



HAYWOOD COUNTY  
BOARD OF COMMISSIONERS

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AGENDA REQUEST

**Must be presented to the County Manager's Office  
NO LATER THAN 5 P.M. FRIDAY THE WEEK BEFORE THE MEETING**

DATE OF REQUEST: July 10, 2015

FROM: Chanda Morgan and Jeff Haynes

MEETING DATE REQUESTED: July 20, 2015  
Regular meetings: First (1<sup>st</sup>) Monday of the month at 9:00 am  
Third (3<sup>rd</sup>) Monday of the month at 5:30 pm

SUBJECT: E-911 workstation furniture to be paid for from the NC E-911 grant project.

REQUEST: Approve lowest responsive, responsible bidder for E-911 workstation furniture to be paid for from the NC E-911 grant project

BACKGROUND: A formal bid was posted on the website and sent out to known E-911 workstation furniture companies. 4 bids came in, but only three had the required correct bid bond included. Upon review of the bids, it was determined that Xybix, the apparent low bidder, did not include all the required equipment in the bid, and had other equipment listed as optional at an additional cost. The next lowest bidder, Wise Communications/Eaton appears to have all the requirements included in the bid. We are recommending that you approve Wise Communications/Eaton for this equipment.

IMPLEMENTATION PLAN:  
*(How and when will staff undertake the action?)*

As soon as this is approved, a PO will be issued for the furniture from the grant project.

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FINANCIAL IMPACT STATEMENT:  
*(What is the cost? Where is the money coming from? Optional or mandated?)*

\$137,988.01

SUPPORTING ATTACHMENTS: YES   X   NO        HOW MANY?   2  

PERSON MAKING PRESENTATION AT MEETING: Jeff Haynes  
TITLE: Chief Deputy  
PHONE NUMBER 828-356-2851  
E-MAIL: jhaynes@haywoodnc.net

It is recommended that bid be awarded to Wise Communications/Eaton for \$137,988.01 because they are the lowest responsive, responsible bidder.

- Watson Furniture Group - did not comply with bid bond requirement, therefore was not responsive.
- Xybix was the lowest bidder but due to specific furniture requirements they are unable to provide if given the bid. Xybix couldn't provide the articulation arm requirements, which was required under 3.4 that stated "The successful vendor shall demonstrate proper operations and adjustments of all doors, slides, articulating arms, and all electrical and electronic elements of the furniture systems. Each monitor shall have a separate articulated mounting arm to allow each monitor to be manually adjusted forward and rearward independently." These articulating mounts are for monitors so the Telecommunicators can manually adjust to accommodate their viewing needs and allow for maximization of workspaces. The only articulating arms Xybix showed was for the task lights. In 3.1.5 Reference carousels two rotating round carousel tables shall be provided as shown on the drawings. Xybix put these requirements in their options pricing, which would make the final pricing increase, which may not make them the lowest bidder. This proposal did not list if they complied, partially complied, or failed to comply on all specific requirements (pages 8-17 in the RFP) regarding the general equipment, installation, and training, which was very difficult to understand what was being provided and left room for uncertainties.

**Haywood County 911  
Workstation Furniture  
Bid Tabulation**

**Monday, 6/9/15  
4:00 PM  
Haywood County Human Resources Conference Room**

COMPANY/CONTACT	RECEIVED BEFORE DEADLINE?	PRICE QUOTED	BID BOND Y/N 5% Y/N Bond/check?	NOTES/EXCEPTIONS
<b>1 Xybix Systems Inc</b> 8207 Southpark Cir Littleton CO 80120 800-788-2810  Inge Meyer	Y 6/8/15 afternoon	<b>\$126,802.68</b>	Y Y Bid bond	<b>No articulating arm quote; No training?</b> Generic information not specifically pertinent to RFP, difficult to understand descriptions; uncertainty of compliance on requirements and specifications. 3 options of maintenance: 1 yr, 3 yr & 5 yr; Bid good through 9/3/15 3 references - 2 in NC; insurance offered
<b>2 Watson Furniture Group</b> 26246 Twelve Trees Lane NW Poulsbo WA 98370 360-394-1300	Y 6/9/15 10:25 AM	<b>\$131,390.88</b> <b>\$133,419.48</b> <b>\$136,169.48</b>	Y Y Bid bond	1st quote for single lift-top workstation 2nd quote for dual lift-top workstation 3rd quote includes warranty of \$2,570 Power supply: 15 amp offered instead of 20 amp <b>Altered bid bond; bond isn't 5% of bid DISQUALIFIED</b>
		Watson Furniture		
<b>3 Russ Bassett</b> 8189 Byron Rd Whittier CA 90606 800-350-2445	Y 6/9/15 11:25 AM	<b>\$138,545.49</b>	Y Y Cashier's check	Bid good for 90 days; 16 NC references - 12 counties No samples; partly complies with monitor requirement, storage unit doors, beverage holder, speaker mounts, personal comfort system. Does not comply with work surface height, manual adjustment, carousel requirements, electrical installation, telecom installation or grounding requirements. Additional costs for PDUs.
		Russ Bassett Brand		
<b>4 Wise Communications/Eaton</b> 19528 Great Smoky Mtn Expy Waynesville NC 28786	Y 6/9/15 3:25 PM	<b>\$137,988.01</b>	Y Y Cashier's check	Complies on all specifications requested; all training will be provided; compliance with design specification, general equipment, installation, testing and training.

Eaton's Wright Line Brand

**NOTE: Results to be submitted to BOCC for approval on Monday, 7/20/15**

Witnesses:

Donna Corpening, Purchasing

Phillip Penny, Mission Critical Partners

Jeff Haynes, Chief, Sheriff's Office

Chanda Morgan, 911 Director

Julie Davis, Finance Officer

