



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
Dr. Gary Norris, Superintendent
Mr. Scott Lempe, Associate Superintendent**

FROM: Pat Black, CPPB, Director of Materials Management

**TITLE: APPROVAL TO AWARD BID #7012 FOR SECURITY SYSTEM
INSTALLATION, REPAIRS AND PARTS**

Bids to provide 'Security System Installation, Repairs and Parts' were received from eight vendors on August 22, 2006. The bids of Anixter, Inc., and Graybar Electric as primary vendors and Silmar Electronics, Inc., as secondary vendor for parts; and Statewide Surveillance Systems as primary vendor and Integrated Services Corporation as secondary vendor for installation and repair services, were the best bids meeting the advertised specifications. This bid is for a period of one year with the option to renew for two additional one-year periods. The funds for these purchases are contained in the capital budget allocated to the Telecommunications Department.

Requested by:
Darrell Reyka

Evaluated by:
Darrell Reyka
Bob Hopkins

"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: 9-12-06

Fiscal Impact:

Not to exceed
\$1,000,000.00

Funding:

Capital

Recommended Motion: That the bids of Anixter, Inc., and Graybar Electric as primary vendors and Silmar Electronics, Inc., as secondary vendor for parts; and Statewide Surveillance Systems as primary vendor and Integrated Services Corporation as secondary vendor for installation and repair services, to provide 'Security System Installation, Repairs and Parts' in an amount not to exceed \$1,000,000.00, be approved for award and purchase.

(over)

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid tabulation for Security System: Installation, Repair, Parts, and Accessories - Re-Bid #7012

Bids opened and tabulated on August 22, 2006

Item & Description		Anixter, Inc. <i>PRIMARY</i>		Florida Communications, Inc.		Graybar Electric <i>PRIMARY</i>		Integrated Services Corporation	
		% Discount Off	Web Site Address	% Discount Off	Web Site Address	% Discount Off	Web Site Address	% Discount Off	Web Site Address
Dedicated Micros (MSRP)									
1.	DVR Products	50.2%	www.dedicatedmicrosus.com	20%	dedicatedmicrosusa.com			15%	
2.	Balance of product line	50.2%		20%	"			15%	
Ditek (MSRP)									
3.	Surge supression equipment	55.5%	www.ditekcorp.com	30%	ditekcorp.com	53%		38%	
4.	Balance of product line	55.5%		30%	"	53%		38%	
DSC Security (Dealer Price List)									
5.	Intrusion products			20%	dsc.com			8%	
6.	Alarm communication products			20%	"			8%	
7.	Central station receiving products			20%	"			8%	
8.	Fire products			20%	"			8%	
9.	Software			20%	"			8%	
10.	CCTV products			20%	"			8%	
11.	Access control products			20%	"			8%	
12.	Balance of product line			20%	"			8%	
Eik (MSRP)									
13.	Battery product	42.5%	www.elkproducts.com	20%		42%		25%	
14.	Balance of product line	36%		20%		35%		25%	
GTE Interlogix (Dealer Price List)									
15.	Camera products	15.1%	www.gesecurity.com	20%	gesecurity.com	9%	geinterlogix.com	+6%	
16.	DVR Products	15.1%		20%	"	9%		+6%	
17.	Detection alarm products	15.1%		20%	"			+6%	
18.	Monitor products	15.1%		20%	"	9%		+6%	
19.	Balance of product line	15.1%		20%	"			+6%	
Silent Knight (Dealer Price List)									
20.	Fire alarm products			20%	silentknight.com			+6%	
21.	Digital receiver products			20%	"			+6%	
22.	Telephone entry system products			20%	"			+6%	
23.	Balance of product line			20%	"			+6%	

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Bid tabulation for Security System: Installation, Repair, Parts, and Accessories - Re-Bid #7012

