

## BID TABULATION (PUR 7004)

**Instructions:** Agencies may use this form to post notices of award pursuant to s. 120.57(3), F.S. and Chapter 28-110 F.A.C. Agencies are not required to use this form. State Purchasing recommends that agencies check with their General Counsel when creating their own alternatives to this form.

**Bid No. and Title:** ITB No. 09-725-500-A, Land Mobile FM or PM Communications Equipment

**Agency Personnel:**

**Opening Date and Time:** March 17, 2011, 2:00 PM EDT

**Opened by:** Trey Collins, Purchasing Analyst

**Posting Date/Time:** May 10, 2011

**Tabulated by:** Charles Hadley, Communications Engineer

**From:** May 10, 2011      **To:** May 13, 2011 at 5:00 PM EDT

**Verified by:** Lyle Hackett, Bureau Chief

The following language is provided pursuant to Section 120.57(3), Florida Statutes:

**Failure to file a protest within the time prescribed in Section 120.57(3), or failure to post the bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceeding under Chapter 120, Florida Statutes.**

The following language is provided pursuant to Rule 28-110.005, Florida Admin. Code:

**Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the 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.**

**Note:** Determination of non-awarded bids will be detailed in the Not As Specified Column. Final award is contingent on signing of the contract document by both parties, development of the dedicated contractor's web site with approved format, and compliance with transaction fee reporting and payment.

Item	Bidder	Award Recommendation	Not As Specified (see codes below)
1	Communications International	REJECT	12
2	Daniels Electronics	REJECT	12
3	Datron World Communications	REJECT	7, 12
4	Edge Technology Distributors	NO AWARD	13
5	E.F. Johnson Company	REJECT	4, 7
6	First Communications	AWARD	
7	Harris Corporation	AWARD	
8	ICOM America	AWARD	
9	Midland Radio Corporation	AWARD	
10	Motorola Solutions	AWARD	
11	RELM Wireless Corporation	REJECT	12
12	r.f. Services	NO AWARD	13
13	Secom Systems	AWARD	
14	Stone Mountain	REJECT	12
15	Tait Radio Communications	AWARD	
16	TecNet International	AWARD	
17	Watson Dispatch	REJECT	12
18	Williams Communications	AWARD	

**N.A.S. (Not As Specified) Codes**

- 1 - Price Sheet was not submitted or was incomplete/incorrect as specified. (Section 3.9.1)
- 2 - Savings/Reduction Form was not submitted or was incomplete/incorrect as specified. (Section 3.9.3)
- 3 - Ordering Instructions form was not submitted or was incomplete/incorrect as specified. (Section 3.9.4)
- 4 - Respondent does not agree to all terms and conditions as set forth in this bid. (Certification Table, Section 3.9.6)
- 5 - Contact Information form was not submitted or was incomplete/incorrect as specified. (Section 3.9.7)
- 6 - Certification of Drug-Free Workplace form was not submitted or was incomplete/incorrect as specified. (Section 3.9.8)
- 7 - State of Florida Vendor Responsibility Questionnaire was not submitted or was incomplete/incorrect as specified. (Section 3.9.9)
- 8 - Emergency Situations form was not submitted or was incomplete/incorrect as specified. (Section 3.9.10)
- 9 - Authorized Dealers form was not submitted or was incomplete/incorrect as specified. (Section 3.9.11)
- 10 - References Form was not submitted or was incomplete/incorrect as specified. (Section 3.9.12)
- 11 - Manufacturer's Authorization form was not submitted or was incomplete/incorrect as specified. (Section 3.9.13)
- 12 - Dun and Bradstreet Supplier Qualifier Report (SQR) was not provided in accordance with Section 3.14.
- 13 - Respondent's bid prices were higher than other responsive and responsible bidders, and were higher than 10% of the lowest bid. (Section 3.10)



