



CITY OF HOLLYWOOD, FLORIDA

PROCUREMENT SERVICES DIVISION

Piggybacking Request Form

(Use for purchase(s) over \$15,000, when piggybacking off other contracts)

CITY OF HOLLYWOOD
PROCUREMENT SERVICES
DIVISION

2017 MAY -9 PM 12: 15

Date 5/8/2017

Department/Office Information Technology

Division/Area NCS

Contact Person Cathy Feller

Title Telecommunications Coordinator

Phone 954-921-3648

Email cfeller@hollywoodfl.org

1. Requested Vendor ATCI Communications, Inc.

Vendor Number 34270

Address 1270 NW 165 th Street / Miami, FL 33169

Contact Person Tim Moreno

Title Region II Consultant

Phone 305-620-0062

Email tjmoreno@atcsystems.com

2. Contract title requesting to piggyback? Bid # 16C-41W

Awarding Agency Palm Beach County

Contract Expiration Date 5/11/2019

Copy of Contract and Awarding Agency documentation is attached.

Yes No

3. Product/Service being requested (be specific). Camera maintenance to include cleaning; licensed journeyman for time and material installation of replacement security system components.

4. Detailed description of the products/services function and purpose. Quarterly or as-needed cleaning of domes and related security camera equipment; 30% discount off of OEM parts for the replacement of defunct security camera equipment; installation and replacement of defunct security equipment.

Procurement Service Division use only

Requisition # R
(As Applicable)

Purchase Order # P
(As Applicable)

Blanket Purchase Order # BPO 3002994
(As Applicable)

5. Please explain what process the Department/Office took to verify and/or identify this contract. Searched for previously existing contracts on which to use these services. ATCi was previously awarded the Miami- Dade School Board security contract for maintenance and related services in 2014.

6. Were alternative contracts evaluated to determine that the City is obtaining the most advantageous contract pricing for the required product/service?

Yes No

Please explain No other contracts available specific to our needs.

7. Total cost of the requested product/service. 121,725.00

8. Total estimated annual (fiscal year) cost of requested product/service. 121,725.00

Account Number(s) 57.1347.00000.590.004633 _____

9. Is this product/service covered by a warranty? Yes No

If yes, please attach a copy of the warranty details.

10. Would this purchase(s) result in the potential of future purchases for related products/services being restricted to a particular vendor or create a specific vendor as sole source provider for related items?

Yes No

If yes, please describe the related products/services and estimated cost(s.) _____

11. Would this purchase(s) result in any future maintenance costs which are not included in the initial purchase?

Yes No

If yes, please attach a draft maintenance plan which includes cost estimates and funding source(s.)
Time and materials to purchase equipment to replace defunct equipment and new installations.

12. Is this a grant related purchase? Yes No

If yes, please provide details (timeline, expiration dates, milestones, special procurement requirements, etc.) _____

Will this require matching funds? Yes No

What is the grant source? _____

What is the grant (dollar) amount? _____

13. Please complete an advanced search of the vendor recommended for award on the Federal Government's Systems for Award Management at www.sam.gov.

Date of Advanced Search 5/7/2017

Procurement Service Division use only

Requisition # R _____
(As Applicable)

Purchase Order # P _____
(As Applicable)

Blanket Purchase Oder # BPO _____
(As Applicable)

Company Name(s) Searched

Search Results

ATCi

REQUESTING DEPARTMENT RECOMMENDATION

Note: By signing and returning this form, you are verifying and acknowledging that you have reviewed all portions (scope, terms, conditions, pricing, etc.) of the requested contract and recommend its approval based on the contract complying with the City of Hollywood's scope and pricing requirements and to the best of your knowledge the contract does not violate any applicable policy, statute, governing rule or regulation.

Contact Person's Signature

Date

[Handwritten Signature]

5/9/2017

Supervisor's Signature

Date

[Handwritten Signature]

5/8/17

Director's Signature

Date

APPROVAL (Procurement Service Division Use Only)

Verified By:	<i>JE</i>	Date	6/5/17
Approved By:	<i>[Handwritten Signature]</i>	Date	6/12/2017

Procurement Service Division use only

Requisition # R _____
(As Applicable)

Purchase Order # P _____
(As Applicable)

Blanket Purchase Order # BPO 002994
(As Applicable)