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Item & Description		Mayer Electric Supply Co., Inc.		Safe Technologies, Inc.		Silmar Electronics, Inc. SECONDARY		Statewide Surveillance Systems	
		% Discount Off	Web Site Address	% Discount Off	Web Site Address	% Discount Off	Web Site Address	% Discount Off	Web Site Address
Dedicated Micros (MSRP)									
1.	DVR Products			13%		49.5%	www.dedicatedmicros.com	+20%	dedicatedmicros.com
2.	Balance of product line			13%		44%	20% off CX02/16	+12.5%	
Ditek (MSRP)									
3.	Surge supression equipment	49%	www.ditekcorp.com	13%		50.5%	www.ditekcorp.com	+10%	ditek.com
4.	Balance of product line	49%	"	13%		50.5%		+10%	
DSC Security (Dealer Price List)									
5.	Intrusion products			13%		56%	www.dsc.com	+15%	adi.com
6.	Alarm communication products			13%		56%		+15%	"
7.	Central station receiving products			13%		56%		+15%	"
8.	Fire products			13%		56%		+15%	"
9.	Software			13%		56%		+15%	"
10.	CCTV products			13%		N/A		+15%	"
11.	Access control products			13%		56%		+15%	"
12.	Balance of product line			13%		56%		+15%	"
Eik (MSRP)									
13.	Battery product			13%		N/A	www.elkproducts.com	+10%	adi.com
14.	Balance of product line			13%		25%		+10%	"
GTE Interlogix (Dealer Price List)									
15.	Camera products			13%		40%	www.gesecurity.com	+15%	adi.com
16.	DVR Products			13%		40%		+15%	
17.	Detection alarm products			13%		40%		+15%	
18.	Monitor products			13%		40%		+15%	
19.	Balance of product line			13%		40%		+15%	
Silent Knight (Dealer Price List)									
20.	Fire alarm products			13%		42%	www.silentknight.com*	+15%	adi.com
21.	Digital receiver products			13%		42%		+15%	
22.	Telephone entry system products			13%		42%		+15%	
23.	Balance of product line			13%		42%		+15%	

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		% Discount Off	Web Site Address	% Discount Off	Web Site Address	% Discount Off	Web Site Address	% Discount Off	Web Site Address
HID (MSRP)									
24.	iClass products	25%	www.hidcorp.com	10%	hidcorp.com			6%	
25.	Prox products	25%		10%	"			6%	
26.	Weigand products	25%		10%	"			6%	
27.	Magnetic stripe products	25%		10%	"			6%	
28.	Balance of product line	25%		10%	"			6%	
Infinova (MSRP)									
29.	DVR products	45%	www.infinova.net	10%	infinova.net			12%	
30.	Fiber transmitters/ receivers/transceivers	48%		10%	"			12%	
31.	Camera Products	45%		20%	"			12%	
32.	Balance of product line	45%		10%	"			12%	
Samsung (MSRP) REJECT									
33.	Camera products	**see Samsung GVI		20%	samsung.com	41%	samsung.com	25%	
34.	Monitor products			20%	"	41%		25%	
35.	DVR products			20%	"	41%		25%	
36.	Balance of products			20%	"	41%		25%	
Network Video Systems (N.V.T.) (MSRP)									
37.	Transmitter/receiver/ transceiver products	42%	www.nvt.com	10%	nvt.com	41%		29%	
38.	Balance of product line	42%		10%	"	41%		29%	
Extreme TV (MSRP)									
39.	Camera products	47.5%	www.extreme cctv.com	20%	N/A	47%		27%	
40.	Balance of product line	47.5%		20%		47%		27%	
Tatung (MSRP)									
41.	Plasma monitor products	5%	www.tatung.com	20%	tatungusa.com	8%		0%	
42.	LCD monitor products	5%		20%	"	13%		3%	
43.	Balance of product line	10%		20%	"	15%		2%	
Videolarm (Dealer Price List)									
44.	Camera products	15.5%	www.video larm.com	20%	videolarm.com	56%	videolarm.com	41%	
45.	Housing and mounting products	15.5%		20%	"	56%		41%	
46.	Balance of product line	15.5%		20%	"	56%		41%	

