



MEMORANDUM

**TO: Members of the School Board
Dr. Todd Bowden, Superintendent
Mitsi Corcoran, Assistant Superintendent Chief Financial Officer**

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

**TITLE: APPROVAL TO AWARD BID #18-0294 FOR LOCK AND KEY
PARTS AND ACCESSORIES**

Bids to provide 'Lock and Key Parts and Accessories' were received from four vendors on August 3, 2017. The bids of Independent Hardware South, Inc., and Electronic Access Specialists dba Southern Lock & Supply were the best discount off MSRP bids meeting the advertised specifications. The apparent best discount off MSRP bid of Accredited Lock Supply Company was not awarded based on bidder's preference procedures.

This bid is for a period of three years 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 Department of Safety, Security & Emergency Management.

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: 08/29/2017

Fiscal Impact:
Not to exceed
\$450,000.00
for a three-year period

Recommended Motion: That the bids of Independent Hardware South, Inc., and Electronic Access Specialists dba Southern Lock & Supply, for 'Lock and Key Parts and Accessories' in an amount not to exceed \$450,000.00 for an initial three-year period, be approved as presented.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Lock and Key Parts and Accessories - Bid #18-0294

Opened August 3, 2017 at 2:00 p.m.

Indicate the price for the sample list of Schlage and Von Duprin products/parts (Items 1 - 18) for comparison purposes. Indicate the percentage discount off the current manufacturer's published list price for all Schlage and Von Duprin products/parts. A current manufacturer's list price or online pricer must be available upon request by the SBSC.		Accredited Lock Supply			D. H. Pace Company, Inc.		
FILL IN EACH BLANK (EVEN IF IT IS WITH A ZERO OR N/A) A FIRM PERCENTAGE DISCOUNT OFF CURRENT MANUFACTURER'S PUBLISHED LIST PRICE FOR A PERIOD OF ONE YEAR MUST BE SUBMITTED.		List Price	Less Percentage	District Price	List Price	Less Percentage	District Price
Item #	Description						
1	Schlage/ND-10S RHO 626/Passage Set	\$379.00	- 67.2%	= \$124.31	\$398.00	- 54%	= \$183.08
2	Schlage/ND-40S RHO 626/Privacy Lock	\$436.00	- 67.2%	= \$143.01	\$458.00	- 54%	= \$210.68
3	Schlage/ND-44S RHO 626/Privacy Lock	\$436.00	- 67.2%	= \$143.01	\$458.00	- 54%	= \$210.68
4	Schlage/ND-80PD RHO 626/Lock Set	\$517.00	- 67.2%	= \$169.58	\$543.00	- 54%	= \$249.78
5	Schlage/ND-70PD RHO 626/Lock Set	\$517.00	- 67.2%	= \$169.58	\$543.00	- 54%	= \$249.78
6	Schlage/ND-73PD RHO 626/Lock Set	\$517.00	- 67.2%	= \$169.58	\$543.00	- 54%	= \$249.78
7	Schlage/ND-75 RHO 626/Lock Set	\$615.00	- 67.2%	= \$201.72	\$646.00	- 54%	= \$297.16
8	Schlage/40-100-626 6 Pin Cylinder	\$55.00	- 64.1%	= \$19.75	\$74.00	- 50%	= \$37.00
9	Schlage/B-760P- 626-EP3/Dead Bolt	\$237.00	- 58.3%	= \$98.83	\$249.00	- 50%	= \$124.50
10	Schlage/20-757 EP-3/Rim Cylinder	\$187.00	- 58.3%	= \$77.98	\$196.00	- 50%	= \$98.00
11	Schlage/20-740 EP-3/1/C Core	\$132.00	- 58.3%	= \$55.04	\$139.00	- 50%	= \$69.50
12	Schlage/20-765 Core	\$123.00	- 58.3%	= \$51.29	\$129.00	- 50%	= \$64.50
13	Schlage Primus/"E, C, & F" Key Way/Control Keys	\$11.40	- 58.3%	= \$4.75	\$18.80	- 50%	= \$9.40
14	Schlage Primus Keys	\$7.30	- 58.3%	= \$3.04	\$18.80	- 50%	= \$9.40
15	Von Duprin/#99 EO X 626/Exit Device	\$1,212.00	- 64.1%	= \$435.11	\$1,273.00	- 48%	= \$661.96
16	Von Duprin/#99 NL X 626/Exit Device	\$1,449.00	- 64.1%	= \$520.19	\$1,522.00	- 48%	= \$791.44
17	Von Duprin/#KR4954-8 #39 Finish/Steel Mullion	\$993.00	- 64.1%	= \$356.48	\$1,043.00	- 48%	= \$542.36
18	Von Duprin/#XP98/99 626/Exit Device	\$1,348.00	- 64.1%	= \$483.93	\$1,415.00	- 48%	= \$735.80