Monthly Maintenance Cost		\$3,840.00
Included in the monthly maintenance cost:		
	Approved hourly rate of \$69.00 for a licensed certified journey person foreperson per the Palm Beach County Bid # 16C-41W-Term Contract, during regular working hours	
	The monthly cost of \$3,840.00 is a per month charge and the agreement between the City of Hollywood and ATCI allows for unlimited hours until the maintenance of equipment is repaired to a fully functional condition and satisfaction of the City of Hollywood. All work will be done during regular working hours.	
Total maintenance cost for a 12 month period	12 X \$3,840.00	\$46,080.00

New Installation Cost		
	Per the Palm Beach County Bid # 16C-41W-Term Contract. The hourly rate for new installation will be \$69.00 per hour for a licensed certified journey person foreperson, , during regular working hours	\$69.00
	Hours for new installations (7:30-4)	125
Total Approximate for the year for new installation.		\$8,625.00

Camera Count		407
	Estimated Failure or replacement rate 15%	61
	Approximated Cost of replacement at 30% off MSRP inclusive of man hours (Panasonic 42%, Advidia and Vide Insight 31%, Totus 40%, others: 10%)	\$520.00
Total Approximate for the year on camera replacement **		\$31,720.00



DVR Count		50
	Estimated Failure or replacement rate 20%	10
	Approximated cost of replacement at 30% off MSRP inclusive of man hours (Panasonic 42%, Advidia and Vide Insight 31%, Totus 40%, others: 10%)	\$3,530.00
Total Approximate for the year on DVR replacement. **		\$35,300.00

Total Allocated funding for maintenance, repairs and installation.	\$ 121,725.00
--------------------------------------------------------------------	---------------

Regular working hours are 7:30- 4 pm



City of Hollywood
2600 Hollywood Blvd. Hollywood, FL 33020

REF: Service Contract Renewal

Memo of Understanding

1. ATCi Service contract includes labor to troubleshoot, replace and/or reinstall parts of all equipment contained in the Equipment Spreadsheet of the Contract.
2. The cost of parts are NOT included in this Service Contract. Whenever equipment is required ATCI will submit a Quotation and the City of Hollywood will issue a PO.
3. There will be no limitation on hours consumed in a month should an event occur that would cause an excess of work, nor minimum required of hours consumed per month.
4. Monthly payment will remain the same at \$3840.00 for the maintenance contract.
5. ATCi will send weekly a status of tickets for the City of Hollywood, normally on Fridays/Mondays
6. There will be an attachment to the contract with the agreed frequency of cleaning of cameras depending on location.
7. Equipment that belongs to City of Hollywood PD and Public Utilities is not included in this contract.



ATCi Communications, Inc.
1270 NW 165th Street
Miami FL 33169 305.620.0062 (O) 305.620.0099 (F)



THE SCHOOL DISTRICT
OF PALM BEACH COUNTY, FLORIDA

DARCI GARBACZ
DIRECTOR

MICHAEL J. BURKE
CHIEF FINANCIAL OFFICER

Purchasing Department
3300 Forest Hill Boulevard, Suite A-323
West Palm Beach, FL 33406-5813
Phone: (561) 434-8214 Fax: (561) 963-3823
www.palmbeachschools.org/purchasing

May 13, 2016

ATCi Communications
1270 NW 165th Street
Miami, FL 33169

Attn: Timothy J. Moreno
tjmoreno@atcsystems.com

Subject: Letter of Agreement
Bid Number: 16C-41W
Title: Term Contract for Video Surveillance Installation, Repair Service, Parts,
Equipment and Related Items
Contract Term: May 12, 2016 through May 11, 2019

Dear Mr. Moreno:

This is to advise you that the School District of Palm Beach County, Florida, has accepted your offer to furnish equipment, supplies, and services. This acceptance is subject to compliance with bid specifications, terms and conditions, all pertinent laws of the State of Florida and instructions as determined by the General Counsel for the School District.

A Certificate of Insurance as per special condition "S", "Insurance Requirements" must be emailed to insurancecertificate@palmbeachschools.org, or faxed to 561-963-3823 within seven (7) days of this notification. Your insurance company is required to have the School Board of Palm Beach County, Florida, NAMED AS AN ADDITIONAL INSURED. No work shall commence until we receive the Certificate of Insurance and it must reference the above Bid Number. Please be sure to advise your insurance carrier.

Purchase orders may be issued to cover equipment, supplies or services as the need arises and will be your notification to proceed with fulfilling the School Districts request. Shipment without proper authorization may result in nonpayment. If you have not previously completed Vendor Record & W9 forms please do so and return along with your Certificate of Insurance.

If you have any questions, please do not hesitate to call my office at 561-963-3804. Thank you for your bid and we are looking forward to doing business with you and your company.