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		% Discount Off	Web Site Address	% Discount Off	Web Site Address	% Discount Off	Web Site Address	% Discount Off	Web Site Address
HID (MSRP)									
24.	iClass products			13%		N/A	www.hid corp.com	+10%	
25.	Prox products			13%		N/A		+10%	
26.	Weigand products			13%		N/A		+10%	
27.	Magnetic stripe products			13%		N/A		+10%	
28.	Balance of product line			13%		N/A		+10%	
Infinova (MSRP)									
29.	DVR products			13%		50%	www.infinova.com	+20%	
30.	Fiber transmitters/receivers/transceivers			13%		40%		+20%	
31.	Camera Products			13%		45%		+20%	
32.	Balance of product line			13%		45%		+20%	
Samsung (MSRP) REJECT									
33.	Camera products			13%		41%	www.samsung-security.com	+20%	
34.	Monitor products			13%		41%		+20%	
35.	DVR products			13%		41%		+20%	
36.	Balance of products			13%		41%		+20%	
Network Video Systems (N.V.T.) (MSRP)									
37.	Transmitter/receiver/transceiver products			13%		40%	www.nvt.com	+15%	
38.	Balance of product line			13%		40%		+15%	
Extreme TV (MSRP)									
39.	Camera products			13%		43%	www.extremecctv.com	+20%	
40.	Balance of product line			13%		43%		+20%	
Tatung (MSRP)									
41.	Plasma monitor products			13%		30%	www.tatung.com	+15%	
42.	LCD monitor products			13%		42%		+15%	
43.	Balance of product line			13%		50%		+15%	
Videolarm (Dealer Price List)									
44.	Camera products			13%		9%	www.videolarm.com	+15%	
45.	Housing and mounting products			13%		9%		+15%	
46.	Balance of product line			13%		9%		+15%	

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		% Discount Off	Web Site Address	% Discount Off	Web Site Address	% Discount Off	Web Site Address	% Discount Off	Web Site Address
VMP (MSRP)									
47.	Monitor products			20%	vmp.com	51%		32%	
48.	Housing and mounting products			20%	"	51%		32%	
49.	Balance of product line			20%	"	51%		32%	
Ingersoll-Rand (MSRP)									
50.	Biometric reader products	15%	www.securitytechnologies.ingersollrand.com	10%	ingersollrand.com			4%	
51.	Access control equipment	15%		10%	"			4%	
52.	Balance of product line	15%		10%	"			3%	
Bosch (MSRP)									
53.	DVR products	42%	www.boschsecurity.com	30%	N/A	38%		20%	
54.	Camera products	42%		30%	"	38%		20%	
55.	Monitor products	42%		30%	"	38%		20%	
56.	Balance of product line	42%		30%	"	38%		24%	
Computar (MSRP)									
57.	Camera lens products	46%	www.cbcamerica.com	30%	rmasa.com	45%		27%	
58.	Balance of product line	46%		30%	"	45%		27%	
Viking (MSRP)									
59.	Product line	10%	www.vikingelectronics.com	30%	viking.com				
Airport (MSRP) REJECT									
60.	Product line			20%	N/A			3%	
RCI (MSRP)									
61.	Product line	50%	www.rutherfordcontrols.com	10%	rci.com	52%		2%	
Commscope (Dealer Price List)									
62.	Product line	32% off MSRP	***www.commscope.com have MSRP only	30%	tessco.com			+4%	
Middle Atlantic (MSRP)									
63.	Rack products	51%	www.middleatlantic.com	30%	middleatlantic.com			8%	
64.	Rack accessories	51%		30%	"			8%	
65.	LCD monitor mounting products	51%		30%	"			2%	

