

THE SCHOOL DISTRICT OF LEE COUNTY DEPARTMENT OF PROCUREMENT SERVICES 2855 COLONIAL BLVD FORT MYERS, FL 33966			Industrial Communications & Electronics, Inc. Attn: Jerry DiLella / Maria Galvan 17311 Alico Center Road, Unit C Fort Myers, FL 33967	Radio One, Inc. Attn: Greg Parker 4319 35th Street Orlando, FL 32811
TWO WAY RADIO EQUIPMENT AND SERVICES ITB: N197372LN OPENING DATE: Thursday, January 16, 2020 at 2:00 PM			Phone: (239) 596-5322	Phone: (407) 352-9242
			Email: jerrydilella@induscom.com	Fax: (407) 248-8654
			Email: maria.galvan@induscom.com	Email: gregp@radio1inc.com
Category A - School Based Two-Way Radio Equipment			NEGOTIATED UNIT PRICE	
Item No.	Model No.	Item Description	Unit Price	
			UHF	
1	VX261	Analog 5W 16 Channel	\$152.50	
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	REPLACEMENT SUGGESTION	
2b	equivalent)	Standard Rapid Charger	EVX-S24	
2c		Standard Antenna	\$198.41	
2d		Belt Clip		
3	EVX261	Analog/Digital 4W 16 Channel	\$213	
3a		Standard Battery		
3b		Standard Rapid Charger		
3c		Standard Antenna		
3d		Belt Clip		
4	EVX261	Analog/Digital 5W 16 Channel	\$213.00	
4a		Standard Battery		
4b		Standard Rapid Charger		
4c		Standard Antenna		
4d		Belt Clip		
5	EVXS24	Analog/Digital 256 Ch w/Display and Keypad (Blk)	\$197.50	
5a		Standard Battery		
5b		Standard Rapid Charger		
5c		Standard Antenna		
5d		Belt Clip		
6	EVXS24	Analog/Digital 256 Ch w/Display and Keypad (Y)	\$198.41	
6a		Standard Battery		
6b		Standard Rapid Charger		
6c		Standard Antenna		
6d		Belt Clip		
7	DTR700	Digital 1W 900MHz w/ Display and Keypad	\$243.60	
7a		Standard Battery		
7b		Standard Rapid Charger		
7c		Drop-in Charger		
7d		Stubby Antenna		
7e		Swivel Holster		
8	CP200D	Analog 4W 16 Channel	\$316.19	
8a		Standard Battery	VHF \$307.00	
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	\$375	
9a		Standard Battery	VHF \$360.00	
9b		Standard Rapid Charger		
9c		Standard Antenna		
9d		Belt Clip		
10	SL300	Analog/Digital 3W 99 Channel and Display	\$274.50	
10a		Standard Battery	VHF \$251.5	
10b		Standard Rapid Charger		
10c		Standard Antenna		
10d		Standard Carry Holster		
11	XPR3300E	Analog/Digital 4W or 5W 16 Channel	\$452	
11a		Standard Battery	VHF \$425.00	
11b		Standard Rapid Charger		
11c		Standard Antenna		
11d		Belt Clip		
12	XPR3500E	Analog/Digital 4W or 5W 128 Ch w/ Display & KP	\$488.81	
12a		Standard Battery	VHF \$462.56	
12b		Standard Rapid Charger		
12c		Standard Antenna		
12d		Standard Carry Holster		
13	SL3500E	Analog/Digital 128 Ch w/ Display & KP	\$488.81	

NON RESPONSIVE

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13a		Standard Battery	VHF \$462.56
13b		Standard Charger	
13c		Standard Antenna	
13d		Standard Carry Holster	
14	XPR7350E	Analog/Digital 32 Channel	\$760.65
14a		Standard Battery	(VHF \$734.40)
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	\$813.15
15a		Standard Battery	(VHF \$786.90)
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	\$911.46
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	\$3,615.00
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	\$533.00
21a		3DB Gain Stubby Antenna	\$26.00
21b		Mobile Radio Mounting Kit	\$18.00
21c	RKN4136	Ignition Sense Cable	\$26.00
22		Handheld Radio Compatible with Mobile Radios	XPR7580e ENABLED \$653.00
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	\$8.00
I UNDERSTAND AND HAVE THE ABILITY TO ACCEPT CREDIT CARDS FOR PAYMENT AS SPECIFIED ON PAGE 15 - SECTION 6. (YES OR NO)			YES
Required Submittal Checklist			Yes No
Attachment A - Proposal Response Form			Yes Yes
Attachment B - Reference Request Form			Yes No
Attachment C - Insurance Requirements Form			Yes No
Attachment D - Addenda Acknowledgement Form			Yes No
Attachment E - Debarment Form			Yes No
Attachment F - Drug Free Workplace Certificate			Yes No
Attachment G - Public Entity Crimes Form (notarized)			Yes No
Attachment H - Emergency/Storm Related Catastrophe Agreement			Yes No
Attachment I - Guarantee/Compliance/Distance to Site Form			Yes No
Attachment J - Corporate Overview, Related Experience and Key Personnel			Yes No

Attachment K - Sealed Proposal Mailing Label	Yes	No
Motorola Radio Dealer Certificate	Yes	No
Motorola Branded Authorized Warranty Service Center Certification	Yes	No
Assigned Employee's Technical Credentials	Yes	No
Detailed description of the Emergency Declaration features and programming options	Yes	No
Current Copy of Business License or SunBiz Web Page	Yes	No
One (1) manually signed proposal and six (6) copies,	Yes	No
Electronic copy of submittal	Yes	No

☐ 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: _____

Lorie Nein
 PROCUREMENT AGENT

Date: February 21, 2020

TABULATION ONLY. THIS IS NOT A PURCHASE ORDER.

ATTN: SCHOOL DISTRICT PERSONNEL. ITN NUMBER, ITEM NUMBER & DESCRIPTION MUST BE ENTERED ON REQUISITION(S).