**ANALOG PORTABLES: CATEGORIES 1, 2 & 3  
 BID EVALUATION SHEET**

Item Number	Description	MIDLAND	ICOM	HARRIS	FIRST COMM	TAIT	MOTOROLA	EDGE TECH	TECNET	SECOM	WILLIAMS COMM	r.f. SERVICES
19A	Portable Radio Analog, VHF Category 1	\$2,222.55	<b>\$407.88</b>	\$1,411.56	<del>\$639.10</del>	<del>\$585.83</del>	\$1,855.74			\$612.95		
19B	Antenna, belt clip & 2 high capacity batteries	inc	F3161S	inc	inc	inc	inc			inc		
19C	Optional: See Bidder's Other Optional Items List											
20A	Portable Radio Analog, VHF-HB Category 2	\$2,222.55	\$643.19	\$1,411.56	\$639.10	<b>\$548.33</b>	\$1,855.74		\$261.80	\$612.95		
20B	Antenna, belt clip & 2 high capacity batteries	inc	inc	inc	inc	TP8120	inc		inc	inc		
20C	Optional: See Bidder's Other Optional Items List											
21A	Portable Radio Analog, VHF-HB Category 3	\$2,222.55	\$260.42	\$1,411.56	\$639.10	\$503.33	\$960.96	\$331.00	<b>\$198.80</b>	\$268.45		
21B	Antenna, belt clip & 2 high capacity batteries	inc	inc	inc	inc	inc	inc	inc	HL 1511	inc		
21C	Optional: See Bidder's Other Optional Items List											
21L	Portable Radio Analog, UHF Category 1	\$2,222.55		\$1,411.56	<b>\$658.35</b>		\$1,855.74			<b>\$612.95</b>		
21M	Antenna, belt clip & 2 high capacity batteries	inc		inc	XPR6550		inc			1		
21N	Optional: See Bidder's Other Optional Items List											
21L1	Portable Radio Analog, UHF Category 2	\$2,222.55		\$1,409.70	<b>\$658.35</b>		\$1,855.74		\$261.80	<b>\$612.95</b>		
21M1	Antenna, belt clip & 2 high capacity batteries	inc		inc	XPR6550		inc		inc	2		
21N1	Optional: See Bidder's Other Optional Items List											
21L2	Portable Radio Analog, UHF Category 3	\$2,222.55		\$1,411.56			\$960.96	\$331.00	<b>\$198.80</b>	\$247.80		
21M2	Antenna, belt clip & 2 high capacity batteries	inc		inc			inc	inc	HL 1521	inc		
21N2	Optional: See Bidder's Other Optional Items List											
21A3	Portable Radio Analog, 700/800 MHz Category 1			<b>\$1,422.66</b>			\$1,855.74			<b>\$1,544.50</b>		
21B3	Antenna, belt clip & 2 high capacity batteries			7/800 P5400			inc			SP1		
21C3	Optional: See Bidder's Other Optional Items List											
21A4	Portable Radio Analog, 700/800 MHz Cat. 2			<b>\$1,422.66</b>			\$1,855.74			<b>\$1,556.75</b>		
21B4	Antenna, belt clip & 2 high capacity batteries			7/800 P5400			inc			SP2		
21C4	Optional: See Bidder's Other Optional Items List											
21A5	Portable Radio Analog, 700/800 MHz Cat. 3			\$1,422.66			<b>\$960.96</b>			\$1,556.75		
21B5	Antenna, belt clip & 2 high capacity batteries			inc			XTS1500			inc		
21C5	Optional: See Bidder's Other Optional Items List											