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		% Discount Off	Web Site Address	% Discount Off	Web Site Address	% Discount Off	Web Site Address	% Discount Off	Web Site Address
VMP (MSRP)									
47.	Monitor products			13%		41%	www.video mount.com	+15%	
48.	Housing and mounting products			13%		41%		+15%	
49.	Balance of product line			13%		41%		+15%	
Ingersoll-Rand (MSRP)									
50.	Biometric reader products			13%		N/A	www.ingersoll rand.com	+10%	
51.	Access control equipment			13%		N/A		+10%	
52.	Balance of product line			13%		N/A		+10%	
Bosch (MSRP)									
53.	DVR products			13%		33%	www.bosch security.us	+15%	
54.	Camera products			13%		33%		+15%	
55.	Monitor products			13%		33%		+15%	
56.	Balance of product line			13%		33%		+15%	
Computar (MSRP)									
57.	Camera lens products			13%		52%	www.cbc america.com	+20%	
58.	Balance of product line			13%		52%		+20%	
Viking (MSRP)									
59.	Product line			13%		N/A	www.viking electronics.com	+15%	
Airport (MSRP) REJECT									
60.	Product line			13%		N/A		+15%	
RCI (MSRP)									
61.	Product line			13%		46%	www.rutherford controls.com	+15%	
Commscope (Dealer Price List)									
62.	Product line	30%	www.commscope.com	13%		N/A	www.comm scope.com	+15%	
Middle Atlantic (MSRP)									
63.	Rack products			13%		N/A	www.middle atlantic.com	+15%	
64.	Rack accessories			13%				+15%	
65.	LCD monitor mounting products			13%				+15%	

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		% Discount Off	Web Site Address	% Discount Off	Web Site Address	% Discount Off	Web Site Address	% Discount Off	Web Site Address
Panasonic (MSRP)									
66.	Camera products	34%	www.panasonic.com	25%	panasonic.com	33%	panasonic.com	15%	
67.	DVR products	34%		10%	"	33%		15%	
68.	Housing and mounting products	34%		30%	"	31%		15%	
69.	Balance of product line	34%		25%	"	31%		15%	
Pelco (MSRP)									
70.	Camera products	48%	www.pelco.com	30%	tessco.com	48%	pelco.com	28%	
71.	DVR products	48%		30%	"	48%		28%	
72.	Housing and mounting products	48%		30%	"	48%		28%	
73.	Balance of product line	48%		30%	"	48%		28%	
Quest (MSRP) or (Dealer Price List)									
74.	All products <i>REJECT</i>							0%	
Samsung GVI (MSRP)									
75.	Monitor products	42.2%	www.samsungcctv.com or www.samsung-security.com	20%	samsung.com	41%	samsung.com	24%	
76.	Camera products	42.2%		20%	"	41%		24%	
77.	DVR products	42.2%		20%	"	41%		24%	
78.	Balance of product line	42.2%		20%	"	41%		24%	
Securitron (MSRP)									
79.	All products	46%	www.securitron.com	10%	securitron.com	41%		5%	
EMI (MSRP) REJECT									
80.	All products			30%	tessco.com	46%		26%	
Ultrak (Dealer Price List) REJECT									
81.	Camera products			20%	ultrak.com			0%	
82.	Monitor products			20%				0%	
83.	Housing and mounting products			20%				0%	
84.	Balance of product line			20%				0%	
Alronix (MSRP)									
85.	All products	49%	www.alronix.com			47%	alronix.com	26%	
IEI International Electronics Inc. (MSRP)									
86.	All products	51%	www.ieib.com	30%	ieib.com	50%		38%	
Atlas wire and cable (Dealer Price List)									
87.	All products <i>REJECT</i>			30%	tessco.com			+8%	

