
a.	Stairway Evacuation chair Model 300H (MK-4)			
b.	Balance of product line			
6.	Fluke	<b>REJECT</b>		
a.	Tools and testers			
7.	Geutebruck Security, Inc.			
a.	NVR, DVR, other recording equipment	<b>MSRP</b>	<b>25%</b>	<a href="http://www.Geutebruck.com">www.Geutebruck.com</a>
b.	Cameras	<b>MSRP</b>	<b>25%</b>	<a href="http://www.Geutebruck.com">www.Geutebruck.com</a>
c.	Balance of product line	<b>MSRP</b>	<b>25%</b>	<a href="http://www.Geutebruck.com">www.Geutebruck.com</a>
8.	Ingersoll-Rand	<b>REJECT</b>		
a.	Biometric reader products			
b.	Electrical lock and hardware			
c.	Access control equipment			
d.	Balance of product line			

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		COMCO			EVAC+CHAIR North America, LLC		
Item	Manufacturer	Indicate MSRP or Dealer Price	%	Web Site Address	Indicate MSRP or Dealer Price	%	Web Site Address
9.	Jupiter Systems <b>REJECT</b>						
a.	Digital wall processors						
10.	Lifeloc Technologies <b>REJECT</b>						
a.	All products						
11.	Maxxess Systems, Inc.						
a.	All products						
12.	Meridian Technologies <b>REJECT</b>						
a.	Network and fiber equipment						
13.	Orion Images Corporation						
a.	All products						
14.	Protech Technologies, Inc. <b>REJECT</b>						
a.	Outside Motion Detectors						
b.	Balance of product line						
15.	Rath Emergency Communications <b>REJECT</b>						
a.	All products						
b.	Balance of product line						
16.	Rokonet/RISCO Group <b>REJECT</b>						
a.	All products						
17.	Schlage						
a.	All products						
18.	Viking <b>REJECT</b>						
a.	All products						

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Tabulation for Safety & Security (Systems, Supplemental Parts, & Service) – Bid #17-0261

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		United Security Alliance, Inc.		
Item	Manufacturer	Indicate MSRP or Dealer Price	%	Web Site Address
9.	Jupiter Systems	<b>REJECT</b>		
a.	Digital wall processors			
10.	Lifeloc Technologies	<b>REJECT</b>		
a.	All products			
11.	Maxxess Systems, Inc.			
a.	All products	<b>MSRP</b>	<b>15% Maxxess 10% 3rd party items</b>	<a href="http://www.maxxess-systems.com">www.maxxess-systems.com</a>
12.	Meridian Technologies	<b>REJECT</b>		
a.	Network and fiber equipment			
13.	Orion Images Corporation			
a.	All products	<b>MSRP</b>	<b>10%</b>	<a href="http://www.OrionImages.com">www.OrionImages.com</a>
14.	Protech Technologies, Inc.	<b>REJECT</b>		
a.	Outside Motion Detectors			
b.	Balance of product line			
15.	Rath Emergency Communications	<b>REJECT</b>		
a.	All products			
b.	Balance of product line			
16.	Rokonet/RISCO Group	<b>REJECT</b>		
a.	All products			
17.	Schlage			
a.	All products	<b>MSRP</b>	<b>10%</b>	<b>See Maxxess notes and products below.</b>
18.	Viking	<b>REJECT</b>		
a.	All products			

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Safety & Security (Systems, Supplemental Parts, & Service) – Bid #17-0261

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		COMCO		EVAC+CHAIR North America, LLC	
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.					
DESCRIPTION		HOURLY RATE		HOURLY RATE	
SERVICE/CHARGES (include travel time & consumable supplies in hourly rate)		<b>Standard (Monday-Friday, 7:00 A.M. to 5:00 P.M.)</b>	<b>Non-standard (M-F prior to 7:00 AM. and after 5:00 PM, Saturday/Sunday)</b>	Standard (Monday-Friday, 7:00 A.M. to 5:00 P.M.)	Non-standard (M-F prior to 7:00 AM. and after 5:00 PM, Saturday/Sunday)
SECURITY ALARM SYSTEMS		PRIMARY			
19.	New installation of security alarm systems and access control systems requiring an Electrical Contractor - Class EF and/or EG license by the State of Florida per specifications	<b>\$40.00</b>	<b>\$60.00</b>		
20.	Repair of security alarm systems and access control systems requiring an Electrical Contractor - Class EF and/or EG license by the State of Florida per specifications	<b>\$45.00</b>	<b>\$67.50</b>		
Definition: Incidental Parts- Component of a unit - These are for parts required to complete a job that are not listed on bid form for items 1-18. For service, items 1-18 will be provided by SBSC from awarded vendors. Maximum 10% mark-up is allowed. Definition: Consumable Supplies – Sundry supplies used to complete job (tape, wire ties, nuts, bolts, etc.) No mark-up allowed - include in hourly rates.					
INCIDENTAL PARTS		MARK-UP		MARK-UP	
21.	Parts to be billed at net cost. Include a percentage allowed for overhead and profit. MAXIMUM 10% No mark-up of sales tax is allowed. A copy of the itemized parts invoice from the supplier must be included with all billings to the SBSC for incidental parts.	<b>10%</b>			

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Opened September 13, 2016 at 2:00 p.m.