**P25 COMPLIANT BASE STATIONS & REPEATER BASE STATIONS: CATEGORIES 1, 2 & 3  
 BID EVALUATION SHEET**

Item Number	Description	MIDLAND	ICOM	HARRIS	FIRST COMM	TAIT	MOTOROLA	EDGE TECH	TECNET	SECOM	WILLIAMS COMM	r.f. SERVICES
22A	Base Station Repeater, VHF-HB P25 Category 1	\$11,111.04	<b>\$7,920.31</b>			\$11,224.50	\$16,775.20			\$9,239.10		
22B	Power cable, mounting hardware, etc.	inc	RFTP25100W			inc	inc			inc		
23A	Base Station Repeater, VHF-HB P25 Category 2	<b>\$11,111.04</b>				\$11,224.50	\$16,775.20			\$9,239.10		
23B	Power cable, mounting hardware, etc.	91-1110B				TB9100	inc			inc		
24A	Base Station Repeater, VHF-HB P25 Category 3	<b>\$11,111.04</b>		\$17,495.82		\$11,224.50	\$16,775.20			\$9,239.10		
24B	Power cable, mounting hardware, etc.	91-1110RB		inc		TB9100	inc			inc		
25A	Base Station Repeater, UHF P25 Category 1	\$11,111.04	<b>\$8,173.19</b>	\$17,495.82		\$11,224.50	\$16,775.20			\$9,307.35		
25B	Power cable, mounting hardware, etc.	inc	RFTP25100W	inc		inc	inc			inc		
26A	Base Station Repeater, UHF P25 Category 2	<b>\$11,111.04</b>		\$17,495.82		\$11,224.50	\$16,775.20			\$9,278.75		
26B	Power cable, mounting hardware, etc.	91-4100B		inc		TB9100	inc			inc		
27A	Base Station Repeater, UHF P25 Category 3	<b>\$11,111.04</b>		\$17,495.82		\$11,224.50	\$16,775.20			\$9,278.75		
27B	Power cable, mounting hardware, etc.	91-4100B		inc		TB9100	inc			inc		
28A	Base Station Repeater, 700/800 MHz P25 Category 1	\$13,910.46		\$17,495.82		<b>\$11,982.00</b>	\$16,775.20					
28B	Power cable, mounting hardware, etc.	inc		inc		TB9100	inc					
29A	Base Station Repeater, 700/800 MHz P25 Category 2	\$13,910.46		\$17,495.82		<b>\$11,982.00</b>	\$16,775.20					
29B	Power cable, mounting hardware, etc.	inc		inc		TB9100	inc					
30A	Base Station Repeater, 700/800 MHz P25 Category 3	\$13,910.46		\$17,495.82		<b>\$11,982.00</b>	\$16,775.20					
30B	Power cable, mounting hardware, etc.	inc		inc		TB9100	inc					







**VENDOR WARRANTY - SEE BIDDERS' OTHER OPTIONAL ITEMS LIST  
BID EVALUATION SHEET**

Item Number	Description	MIDLAND	ICOM	HARRIS	FIRST COMM	TAIT	MOTOROLA	EDGE TECH	TECNET	SECOM	WILLIAMS COMM	r.f. SERVICES
69A	Vendor Warranty  See bidders' Other Optional Items List											

**BATTERIES: DRY CELL AND RECHARGEABLE  
BID EVALUATION SHEET**

Item Number	Description	MIDLAND	ICOM	HARRIS	FIRST COMM	TAIT	MOTOROLA	EDGE TECH	TECNET	SECOM	WILLIAMS COMM	r.f. SERVICES
70A	Rechargeable Batteries  * Williams Communications offered the lowest overall pricing for Dry Cell and Rechargeable Batteries										* Up to 58% off MSRP (See Product Price List)	Up to 52% off MSRP

**OTHER ACCESSORIES - NO AWARD  
BID EVALUATION SHEET**

Item Number	Description	MIDLAND	ICOM	HARRIS	FIRST COMM	TAIT	MOTOROLA	EDGE TECH	TECNET	SECOM	WILLIAMS COMM	r.f. SERVICES
71A	Other Accessories  No award was made in this category											

**Color Code Key**

***Bold Italics Orange*** (shaded cell)- lowest bid (meets standards)

**Orange** (shaded cell) - within 10% of lowest bid (meets standards)

Black - meets the technical standards but is not the lowest bid or is not within 10% of lowest bid