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		% Discount Off	Web Site Address	% Discount Off	Web Site Address	% Discount Off	Web Site Address	% Discount Off	Web Site Address
Panasonic (MSRP)									
66.	Camera products			13%		30%	www.panasonic.com	+20%	
67.	DVR products			13%		30%		+20%	
68.	Housing and mounting products			13%		30%		+20%	
69.	Balance of product line			13%		30%		+20%	
Pelco (MSRP)									
70.	Camera products			13%		45%	www.pelco.com	+20%	
71.	DVR products			13%		45%		+20%	
72.	Housing and mounting products			13%		45%		+20%	
73.	Balance of product line			13%		45%		+20%	
Quest (MSRP) or (Dealer Price List)									
74.	All products REJECT			13%		no dealer or msrp	www.qtinet.com	+10%	
Samsung GVI (MSRP)									
75.	Monitor products			13%		41%	www.samsungcc.tv	+20%	
76.	Camera products			13%		41%		+20%	
77.	DVR products			13%		41%		+20%	
78.	Balance of product line			13%		41%		+20%	
Securitron (MSRP)									
79.	All products			13%		45%	www.securitron.com	+10%	
EMI (MSRP) REJECT									
80.	All products			13%		no list avail	www.apw.com	+10%	
Ultrak (Dealer Price List) REJECT									
81.	Camera products			13%		no longer in business		+20%	
82.	Monitor products			13%				+20%	
83.	Housing and mounting products			13%				+20%	
84.	Balance of product line			13%				+20%	
Alronix (MSRP)									
85.	All products			13%		45%	www.alronix.com	+10%	
IEI International Electronics Inc. (MSRP)									
86.	All products			13%		55%	www.ieib.com	+10%	
Atlas wire and cable (Dealer Price List)									
87.	All products REJECT	30%	www.atlaswire.com	13%		no longer in business		+10%	

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		% Discount Off	Web Site Address	% Discount Off	Web Site Address	% Discount Off	Web Site Address	% Discount Off	Web Site Address
CSI/Speco (Dealer Price List)									
88.	Camera products	quote on request	www.specotech.com	30%	tessco.com	6%	specotech.com	0%	
89.	DVR products	quote on request	no list price	30%	"	6%		0%	
90.	Monitor products	quote on request		30%	"	6%		0%	
91.	Balance of product line	quote on request		30%	"	6%		0%	
SERVICE/CHARGES (include travel time & consumable supplies in hourly rate)								SECONDARY	
92.	New Installation Security Projects								
	Hourly rate for standard working hours (Monday through Friday from 7:00 A.M. to 5:00 P.M.).	N/A		\$95.00				\$64.50	
	Hourly rate for non-standard working hours (Mon - Fri prior to 7 A.M. and after 5 P.M., and Saturday and Sunday).	N/A		\$142.50				\$91.25	
93.	Repair of Security Systems								
	Hourly rate for standard working hours (Monday through Friday from 7:00 A.M. to 5:00 P.M.).	N/A		\$95.00				\$68.00	
	Hourly rate for non-standard working hours (Mon - Fri prior to 7 A.M. and after 5 P.M., and Saturday and Sunday).	N/A		\$142.50				\$98.00	
Contact Name		Jamie Ball		Cheryl Beacham		David Rollo		Irving J Benzing Jr.	
Address		7550 Brokerage Drive Orlando, FL 32809		4310 US Hwy 1 #A Rockledge, FL 32955		2475 17th St. Sarasota, FL 34234		230 Field End Street Sarasota, FL 34240	
Phone #		800-346-3069		321-636-8900		941-955-0905		941-342-7977	
Fax #		407-240-1755		321-636-8819		941-365-5047		971-342-7970	
Federal ID #		36-2361285		593733118		13-0794380		61683341	
E-mail Address		jamie.ball@anixter.com		cheryl.@florida-comm.com		david.rollo@gbe.com		ibenzing@isc1.com	
		*15-19 GE Family no Interlogix							
		*33-36 see Samsung GVI							
		***off MSRP have MSRP only							
		****88-91 no pricelist							