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Lock and Key Parts and Accessories - Bid #18-0294

Opened August 3, 2017 at 2:00 p.m.

Indicate the price for the sample list of Schlage and Von Duprin products/parts (Items 1 - 18) for comparison purposes. Indicate the percentage discount off the current manufacturer's published list price for all Schlage and Von Duprin products/parts. A current manufacturer's list price or online pricer must be available upon request by the SBSC.		Electronic Access Specialists dba Southern Lock & Supply				Independent Hardware South, Inc.					
FILL IN EACH BLANK (EVEN IF IT IS WITH A ZERO OR N/A) A FIRM PERCENTAGE DISCOUNT OFF CURRENT MANUFACTURER'S PUBLISHED LIST PRICE FOR A PERIOD OF ONE YEAR MUST BE SUBMITTED.		List Price		Less Percentage	=	District Price	List Price		Less Percentage	=	District Price
Item #	Description										
1	Schlage/ND-10S RHO 626/Passage Set	\$398.00	-	66.95%	=	\$131.54	\$398.00	-	67%	=	\$131.34
2	Schlage/ND-40S RHO 626/Privacy Lock	\$458.00	-	66.95%	=	\$151.37	\$458.00	-	67%	=	\$151.14
3	Schlage/ND-44S RHO 626/Privacy Lock	\$458.00	-	66.95%	=	\$151.37	\$458.00	-	67%	=	\$151.14
4	Schlage/ND-80PD RHO 626/Lock Set	\$543.00	-	66.95%	=	\$179.46	\$543.00	-	67%	=	\$179.19
5	Schlage/ND-70PD RHO 626/Lock Set	\$543.00	-	66.95%	=	\$179.46	\$543.00	-	67%	=	\$179.19
6	Schlage/ND-73PD RHO 626/Lock Set	\$543.00	-	66.95%	=	\$179.46	\$543.00	-	67%	=	\$179.19
7	Schlage/ND-75 RHO 626/Lock Set	\$646.00	-	66.95%	=	\$213.50	\$646.00	-	67%	=	\$213.18
8	Schlage/40-100-626 6 Pin Cylinder	\$58.00	-	63.85%	=	\$20.96	\$58.00	-	64%	=	\$20.88
9	Schlage/B-760P- 626-EP3/Dead Bolt	\$249.00	-	58.17%	=	\$104.16	\$249.00	-	58%	=	\$104.58
10	Schlage/20-757 EP-3/Rim Cylinder	\$196.00	-	58.17%	=	\$81.99	\$196.00	-	58%	=	\$82.32
11	Schlage/20-740 EP-3/1/C Core	\$139.00	-	58.17%	=	\$58.14	\$139.00	-	58%	=	\$58.38
12	Schlage/20-765 Core	\$129.00	-	58.17%	=	\$53.96	\$129.00	-	58%	=	\$54.18
13	Schlage Primus/"E, C, & F" Key Way/Control Keys	\$12.00	-	58.17%	=	\$5.02	\$12.00	-	57%	=	\$5.16
14	Schlage Primus Keys	\$7.70	-	58.17%	=	\$3.22	\$7.70	-	57%	=	\$3.31
15	Von Duprin/#99 EO X 626/Exit Device	\$1,273.00	-	63.85%	=	\$460.19	\$1,273.00	-	64%	=	\$458.28
16	Von Duprin/#99 NL X 626/Exit Device	\$1,522.00	-	63.85%	=	\$550.20	\$1,522.00	-	64%	=	\$547.92
17	Von Duprin/#KR4954-8 #39 Finish/Steel Mullion	\$1,043.00	-	63.85%	=	\$377.04	\$1,043.00	-	62%	=	\$396.34
18	Von Duprin/#XP98/99 626/Exit Device	\$1,415.00	-	63.85%	=	\$511.52	\$1,415.00	-	64%	=	\$509.40