Sincerely,

Darci Garbacz, C.P.M., Director
Purchasing Department

CC: bid file
Jackie Walsh, CPPB, Purchasing Agent

The School District of Palm Beach County, Florida
A Top-Rated District by the Florida Department of Education Since 2005
An Equal Education Opportunity Provider and Employer

AGENDA ITEM

INVITATION TO BID NO.: 16C-41W--TERM CONTRACT FOR VIDEO SURVEILLANCE INSTALLATION, REPAIR, SERVICE, PARTS, EQUIPMENT AND RELATED ITEMS

DATE: April 6, 2016
DATE SOLICITED: March 9, 2016
PRESENTED TO BOARD: May 11, 2016

DATE OPENED: April 5, 2016
DATE POSTED: April 7, 2016

CONTRACT PERIOD: May 12, 2016 through May 11, 2019
DEPARTMENT: Various FUND: Various FUNCTION: Various ACCOUNT: Various
FUNDING SOURCE: Various
REQUESTING DEPARTMENT: School Police

FINANCIAL IMPACT

The annual financial impact to the various budgets is not to exceed \$1,100,000. The source of funds is the various budgets.

Items to be purchased include Video Surveillance Installation, Repair, Service, Parts, Equipment and Related Services District Wide.

AWARD RECOMMENDATION / TABULATION
(SEE BID SUMMARY DOCUMENT)

<u>VENDOR</u>	<u>MINORITY STATUS</u>	<u>SECTION I</u> Hypothetical Project	<u>SECTION II</u> See Award Summary
<u>ACTi Communications</u>	-	<u>\$62,238.35</u>	
<u>IntraLogic Solutions</u>	-	<u>(\$0.00)</u>	
<u>Operational Security Systems</u>	-	<u>\$93,053.16</u>	
<u>Silmar Electronics</u>	-	-	

LEGEND:

_____ = Award - Primary

() = Reject

MINORITY - (2-African American, 3-Hispanic American, 4-Native American, 5-Asian American, 6-American Woman, 7-Physically Impaired, 8-Other)

EXCEPTIONS:

Section I:

IntraLogic Solutions has been rejected as they could not furnish the parts requested in the hypothetical project.

Section II:

Line item 12 (Chatsworth) and Item 41 (SanDisk) were not bid on and will be purchased on the open market.

TIE BIDS: *Line Items 27 and 42.

*According to FS 287/087, tie bid preference shall be awarded to vendors with Drug Free Work Place programs. Whenever two or more are equal with regard to price, quality, and service, a bid received from a business that certifies that it has implemented a Drug Free Work Place program preference shall be awarded to the vendor who is certified in the following: as a M/WBE certified with the School District, as a SBE certified with the School District. If both vendors meet all three requirements, according to standard purchasing practice, the Director or Manager of Purchasing will flip a coin to break the tie. Vendor's company name closest to the letter "A" will always be assigned heads in the coin toss.

RECOMMENDATION:

Section I:

It is recommended that the award be made to all responsive and responsible bidders to create a pool vendors in order to meet the needs of the School District.

Section II:

It is recommended that the award be made to all responsive and responsible bidders offering the highest discount, as indicated, and authorize the use of the next highest bidder meeting the same Conditions in the event the original awardee cannot fulfill their contract.

Note: Original Bid document is available upon request.

SUMMARY OF AWARDS

Section I

ACTi Communications and Operational Security Systems

Section II

ATCi Communications

Item 35 (Parts and Equipment)

IntraLogic Solutions

Item 27 (Parts only)

Operational Security Systems

Items 1, 2, 3, 7, 8, 9, 10, 13, 14, 15, 19-26 (Parts and Equipment), 27 (Equipment only) 28, 29, 31, 32, 33, 34, 36, 38, 39, 40, 42, 43, 46, 47, 48, 50-54 (Parts and Equipment).

Silmar Electronics

Items 4, 5, 6, 11, 16, 17, 18, 30, 44, 45, 49 (Parts and Equipment).