Strikethrough - does not meet all technical standards





**ANALOG PORTABLES: CATEGORIES 1, 2 & 3  
BID EVALUATION SHEET**

Item Number	Description	MIDLAND	ICOM	HARRIS	FIRST COMM	TAIT	MOTOROLA	EDGE TECH	TECNET	SECOM	WILLIAMS COMM	r.f. SERVICES
19A	<b>Portable Radio Analog, VHF Category 1</b>	\$2,222.55	<b>\$549.07</b>				\$2,334.15			\$612.95		
19B	Antenna, belt clip & 2 high capacity batteries	inc	F3161DS				inc			inc		
19C	Optional: See Bidder's Other Optional Items List											
20A	<b>Portable Radio Analog, VHF-HB Category 2</b>	<b>\$2,222.55</b>					<b>\$2,334.15</b>			<b>\$573.95</b>		
20B	Antenna, belt clip & 2 high capacity batteries	STP-105B					XTS2500			inc		
20C	Optional: See Bidder's Other Optional Items List											
21A	<b>Portable Radio Analog, VHF-HB Category 3</b>	\$2,222.55					\$1,352.52			<b>\$573.95</b>		
21B	Antenna, belt clip & 2 high capacity batteries	inc					inc			TK-2180K		
21C	Optional: See Bidder's Other Optional Items List											
21L	<b>Portable Radio Analog, UHF Category 1</b>	\$2,222.55					\$2,334.15			<b>\$612.95</b>		
21M	Antenna, belt clip & 2 high capacity batteries	inc					inc			NX-300K		
21N	Optional: See Bidder's Other Optional Items List											
21L1	<b>Portable Radio Analog, UHF Category 2</b>	\$2,222.55					\$2,334.15			<b>\$585.00</b>		
21M1	Antenna, belt clip & 2 high capacity batteries	inc					inc			TK-3180K		
21N1	Optional: See Bidder's Other Optional Items List											
21L2	<b>Portable Radio Analog, UHF Category 3</b>	\$2,222.55					\$1,352.52			<b>\$247.80</b>		
21M2	Antenna, belt clip & 2 high capacity batteries	inc					inc			TK-3173K		
21N2	Optional: See Bidder's Other Optional Items List											
21A3	<b>Portable Radio Analog, 700/800 MHz Category 1</b>						<b>\$2,334.15</b>					
21B3	Antenna, belt clip & 2 high capacity batteries						XTS2500					
21C3	Optional: See Bidder's Other Optional Items List											
21A4	<b>Portable Radio Analog, 700/800 MHz Cat. 2</b>						<b>\$2,334.15</b>					
21B4	Antenna, belt clip & 2 high capacity batteries						XTS2500					
21C4	Optional: See Bidder's Other Optional Items List											
21A5	<b>Portable Radio Analog, 700/800 MHz Cat. 3</b>						<b>\$1,352.52</b>					
21B5	Antenna, belt clip & 2 high capacity batteries						XTS1500					
21C5	Optional: See Bidder's Other Optional Items List											