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Lock and Key Parts and Accessories - Bid #18-0294

Opened August 3, 2017 at 2:00 p.m.

Indicate the price for the sample list of Schlage and Von Duprin products/parts (Items 1 - 18) for comparison purposes. Indicate the percentage discount off the current manufacturer's published list price for all Schlage and Von Duprin products/parts. A current manufacturer's list price or online pricer must be available upon request by the SBSC.		Accredited Lock Supply	D. H. Pace Company, Inc.
FILL IN EACH BLANK (EVEN IF IT IS WITH A ZERO OR N/A) A FIRM PERCENTAGE DISCOUNT OFF CURRENT MANUFACTURER'S PUBLISHED LIST PRICE FOR A PERIOD OF ONE YEAR MUST BE SUBMITTED.			
Indicate percentage discount off the current manufacturer's published list price:		Percentage Discount	Percentage Discount
19	Schlage Locks & Cylinders	67.2%	54%
20	Schlage Parts	59%	54%
21	Schlage Primus	58.3%	50%
22	Schlage High Security	58.3%	50%
Schlage Products Not Otherwise Indicated			
23	Schlage (Please Indicate):		50% CO 100/200/250 Locks/Parts
a	Schlage (Please Indicate):		50% AD Networked
b	Schlage (Please Indicate):		50% Everes + Cylinders/Coves/Keys
c	Schlage (Please Indicate):		
24	Von Duprin Exit Devices	53.8%	48%
25	Von Duprin Exit Devices - 55 Series	53.8%	48%
26	Von Duprin Electrical Products	53.8%	48%
27	Von Duprin Parts	53.8%	48%

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Lock and Key Parts and Accessories - Bid #18-0294

Opened August 3, 2017 at 2:00 p.m.

Indicate the price for the sample list of Schlage and Von Duprin products/parts (Items 1 - 18) for comparison purposes. Indicate the percentage discount off the current manufacturer's published list price for all Schlage and Von Duprin products/parts. A current manufacturer's list price or online pricer must be available upon request by the SBSC.		Electronic Access Specialists dba Southern Lock & Supply	Independent Hardware South, Inc.
FILL IN EACH BLANK (EVEN IF IT IS WITH A ZERO OR N/A) A FIRM PERCENTAGE DISCOUNT OFF CURRENT MANUFACTURER'S PUBLISHED LIST PRICE FOR A PERIOD OF ONE YEAR MUST BE SUBMITTED.			
Indicate percentage discount off the current manufacturer's published list price:		Percentage Discount	Percentage Discount
19	Schlage Locks & Cylinders	66.95% ND Levers	67%
20	Schlage Parts	58.17% Key Blanks & Lock Parts	59%
21	Schlage Primus	58.17% Primus	58%
22	Schlage High Security	58.17% Everest	58%
Schlage Products Not Otherwise Indicated			
23	Schlage (Please Indicate):	63.85% Classic Kwy Cylinder	63% Cyl-Std, Quad/Numbered/Reverses Kwy
a	Schlage (Please Indicate):	58.17% Primus Cylinders	56% Electronics
b	Schlage (Please Indicate):	58.17% B Series Deadbolts	
c	Schlage (Please Indicate):	58.17% All Other Lock Series Except ND	
24	Von Duprin Exit Devices	63.85% 98/99 Series	64%
25	Von Duprin Exit Devices - 55 Series	53.52%	64%
26	Von Duprin Electrical Products	53.52%	53%
27	Von Duprin Parts	53.52%	53%

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Lock and Key Parts and Accessories - Bid #18-0294

Opened August 3, 2017 at 2:00 p.m.