BID PROTEST

Failure to file a protest within the time prescribed in §120.57(3), Florida Statutes, shall constitute a waiver of proceedings under Chapter 120, Florida Statutes and applicable Board rules, regulations and policies. Offers from the vendors listed herein are the

only offers received timely as of the above opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

If a bidder wishes to protest a bid, they must do so in strict accordance with the procedures outlined in FS 120.57(3). Any person who files an action protesting a decision or intended decision pertaining to this bid pursuant to FS 120.57(3)(b), shall post with the Purchasing Department, at the time of filing the formal written protest, a bond secured by an acceptable surety company in Florida payable to the School District of Palm Beach County in an amount equal to 1 percent (1%) of the total estimated contract value, but not less than \$500 nor more than \$5,000. Bond shall be conditioned upon the payment of all costs that may be adjudged against the protester in the administrative hearing in which the action is brought and in any subsequent appellate court proceeding. In lieu of a bond, a cashier's check, certified bank check, bank certified company check or money order will be acceptable form of security. If, after completion of the administrative hearing process and any appellate court proceedings, the District prevails, it shall recover all costs and charges included in the final order of judgment, including charges by the Division of Administrative Hearings. Upon payment of such costs and charges by the protester, the protest security shall be returned. If the protest prevails, he or she shall recover from the District all costs and charges, which shall be included in the final order of judgment.

DISQUALIFYING CRIMES

The bidder certifies by submission of this bid, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible or voluntarily excluded from participation in this transaction by the State of Florida or Federal Government. Further, bidder certifies that it has divulged, in its bid response, information regarding any of these actions or proposed actions with other governmental agencies.

SS: GM: JW


16C-41W BID SUMMARY DOCUMENT SECTION I

VENDOR NAME: ATCI Communications

This document will need to be downloaded, filled out and then uploaded with your bid. The bidder should complete only those areas shaded in yellow.

HYPOTHETICAL PRICE LIST

Hourly Labor Rate for installer/technician and other various personnel, to include Regular, Overtime and Premium to provide and install a complete 100% turnkey new video surveillance system to include all parts, materials and labor. Also to provide 100% turnkey all parts, material and labor required for any additions to an existing video system.

Regular Time constitutes any hours from 7:00AM to 5:00PM Monday - Friday

Overtime constitutes any hours after 5:00PM Monday - Friday

Premium Time constitutes Saturdays, Sundays and Holidays.

Note: All bid prices must include travel time, mileage, and any associated expenses and must remain firm throughout the initial contract period.

Award will be made to as many as (5) responsive, responsible vendors based upon the lowest total cost of parts and labor and who also meets all qualifications and licensing requirements per bid specifications (See Special Conditions J. QUALIFICATIONS).

All items shall be bid exactly as specified, No Substitutions. Quantities provided are estimates only.

The District will accept a discount of zero (0%). Bidders must bid a single firm fixed percentage discount, ex. 12% is acceptable, 11.075% is not. The single firm fixed percentage discount quoted by the bidder(s) must apply to the price/catalog list prices of all price/catalog items per manufacturer.

Parts Cost

Manufacturer	Manufacturer part #	Item Description	Unit List Price	Discount (percentage)	Discounted Price	Unit Price	Qty	Total Price
Panasonic	WJ-ND400/4000	iPro Network Video Recorder	\$ 12,729.00	42%	\$5,346.18	\$7,382.82	1	\$7,382.82
Panasonic	Cannister/1000	1TB Hard Drive	\$636.00	42%	\$267.12	\$368.88	1	\$368.88
IntraLogic	Server	Server	\$1,935.00	31%	\$599.85	\$1,335.15	1	\$1,335.15
Video Insight	Server	Server	\$1,935.00	31%	\$599.85	\$1,335.15	1	\$1,335.15
Altronix	ALTV2416	Power Supply	\$183.93	37%	\$68.05	\$115.88	1	\$115.88
Altronix	ALTV2408	Power Supply	\$114.00	37%	\$42.18	\$71.82	1	\$71.82
Belden	AX101611	Patch panel	\$219.00	20%	\$43.80	\$175.20	1	\$175.20
D-Link	DGS121010P	8 PPOE Switch	\$289.99	30%	\$87.00	\$202.99	1	\$202.99
D-Link	DGS-3100-24P	24 Port Switch	\$1,085.00	30%	\$325.50	\$759.50	1	\$759.50
D-Link	DGS-3612G	F/O Switch	\$1,230.00	30%	\$369.00	\$861.00	1	\$861.00

