

<p align="center">THE SCHOOL DISTRICT OF LEE COUNTY DEPARTMENT OF PROCUREMENT SERVICES 2855 COLONIAL BLVD FORT MYERS, FL 33966</p> <p align="center">TWO WAY RADIO EQUIPMENT AND SERVICES</p> <p align="center">ITB: N197372LN OPENING DATE: Thursday, January 16, 2020 at 2:00 PM REVISED: July 24, 2023</p>			<p align="center">Industrial Communications & Electronics, Inc. Attn: Jerry DiLella 17311 Alico Center Road, Unit C Fort Myers, FL 33967</p>	<p align="center">Radio One, Inc. Attn: Greg Parker 4319 35th Street Orlando, FL 32811</p>
			Phone: (239) 596-5322	Phone: (407) 352-9242
			Email: jerrydilella@induscom.com	Fax: (407) 248-8654
				Email: gregp@radio1inc.com
Category A - School Based Two-Way Radio Equipment			NEGOTIATED UNIT PRICE	
Item No.	Model No.	Item Description	Unit Price	Unit Price
			UHF	UHF
1	VX261	Analog 5W 16 Channel	DISCONTINUED	
1a		Standard Battery		
1b		Standard Rapid Charger		
1c		Standard Antenna		
1d		Belt Clip		
2	VX264	Analog 5W 128 Channel w/Display and Keypad	DISCONTINUED	
2a	(or	Standard Battery		
2b	equivalent)	Standard Rapid Charger		
2c		Standard Antenna		
2d		Belt Clip		
3	EVX261	Analog/Digital 4W 16 Channel	DISCONTINUED	
3a		Standard Battery		
3b		Standard Rapid Charger		
3c		Standard Antenna		
3d		Belt Clip		
4	EVX261	Analog/Digital 5W 16 Channel	DISCONTINUED	
4a		Standard Battery		
4b		Standard Rapid Charger		
4c		Standard Antenna		
4d		Belt Clip		
5	EVXS24	Analog/Digital 256 Ch w/Display and Keypad (Blk)	\$261.75	
5a		Standard Battery		
5b		Standard Rapid Charger		
5c		Standard Antenna		
5d		Belt Clip		
6	EVXS24	Analog/Digital 256 Ch w/Display and Keypad (Y)	\$261.75	
6a		Standard Battery		
6b		Standard Rapid Charger		
6c		Standard Antenna		
6d		Belt Clip		
7	DTR700	Digital 1W 900MHz w/ Display and Keypad	\$323.75	
7a		Standard Battery		
7b		Standard Rapid Charger		
7c		Drop-in Charger		
7d		Stubby Antenna		
7e		Swivel Holster		
8	CP200D	Analog 4W 16 Channel	\$413.45	
8a		Standard Battery	VHF \$389.20	
8b		Standard Rapid Charger		
8c		Standard Antenna		
8d		Belt Clip		
Category A - School Based Two-Way Radio Equipment (Continued)				
Item No.	Model No.	Item Description	Unit Price	
			UHF	
9	CP200D	Analog/Digital Enabled 4W 16 Channel	\$473.70	
9a		Standard Battery	VHF \$413.45	
9b		Standard Rapid Charger		
9c		Standard Antenna		
9d		Belt Clip		
10	SL300	Analog/Digital 3W 99 Channel and Display	\$368.85	
10a		Standard Battery	VHF \$342.85	
10b		Standard Rapid Charger		
10c		Standard Antenna		
10d		Standard Carry Holster		
11	XPR3300E	Analog/Digital 4W or 5W 16 Channel	\$569.40	
11a		Standard Battery	VHF \$528.90	
11b		Standard Rapid Charger		
11c		Standard Antenna		
11d		Belt Clip		
12	XPR3500E	Analog/Digital 4W or 5W 128 Ch w/ Display & KP	\$613.00	
12a		Standard Battery	VHF \$581.85	
12b		Standard Rapid Charger		
12c		Standard Antenna		
12d		Standard Carry Holster		