**P25 COMPLIANT BASE STATIONS & REPEATER BASE STATIONS: CATEGORIES 1, 2 & 3  
BID EVALUATION SHEET**

Item Number	Description	MIDLAND	ICOM	HARRIS	FIRST COMM	TAIT	MOTOROLA	EDGE TECH	TECNET	SECOM	WILLIAMS COMM	r.f. SERVICES
22A	<b>Base Station Repeater, VHF-HB P25 Category 1</b>	<b>\$11,111.04</b>				\$12,749.50	\$21,240.00			\$9,239.10		
22B	Power cable, mounting hardware, etc.	91-1110B				inc	inc			inc		
23A	<b>Base Station Repeater, VHF-HB P25 Category 2</b>	<b>\$11,111.04</b>				\$12,749.50	\$21,240.00			\$9,239.10		
23B	Power cable, mounting hardware, etc.	91-1110B				inc	inc			inc		
24A	<b>Base Station Repeater, VHF-HB P25 Category 3</b>	<b>\$11,111.04</b>		\$22,557.42		\$12,749.50	\$21,240.00			\$9,239.10		
24B	Power cable, mounting hardware, etc.	91-1110RB		inc		inc	inc			inc		
25A	<b>Base Station Repeater, UHF P25 Category 1</b>	<b>\$11,111.04</b>		\$22,557.42		\$12,749.50	\$21,240.00			\$9,307.35		
25B	Power cable, mounting hardware, etc.	91-4100B		inc		inc	inc			inc		
26A	<b>Base Station Repeater, UHF P25 Category 2</b>	<b>\$11,111.04</b>		\$22,557.42		\$12,749.50	\$21,240.00			\$9,278.75		
26B	Power cable, mounting hardware, etc.	91-4100B		inc		inc	inc			inc		
27A	<b>Base Station Repeater, UHF P25 Category 3</b>	<b>\$11,111.04</b>		\$22,557.42		\$12,749.50	\$21,240.00			\$9,278.75		
27B	Power cable, mounting hardware, etc.	91-4100B		inc		inc	inc			inc		
28A	<b>Base Station Repeater, 700/800 MHz P25 Category 1</b>	<del>\$13,910.46</del>		\$34,615.72		<b>\$13,507.00</b>	\$21,240.00					
28B	Power cable, mounting hardware, etc.	inc		inc		TB9135	inc					
29A	<b>Base Station Repeater, 700/800 MHz P25 Category 2</b>	<b>\$13,910.46</b>		\$34,615.72		<b>\$13,507.00</b>	\$21,240.00					
29B	Power cable, mounting hardware, etc.	8100B		inc		TB9135	inc					
30A	<b>Base Station Repeater, 700/800 MHz P25 Category 3</b>	<b>\$13,910.46</b>		\$34,615.72		<b>\$13,507.00</b>	\$21,240.00					
30B	Power cable, mounting hardware, etc.	8100B		inc		TB9135	inc					







**VENDOR WARRANTY - SEE BIDDERS' OTHER OPTIONAL ITEMS LIST  
 BID EVALUATION SHEET**

<i>Item Number</i>	<i>Description</i>	<i>MIDLAND</i>	<i>ICOM</i>	<i>HARRIS</i>	<i>FIRST COMM</i>	<i>TAIT</i>	<i>MOTOROLA</i>	<i>EDGE TECH</i>	<i>TECNET</i>	<i>SECOM</i>	<i>WILLIAMS COMM</i>	<i>r.f. SERVICES</i>
69A	<b>Vendor Warranty</b>  <i>See bidders' Other Optional Items List</i>											

**BATTERIES: DRY CELL AND RECHARGEABLE  
 BID EVALUATION SHEET**

<i>Item Number</i>	<i>Description</i>	<i>MIDLAND</i>	<i>ICOM</i>	<i>HARRIS</i>	<i>FIRST COMM</i>	<i>TAIT</i>	<i>MOTOROLA</i>	<i>EDGE TECH</i>	<i>TECNET</i>	<i>SECOM</i>	<i>WILLIAMS COMM</i>	<i>r.f. SERVICES</i>
70A	<b>Rechargeable Batteries</b>  <i>* Williams Communications offered the lowest overall pricing for Dry Cell and Rechargeable Batteries</i>										<b>* Up to 58% off MSRP (See Product Price List)</b>	<b>Up to 52% off MSRP</b>

**OTHER ACCESSORIES - NO AWARD  
 BID EVALUATION SHEET**

<i>Item Number</i>	<i>Description</i>	<i>MIDLAND</i>	<i>ICOM</i>	<i>HARRIS</i>	<i>FIRST COMM</i>	<i>TAIT</i>	<i>MOTOROLA</i>	<i>EDGE TECH</i>	<i>TECNET</i>	<i>SECOM</i>	<i>WILLIAMS COMM</i>	<i>r.f. SERVICES</i>
71A	<b>Other Accessories</b>  <i>No award was made in this category</i>											

**Color Code Key**

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