D-Link	DEM-3311GT	Gigabit Fiber Mod	\$195.00	30%	\$58.50	\$136.50	1	\$136.50
Panasonic	WV-SFV781L	Camera	\$3,486.00	42%	\$1,464.12	\$2,021.88	1	\$2,021.88
Panasonic	WV-SFV481	Camera	\$2,431.00	42%	\$1,021.02	\$1,409.98	1	\$1,409.98
Panasonic	WV-SFV611L	Camera	\$1,184.00	42%	\$497.28	\$686.72	1	\$686.72
Panasonic	WV-SFR611L	Camera	\$984.00	42%	\$413.28	\$570.72	1	\$570.72
Panasonic	WV-SFV631LT	Camera	\$1,602.00	42%	\$672.84	\$929.16	1	\$929.16
Panasonic	WV-SFV631L	Camera	\$1,420.00	42%	\$596.40	\$823.60	1	\$823.60
Panasonic	WV-SFR631L	Camera	\$1,270.00	42%	\$533.40	\$736.60	1	\$736.60
Panasonic	WV-NW964	Camera iPro weather	\$3,990.00	50%	\$1,995.00	\$1,995.00	6	\$11,970.00
Panasonic	PWM30G	Parapet Mount	\$487.00	42%	\$204.54	\$282.46	2	\$564.92
Panasonic	PWM20GS	Gooseneck wall mount	\$142.00	42%	\$59.64	\$82.36	4	\$329.44
Panasonic	PACA2B	Corner Mount Adap.	\$118.00	42%	\$49.56	\$68.44	7	\$479.08
Advidea	B-51	Camera	\$1,089.00	31%	\$337.59	\$751.41	1	\$751.41
Advidea	B-210	Camera	\$998.00	31%	\$309.38	\$688.62	1	\$688.62
Advidea	B-5360	Camera	\$650.00	31%	\$201.50	\$448.50	1	\$448.50
Advidea	B-31-CMB	Mounting	\$146.39	31%	\$45.38	\$101.01	1	\$101.01
Advidea	B-210-FM	Mounting	\$67.55	31%	\$20.94	\$46.61	1	\$46.61
Advidea	B-31-GN	Mounting	\$219.89	31%	\$68.17	\$151.72	1	\$151.72
Advidea	B-31-MK	Mounting	\$79.00	31%	\$24.49	\$54.51	1	\$54.51
Advidea	B-210-OD-WM	Mounting	\$89.00	31%	\$27.59	\$61.41	1	\$61.41
Advidea	B-210-PM	Mounting	\$137.75	31%	\$42.70	\$95.05	1	\$95.05
Advidea	B-31-ST	Mounting	\$127.95	31%	\$39.66	\$88.29	1	\$88.29
Advidea	B-5360-MD-EP	Mounting	\$59.65	31%	\$18.49	\$41.16	1	\$41.16
Advidea	B-5360-MD-GM	Mounting	\$47.15	31%	\$14.62	\$32.53	1	\$32.53
Advidea	B-5360-MD-MK	Mounting	\$27.35	31%	\$8.48	\$18.87	1	\$18.87
Advidea	B-5360-MD-WM	Mounting	\$44.85	31%	\$13.90	\$30.95	1	\$30.95
Advidea	B-5360-ST	Mounting	\$89.75	31%	\$27.82	\$61.93	1	\$61.93
Totus	Surveillance Platform		\$6,585.00	40%	\$2,634.00	\$3,951.00	1	\$3,951.00
Fiber Optic Cable	CG0061anr.bk	F/OCable	\$3.00	10%	\$0.30	\$2.70	1000	\$2,700.00
Cabling (Price per Linear Ft.)		PVC Grounding	\$0.40	10%	\$0.04	\$0.36	30	\$10.80
Cabling (Price per Linear Ft.)		Control Cable	\$0.40	10%	\$0.04	\$0.36	1000	\$360.00
Conduit (Price per Linear Ft.)		1" EMT	\$7.50	10%	\$0.75	\$6.75	60	\$405.00

Conduit (Price per Linear Ft.)		3/4" Rigid	\$9.00	10%	\$0.90	\$8.10	20	\$162.00
Total Parts Costs								\$43,528.35

Total Cost \$43,560.89

Total Labor Cost				
Time		Hourly Rate	Hours	Total Price
Installation	Regular Time 7:00AM to 5:00PM - M-F	\$69.00	240	\$16,560.00
Installation	Overtime - after 5:00PM - M-F	\$125.00	13	\$1,625.00
Installation	Premium - Saturday, Sunday, Holidays	\$175.00	3	\$525.00
Total Labor Cost				\$18,710.00

Total Cost \$62,238.35

16C-41W BID SUMMARY DOCUMENT SECTION I

VENDOR NAME: Operational Security Systems, Inc

This document will need to be downloaded, filled out and then uploaded with your bid. The bidder should complete only those areas shaded in yellow.