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		% Discount Off	Web Site Address	% Discount Off	Web Site Address	% Discount Off	Web Site Address	% Discount Off	Web Site Address
CSI/Speco (Dealer Price List)									
88.	Camera products			13%		no dealer list	www.specotech.com	+20%	
89.	DVR products			13%		no dealer list		+20%	
90.	Monitor products			13%		no dealer list		+20%	
91.	Balance of product line			13%		no dealer list		+20%	
SERVICE/CHARGES (include travel time & consumable supplies in hourly rate)									PRIMARY
92.	New Installation Security Projects								
Hourly rate for standard working hours (Monday through Friday from 7:00 A.M. to 5:00 P.M.).					\$90.00		N/A		\$65.00
Hourly rate for non-standard working hours (Mon - Fri prior to 7 A.M. and after 5 P.M., and Saturday and Sunday).					\$135.00		N/A		\$85.00
93.	Repair of Security Systems								
Hourly rate for standard working hours (Monday through Friday from 7:00 A.M. to 5:00 P.M.).					\$90.00		N/A		\$65.00
Hourly rate for non-standard working hours (Mon - Fri prior to 7 A.M. and after 5 P.M., and Saturday and Sunday).					\$135.00		N/A		\$85.00
Contact Name		Jim Christian		Eric H. Starke		Kevin B. Gilbert		Steve Parsloe	
Address		6101 E. Adamo Tampa, FL 33619		20316 N.E. 16 Pl. Miami, FL 33179		6301 Tower Lane #3 Sarasota, FL 34240		1306 N. Washington BLVD Sarasota, FL 34236	
Phone #		800-966-2937		305-652-8567		941-343-0413		941-374-0741	
Fax #		813-628-4578		305-652-3471		941-379-3400		941-957-3506	
Federal ID #		630274133		61-1486958		59-1028324		043813710	
E-mail Address		jchristian@mayerelectric.com		eric@safetech1.com		kevin@silmarelectronics.com		steve.parsloe@statewidecctv.com	
						*dsct off msrp		*please add percentage to dealer price in catalog	
								**4 hour service guarantee	
		Witnessed by: Candy Bellew				Recorded by: Lynn Cox			

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA
SECURITY SYSTEM: INSTALLATION, REPAIR, PARTS, AND ACCESSORIES RE-BID #7012
JUSTIFICATION FOR AWARD TO OTHER THAN APPARENT LOW BID

Manufacturer	Justification
GTE Interlox (GE)	Silmar withdrew pricing for this category. Florida Communications, Inc. did not submit price sheets as required per bid specifications.
HID	Florida Communications, Inc. Integrated Services Corporation, and Safe Technologies, Inc. did not submit price sheets as required per bid specifications. Statewide Surveillance not overall low on bid.
Infinova	(Anixter, Inc.) Category awarded to Silmar Electronics, Inc. per tie bid procedures for tied items #31 and #32.
Samsung	Reject category. Awarded for Samsung GVI category.
Videolarm	Florida Communications, Inc., Integrated Services Corporation, and Graybar Electric did not submit price sheets as required per bid specifications.
Viking	Florida Communications, Inc. and Safe Technologies, Inc. did not submit price sheets as required per bid specifications.
Airport	Reject category. Florida Communications, Inc., Integrated Services Corporation, Safe Technologies, Inc., and Statewide Surveillance Systems did not submit price sheets as required per bid specifications.
Pelco	(Anixter, Inc.) Category awarded to Graybar Electric as per tie bid procedures.
Quest	Reject category. Integrated Services Corporation, Safe Technologies, Inc., and Statewide Surveillance Systems did not submit price sheets as required per bid specifications.
EMI	Reject category. Florida Communications, Inc., Graybar Electric, Integrated Services Corporation, Safe Technologies, Inc., and Statewide Surveillance Systems did not submit price sheets as required per bid specifications.
Ultrak	Reject category. Florida Communications, Inc., Integrated Services Corporations, Safe Technologies, Inc., and Statewide Surveillance Systems did not submit price sheets as required per bid specifications.
Atlas Wire and Cable	Reject category. Florida Communications, Inc., Integrated Services Corporation, Mayer Electric Supply Co., Inc., Safe Technologies, Inc., and Statewide Surveillance Systems did not submit price sheets as required per bid specifications.
CSI/Speco	Florida Communications, Inc. and Safe Technologies, Inc. did not submit price sheets as required per bid specifications.