Indicate the price for the sample list of Schlage and Von Duprin products/parts (Items 1 - 18) for comparison purposes. Indicate the percentage discount off the current manufacturer's published list price for all Schlage and Von Duprin products/parts. A current manufacturer's list price or online pricer must be available upon request by the SBSC.		Accredited Lock Supply	D. H. Pace Company, Inc.
FILL IN EACH BLANK (EVEN IF IT IS WITH A ZERO OR N/A) A FIRM PERCENTAGE DISCOUNT OFF CURRENT MANUFACTURER'S PUBLISHED LIST PRICE FOR A PERIOD OF ONE YEAR MUST BE SUBMITTED.			
Indicate percentage discount off the current manufacturer's published list price: Von Duprin Products Not Otherwise Indicated		Percentage Discount	Percentage Discount
28	Von Duprin Other (Please Indicate):		
a	Von Duprin Other (Please Indicate):		
b	Von Duprin Other (Please Indicate):		
Notes		Pricing on bid expired 8/11/17. New pricer submitted upon request effective 8/12/2017.	Pricing on bid submitted is effective 8/12/2017.
Contact		Robin L. Cherkes	Alex Newcomer
Address		1161 Paterson Plank Road Secaucus, NJ 07094	1901 East 119th Street Olathe, KS 66061
Phone		201-865-5015	855-237-3667
Fax		201-865-0030	855-295-0092
Federal ID#		22-2054109	43-1012574
Email		rcherkes@acclock.com	securitysolutions@dhpac.com

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Lock and Key Parts and Accessories - Bid #18-0294

Opened August 3, 2017 at 2:00 p.m.

Indicate the price for the sample list of Schlage and Von Duprin products/parts (Items 1 - 18) for comparison purposes. Indicate the percentage discount off the current manufacturer's published list price for all Schlage and Von Duprin products/parts. A current manufacturer's list price or online pricer must be available upon request by the SBSC.		Electronic Access Specialists dba Southern Lock & Supply	Independent Hardware South, Inc.
FILL IN EACH BLANK (EVEN IF IT IS WITH A ZERO OR N/A) A FIRM PERCENTAGE DISCOUNT OFF CURRENT MANUFACTURER'S PUBLISHED LIST PRICE FOR A PERIOD OF ONE YEAR MUST BE SUBMITTED.			
Indicate percentage discount off the current manufacturer's published list price: Von Duprin Products Not Otherwise Indicated		Percentage Discount	Percentage Discount
28	Von Duprin Other (Please Indicate):	53.52% Power Supplies	62% Mullions
a	Von Duprin Other (Please Indicate):	53.52% Exit Trim	
b	Von Duprin Other (Please Indicate):	53.52% Devices Other Than 98/99	
Notes		Pricing on bid submitted is effective 8/12/2017.	Corrected extension error on Item #9. Pricing on bid submitted is effective 8/12/2017.
Contact		Toni L. Cascino	Frank Stanco
Address		10910 Endeavour Way	301 Clematis Street, Suite 3000
		Largo, FL 33777	West Palm Beach, FL 33401
Phone		800-282-2837 x 1154	800-346-9464
Fax		727-546-7340	215-922-6552
Federal ID#		27-4576441	46-3855039
Email		tonicascino@southernlock.com	fstanco@independenthardware.com
		Recorded by: JoAnn Joyce	
		Witnessed by: Joyce E. Haney	