HYPOTHETICAL PRICE LIST

Hourly Labor Rate for installer/technician and other various personnel, to include Regular, Overtime and Premium to provide and install a complete 100% turnkey new video surveillance system to include all parts, materials and labor. Also to provide 100% turnkey all parts, material and labor required for any additions to an existing video system.

Regular Time constitutes any hours from 7:00AM to 5:00PM Monday - Friday

Overtime constitutes any hours after 5:00PM Monday - Friday

Premium Time constitutes Saturdays, Sundays and Holidays.

Note: All bid prices must include travel time, mileage, and any associated expenses and must remain firm throughout the initial contract period.

Award will be made to as many as (5) responsive, responsible vendors based upon the lowest total cost of parts and labor and who also meets all qualifications and licensing requirements per bid specifications (See Special Conditions J. QUALIFICATIONS).

All items shall be bid exactly as specified, No Substitutions. Quantities provided are estimates only.

The District will accept a discount of zero (0%). Bidders must bid a single firm fixed percentage discount, ex. 12% is acceptable, 11.075% is not. The single firm fixed percentage discount quoted by the bidder(s) must apply to the price/catalog list prices of all price/catalog items per manufacturer.

Parts Cost

Manufacturer	Manufacturer part #	Item Description	Unit List Price	Discount (percentage)	Discounted Price	Unit Price	Qty	Total Price
Panasonic	WJ-ND400/4000	iPro Network Video Recorder	\$13,329.00	22%	\$2,932.38	#####	1	\$10,396.62
Panasonic	Cannister/1000	1TB Hard Drive	\$409.00	22%	\$89.98	\$319.02	1	\$319.02
IntraLogic	Server	Server	\$7,765.00	22%	\$1,708.30	\$6,056.70	1	\$6,056.70
Video Insight	Server	Server	\$11,195.00	22%	\$2,462.90	\$8,732.10	1	\$8,732.10
Altronix	ALTV2416	Power Supply	\$140.99	20%	\$28.20	\$112.79	1	\$112.79
Altronix	ALTV2408	Power Supply	\$90.99	20%	\$18.20	\$72.79	1	\$72.79
Belden	AX101611	Patch panel	\$199.00	20%	\$39.80	\$159.20	1	\$159.20
D-Link	DGS121010P	8 PPOE Switch	\$200.00	-15%	(\$30.00)	\$230.00	1	\$230.00

D-Link	DGS-3100-24P	24 Port Switch	\$1,099.99	-15%	(\$165.00)	\$1,264.99	1	\$1,264.99
D-Link	DGS-3612G	F/O Switch	\$2,829.99	-15%	(\$424.50)	\$3,254.49	1	\$3,254.49
D-Link	DEM-3311GT	Gigabit Fiber Mod	\$99.99	0%	\$0.00	\$99.99	1	\$99.99
Panasonic	WV-SFV781L	Camera	\$3,486.00	22%	\$766.92	\$2,719.08	1	\$2,719.08
Panasonic	WV-SFV481	Camera	\$2,431.00	22%	\$534.82	\$1,896.18	1	\$1,896.18
Panasonic	WV-SFV611L	Camera	\$1,184.00	22%	\$260.48	\$923.52	1	\$923.52
Panasonic	WV-SFR611L	Camera	\$1,038.00	22%	\$228.36	\$809.64	1	\$809.64
Panasonic	WV-SFV631LT	Camera	\$1,620.00	22%	\$356.40	\$1,263.60	1	\$1,263.60
Panasonic	WV-SFV631L	Camera	\$1,420.00	22%	\$312.40	\$1,107.60	1	\$1,107.60
Panasonic	WV-SFR631L	Camera	\$1,270.00	22%	\$279.40	\$990.60	1	\$990.60
Panasonic	WV-NW964	Camera iPro weather	\$4,324.00	22%	\$951.28	\$3,372.72	6	\$20,236.32
Panasonic	PWM30G	Parapet Mount	\$487.00	22%	\$107.14	\$379.86	2	\$759.72
Panasonic	PWM20GS	Gooseneck wall mount	\$142.00	22%	\$31.24	\$110.76	4	\$443.04
Panasonic	PACA2B	Corner Mount Adap.	\$118.00	22%	\$25.96	\$92.04	7	\$644.28
Advidea	B-51	Camera	\$1,089.00	22%	\$239.58	\$849.42	1	\$849.42
Advidea	B-210	Camera	\$998.00	22%	\$219.56	\$778.44	1	\$778.44
Advidea	B-5360	Camera	\$650.00	22%	\$143.00	\$507.00	1	\$507.00
Advidea	B-31-CMB	Mounting	\$146.36	22%	\$32.20	\$114.16	1	\$114.16
Advidea	B-210-FM	Mounting	\$67.55	22%	\$14.86	\$52.69	1	\$52.69
Advidea	B-31-GN	Mounting	\$219.89	22%	\$48.38	\$171.51	1	\$171.51
Advidea	B-31-MK	Mounting	\$79.00	22%	\$17.38	\$61.62	1	\$61.62
Advidea	B-210-OD-WM	Mounting	\$89.00	22%	\$19.58	\$69.42	1	\$69.42
Advidea	B-210-PM	Mounting	\$137.75	22%	\$30.31	\$107.45	1	\$107.45
Advidea	B-31-ST	Mounting	\$127.95	22%	\$28.15	\$99.80	1	\$99.80
Advidea	B-5360-MD-EP	Mounting	\$59.65	22%	\$13.12	\$46.53	1	\$46.53
Advidea	B-5360-MD-GM	Mounting	\$47.15	22%	\$10.37	\$36.78	1	\$36.78
Advidea	B-5360-MD-MK	Mounting	\$27.35	22%	\$6.02	\$21.33	1	\$21.33
Advidea	B-5360-MD-WM	Mounting	\$44.85	22%	\$9.87	\$34.98	1	\$34.98
Advidea	B-5360-ST	Mounting	\$89.75	22%	\$19.75	\$70.01	1	\$70.01
Totus	Surveillance Platform		\$6,585.00	5%	\$329.25	\$6,255.75	1	\$6,255.75
Fiber Optic Cable	CG0061anr.bk	F/O Cable	\$0.80	10%	\$0.08	\$0.72	1000	\$720.00