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NON RESPONSIVE

13	SL3500E	Analog/Digital 128 Ch w/ Display & KP	\$631.00
13a		Standard Battery	VHF \$581.85
13b		Standard Charger	
13c		Standard Antenna	
13d		Standard Carry Holster	
14	XPR7350E	Analog/Digital 32 Channel	\$936.00
14a		Standard Battery	(VHF \$904.80)
14b		Standard Charger	Capable Model
14c		Stubby Antenna	5 Year Essential Repair and Software
14d		Standard Carry Holster	Warranty
15	XPR7550E	Analog/Digital 1000 Channel w/Display and KP	\$967.20
15a		Standard Battery	(VHF \$998.40)
15b		Standard Charger	Capable Model
15c		Stubby Antenna	5 Year Essential Repair and Software
15d		Belt Clip	Warranty
16	SL7550E	Digital 1000 Channel w/Display and KP	Discontinued
15a		Standard Battery	5 Year Essential Repair and Software
15b		Micro USB Charger	Warranty
15c		Pre-Installed Antenna	
15d		Standard Carry Holster	
Category A - School Based Two-Way Radio Equipment (Continued)			
Item No.	Model No.	Item Description	Unit Price
			UHF
16	SLR5700	50 W Analog or Digital Repeater	\$3,961.00
16a		Repeater pricing to include standard base station, installation labor, antenna, antenna mount, transmission line, lightning suppression, surge suppression, bonding/grounding, all miscellaneous mounting parts and hardware, and labor costs for removal and disposition of old equipment (note: removal of old equipment must be coordinated with designated SDLC ISD contact).	Includes wall mount bracket kit for repeater. - 5 Year Essential Repair and Software
17	Labor	Hourly Rate for servicing and maintaining District School-Based Two-Way radio systems. Services include (but are not limited to) repair, routine testing, systems testing, and radio/repeater re-programming.	\$90.00
18	FCC-Exist	FCC License Coordination Fee for existing FCC licenses. This fee covers modification or renewal of District's EXISTING licenses.	Renewal \$225 Analog to Digital Modification \$125 Modification to add repeater \$350
19	FCC-New	FCC License Coordination Fee for new FCC licenses. This fee covers application for NEW licenses to support District equipment at previously unlicensed location(s).	\$630
20	School Markup	Dealer markup from cost for parts, materials, and equipment not specifically listed, expressed as a percentage, not to exceed 5%. Examples include Bi-Directional Amplifier Systems/Components, Cellular DAS systems/components, etc.	5%
Category B - Transportation Two-Way Radio Equipment			
Item No.	Model No.	Item Description	Unit Price
21	XPR5580M	Digital 900MHz 35 W 160 Channel Mobile Radio, to include mounting bracket, standard compact microphone, 10ft power cable, five year warranty, programming, and fleet management	\$659.00
21a		3DB Gain Stubby Antenna	\$26.95
21b		Mobile Radio Mounting Kit	\$18.00
21c	RKN4136	Ignition Sense Cable	\$26.00
22		Handheld Radio Compatible with Mobile Radios	XPR7580e ENABLED \$783.60
23	LABOR	Hourly Rate for complete installation of mobile radio	\$90.00
24	LABOR	Hourly Rate for servicing and maintaining District Transportation-Based Two-Way radio systems. Services include (but are not limited to) repair, routine testing, systems testing, and radio/repeater re-programming, switch/sensor installation, etc.	\$90.00
25	Trans Markup	Dealer markup from cost for parts, materials, and equipment not specifically listed, expressed as a percentage, not to exceed 5%.	5%
Category C - Transportation Two-Way Radio Airtime			
Item No.	Model No.	Item Description	Unit Price
26		Monthly Leased Airtime (per Radio) Active	\$19.00
27		Monthly Leased Airtime (per Radio) Seasonal/stand - by inactive rate	\$9.00
I UNDERSTAND AND HAVE THE ABILITY TO ACCEPT CREDIT CARDS FOR PAYMENT AS SPECIFIED ON PAGE 15 - SECTION 6. (YES OR NO)			YES

Awarded Vendor

- 27 Vendors Were Notified of ITN
 - 1 Vendor Submitted a Responsive Proposal
 - 1 Vendor Submitted a Non-Responsive Proposal
 - 25 Vendors Did Not Respond

It is recommended that this ITN be awarded to **Industrial Communications & Electronics, Inc.** being the highest ranked, best value firm based on the evaluation committee ranking and negotiated pricing.

APPROVED BY: 
Derek Ochoa
PROCUREMENT AGENT

Date: July 24, 2023