		<b>United Security Alliance, Inc.</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.			
DESCRIPTION		HOURLY RATE	
SERVICE/CHARGES (include travel time & consumable supplies in hourly rate)		<b>Standard (Monday-Friday, 7:00 A.M. to 5:00 P.M.)</b>	<b>Non-standard (M-F prior to 7:00 AM. and after 5:00 PM, Saturday/Sunday)</b>
SECURITY ALARM SYSTEMS		SECONDARY	
19.	New installation of security alarm systems and access control systems requiring an Electrical Contractor - Class EF and/or EG license by the State of Florida per specifications	<b>Project Manager \$65.83 Software System Admin \$65.83 Forman (Senior) Tech \$52.77 Technician \$50.89</b>	<b>Software System Admin \$82.29 Forman (Senior) Tech \$70.44 Technician \$67.93</b>
20.	Repair of security alarm systems and access control systems requiring an Electrical Contractor - Class EF and/or EG license by the State of Florida per specifications	<b>Project Manager \$65.83 Software System Admin \$65.83 Forman (Senior) Tech \$52.77 Technician \$50.89</b>	<b>Software System Admin \$82.29 Forman (Senior) Tech \$70.44 Technician \$67.93</b>
Definition: Incidental Parts- Component of a unit - These are for parts required to complete a job that are not listed on bid form for items 1-18. For service, items 1-18 will be provided by SBSC from awarded vendors. Maximum 10% mark-up is allowed. Definition: Consumable Supplies – Sundry supplies used to complete job (tape, wire ties, nuts, bolts, etc.) No mark-up allowed - include in hourly rates.			
INCIDENTAL PARTS		MARK-UP	
21.	Parts to be billed at net cost. Include a percentage allowed for overhead and profit. MAXIMUM 10% No mark-up of sales tax is allowed. A copy of the itemized parts invoice from the supplier must be included with all billings to the SBSC for incidental parts.	<b>10%</b>	

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Tabulation for Safety & Security (Systems, Supplemental Parts, & Service) – Bid #17-0261

Opened September 13, 2016 at 2:00 p.m.

	<b>COMCO</b>	<b>EVAC+CHAIR North America, LLC</b>
Contact	<b>Michael C. Bugner</b>	<b>Jeff Wolvovsky</b>
Address	<b>4581 62nd Avenue North Pinellas Park, FL 33781</b>	<b>3000 Marcus Avenue Suite 3E6 Lake Success, NY 11042</b>
Telephone	<b>727-522-3477</b>	<b>516-502-4240</b>
Fax	<b>727-522-3573</b>	<b>516-327-8220</b>
Federal ID#	<b>59-3154487</b>	<b>26-1154735</b>
Email	<b><a href="mailto:mike@comcoinc.net">mike@comcoinc.net</a></b>	<b><a href="mailto:sales@evac-chair.com">sales@evac-chair.com</a></b>
	Notes: Troxell Communications submitted 'NO BID'.	

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	<b>United Security Alliance, Inc.</b>
	<b>*Maxxess systems has both their own brand products and 3rd party products on their on MSRP price list. Our bid is to provide SBSC 15% off their published MSRP for Maxxess brand components and software and 10% off their published MSRP for any 3rd party items on their catalog. (ie. Schlage, Salto, Easy Lobby, HID, Farpointe, etc.)</b>
Contact	<b>Luis Carmona</b>
Address	<b>9008 Brittany Way</b>
	<b>Tampa, FL 33619</b>
Telephone	<b>813-620-0505</b>
Fax	<b>813-620-0836</b>
Federal ID#	<b>80-0907427</b>
Email	<b><a href="mailto:Bids@USASolutions.com">Bids@USASolutions.com</a></b>
	Recorded by: JoAnn Joyce Witnessed by: Joyce Haney

SARASOTA COUNTY SCHOOLS, FLORIDA  
JUSTIFICATION FOR OTHER THAN APPARENT LOW BIDDER

Safety & Security (Systems Supplemental  
Parts, & Service) - Bid #17-0261

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Item #	Manufacturer	Justification
1	Beldin	Reject Item. No bids received.
2	Christie Digital Systems USA, Inc.	Reject Item. No bids received.
4	EarthCam, Inc.	Reject Item. No bids received.
6	Fluke	Reject Item. No bids received.
8	Ingersoll-Rand	Reject Item. No bids received.
9	Jupiter Systems	Reject Item. No bids received.
10	Lifeloc Technologies	Reject Item. No bids received.
12	Meridian Technologies	Reject Item. No bids received.
14	Protech Technologies, Inc.	Reject Item. No bids received.
15	Rath Emergency Communications	Reject Item. No bids received.
16	Rokonet/RISCO Group	Reject Item. No bids received.
18	Viking	Reject Item. No bids received.