Cabling (Price per Linear Ft.)		PVC Grounding	\$0.36	0%	\$0.00	\$0.36	30	\$10.80
Cabling (Price per Linear Ft.)		Control Cable	\$0.36	0%	\$0.00	\$0.36	1000	\$360.00
Conduit (Price per Linear Ft.)		1" EMT	\$0.41	0%	\$0.00	\$0.41	60	\$24.60
Conduit (Price per Linear Ft.)		3/4" Rigid	\$5.23	0%	\$0.00	\$5.23	20	\$104.60
Total Parts Costs								\$72,989.16

Total Cost \$73,025.93

Total Labor Cost				
Time		Hourly Rate	Hours	Total Price
Installation	Regular Time 7:00AM to 5:00PM - M-F	\$76.00	240	\$18,240.00
Installation	Overtime - after 5:00PM - M-F	\$114.00	13	\$1,482.00
Installation	Premium - Saturday, Sunday, Holidays	\$114.00	3	\$342.00
Total Labor Cost				\$20,064.00

Total Cost \$93,053.16

16C-41W- ADDITIONAL INFORMATION DOCUMENT - SECTION I

Single Firm Fixed Percentage Discount will be deducted from the price/catalog list prices offered for each manufacturer's product line.

Single Firm Fixed Percentage Discount is guaranteed for the term of the contract and any subsequent renewals. Deliveries are to be FOB destination.

Additional Manufacturers and Balance of Line		
Vendor:	% Discount Parts	% Discount Equipment
ATCI COMMUNICATIONS		
Manufacturer:		
Advidia	<u>31</u>	<u>31</u>
Video Insight	<u>31</u>	<u>31</u>
Totus	<u>40</u>	<u>40</u>
Balance of Line	<u>10</u>	<u>10</u>
Vendor: INTRALOGIC SOLUTIONS		
	% Discount Parts	% Discount Equipment
Balance of Line	<u>10</u>	<u>10</u>
Vendor: OPERATIONAL SECURITY SYSTEMS		
	% Discount Parts	% Discount Equipment
Balance of Line	<u>10</u>	<u>10</u>
Vendor: SILMAR ELECTRONICS		
Manufacturer	% Discount Parts	% Discount Equipment
Video Insight	26	26

16C-41W ADDITIONAL INFORMATION DOCUMENT - SECTION I

BALANCE OF LINE, REPAIR AND SERVICE WORK, AFTER WARRANTY BENCH REPAIR & PREPARATION OF SITE

This information will not be used in the evaluation of your bid but is required to be completed for bid to be considered.

Vendor Name: ATCi Communications, INC.

TO BE COMPLETED BY AUTHORIZED INSTALLATION DEALERS/INSTALLERS ONLY

<p>Balance of Line Discount: The "balance of line" shall include products and services that are not requested in this Invitation to Bid, but are within the scope of products and services available from the awardee(s). The School District reserves the right to add these products and services to the awarded items. Additions shall be submitted as they occur. Deletions and discontinued items shall be reported by bid awarded vendors as they occur. Quotes for these products and services shall be returned within 72 hours of request unless otherwise specified herein. (This discount percentage should be a separate line item noted on the invoice deducted from those items not otherwise specified); Percentage Discount is guaranteed for the term of the contract and any subsequent renewals. See Special Conditions FF.</p>	<p>Percentage Discount</p> <p><u>10</u> %</p>
-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	---------------------------------------------------

Balance of Line Discount – Prices in catalogs or on price list must include shipping and inside delivery.

Hourly Labor Rate for installer/technician and other various personnel, to include Regular, Overtime and Premium Time for Repair and Service to Video Surveillance Systems.

After Warranty Bench Repair Rate and Preparation of Site.

Note: All bid prices must include travel time, mileage, and any associated expenses and must remain firm throughout the initial contract period.

REPAIR			
Personnel Title	Regular Time 7:00AM - 5:00PM Monday - Friday	Labor Overtime After 5:00PM Monday - Friday	Labor Premium Time Saturdays, Sundays and Holidays
Installer/Technician	\$ <u>69</u> hr.	\$ <u>125</u> hr.	\$ <u>175</u> hr.

SERVICE			
Personnel Title	Regular Time 7:00AM - 5:00PM Monday - Friday	Labor Overtime After 5:00PM Monday - Friday	Labor Premium Time Saturdays, Sundays and Holidays
Installer/Technician	\$ <u>69</u> hr.	\$ <u>125</u> hr.	\$ <u>175</u> hr.

Are your technicians/installers factory trained? Yes No

If yes, for what manufacturers?

Mfg. <u>PANASONIC</u>	Mfg. _____
Mfg. <u>AXIS</u>	Mfg. _____
Mfg. <u>VIDEO INSIGHT</u>	Mfg. _____
Mfg. <u>DVTEL</u>	Mfg. _____
Mfg. <u>ONSSI</u>	Mfg. _____
Mfg. <u>GENETEC</u>	Mfg. _____
Mfg. <u>BOSCH</u>	Mfg. _____
Mfg. <u>SUN MICROWAVE</u>	Mfg. _____
Mfg. <u>DAVIDA</u>	Mfg. _____

ATCi Communications

After Warranty Bench Repair Rate:	\$ <u>69</u> Per Hour		
Are your repairmen factory trained?	Yes <input checked="" type="checkbox"/>	No <input type="checkbox"/>	
If yes, for what manufacturers?			
Mfg. <u>PANASONIC</u>	Mfg. <u>ADVIOIA</u>		
Mfg. <u>Axis</u>	Mfg. <u>BOSCH</u>		
Mfg. <u>VIDEO INSIGHT</u>	Mfg. <u>SUN MICROSYSTEMS</u>		
Mfg. <u>DUTEL</u>	Mfg. _____		
Mfg. <u>ONSSI</u>	Mfg. _____		
Mfg. <u>GENETEC</u>	Mfg. _____		
If you need to list additional manufacturers for "After Warranty Bench Repairs", please do so in the Vendor Notes section of the bid.			
Please complete for additional manufacturers:			
Fixed percentage discount for:	<u>ADVIOIA</u>	OEM parts <u>31</u> %	OEM equipment <u>31</u> %
Fixed percentage discount for:	<u>VIDEO INSIGHT</u>	OEM parts <u>31</u> %	OEM equipment <u>31</u> %
Fixed percentage discount for:	<u>TOTOS</u>	OEM parts <u>40</u> %	OEM equipment <u>40</u> %
Fixed percentage discount for:	_____	OEM parts _____ %	OEM equipment _____ %
If you need to list additional manufacturers and their percentage discount, please do so in the Vendor Notes section of the bid.			
Turnkey projects may involve work to prepare a site before the installation of equipment can take place. The following service may be required, please enter hourly rates for:			
Trenching	\$ <u>69</u> per hour		
Asphalt & Paving	\$ <u>69</u> per hour		
Water/Utilities (cable) Locator	\$ <u>69</u> per hour		
Concrete Removal/Replacement	\$ <u>69</u> per hour		
Sod Removal/Replacement	\$ <u>69</u> per hour		
Other <u>ELECTRICAL</u> (Please specify)	\$ <u>89</u> per hour		