HAYWOOD COUNTY
BOARD OF COMMISSIONERS

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: 02/25/2016
FROM: Chanda Morgan and Jeff Haynes

MEETING DATE REQUESTED: March 7, 2016

Regular meetings:
First (1st) Monday of the month at 9:00 am
Third (3rd) Monday of the month at 5:30 pm

SUBJECT: Radio Dispatch Console to be paid for from the NC E-911 grant project.

REQUEST: Approve the lowest responsive, responsible bidder for the 911 Radio Dispatch Console equipment to be paid for from the NC E-911 grant project.

BACKGROUND: A formal rebid request was posted on the website and sent out to known radio console vendors and Wireless Communications is the lowest responsive, responsible bidder.

IMPLEMENTATION PLAN: As soon as this is approved, a PO will be issued for the radio console equipment from the grant project.

FINANCIAL IMPACT STATEMENT: $287,047.80 from lowest responsible, responsive bidder, Wireless Communications, Inc.

SUPPORTING ATTACHMENTS: YES __X__ NO _____ HOW MANY? __7__

LIST:
- Bid Tabulation
- Additional Notes: Equipment/Bid Comparison
- CenturyLink Bid
- Pre-Bid Mtg Attendees
- 2 Bid Analysis Forms (Attachment C)
- Wireless Communication Bid
- Rebid Advertisement

PowerPoint Presentation: YES _____ NO _____

PERSON MAKING PRESENTATION AT MEETING:

Jeff Haynes
TITLE: Chief, Haywood County Sherrif's Office
PHONE NUMBER: 828-356-2851
E-MAIL: jhaynes@haywoodnc.net

THIS SECTION FOR OFFICE USE ONLY

Received (Date/Time): _____

County Manager / Clerk to the Board Comments: _____

In an effort to save paper, attachments should be copied on both front and back sides.

Haywood County 911
Radio Console RFP - REBID
Bid Tabulation

Tuesday, 2/23/16
3:00 PM
Haywood County Human Resources Conference Room

	COMPANY/CONTACT	SEALED / RECEIVED BEFORE DEADLINE	BID PRICE SHEET Y/N Total $ PRICE QUOTED	BID BOND Y/N 5% Y/N Bond/check	Anti-collusion Affidavit Y/N	E-Verify Affidavit Y/N	NOTES/EXCEPTIONS Attended Mandatory Pre-Bid Mtg 3 References-current/complete Y/N Signed legal letter History/resume Y/N 1 original/3 copies-bound & 1 electronic copy
1	**Wireless Communications, Inc.**	Y	**$287,047.80**	Y	Y	Y	Y, Y, Y, Y, Y
	4800 Reagan Dr	Y	base bid	Y			
	Charlotte NC 28206	Rec'd	**includes 1st**	**Cashier's**			Trade-in Credit of $2,000 offered as mentioned in RFP
	Patrice Reeves, preeves@csiwnc.com	2/23/16	**two years**	**Check**			*Lowest reponsible responsive bid*
	828-606-8940, 704-597-5220	9:40 AM	**maintenance**				**Optional maintenance beginning 3rd year:**
	www.wirelessnc.com		($2,000.00)				3rd yr: $33,717; 4th yr: $34,917; 5th yr: $35,998
			*Trade-in Credit				
			$285,047.80				
			Total of all above				
2	**Century Link**	Y	**$246,189.04**	Y	Y	Y	Y, Y, Y, Y, Y
	320 1st Ave NW	Y	base bid	Y			Yearly maint. each yr, beginning 1st yr through 5th yr: $20,133.33
			1st yr maint: **$20,133.33** to be added to base bid				
	Hickory NC 28601	Rec'd		***Bond			although RFP requested 1st two years included in base bid
			2nd yr maint: **$20,133.33** to be added to base bid				*Questions/answers were posted to county website 2/19/16 including quantity questions.
	Rob Robinson, rob.robinson@centurylink.com	2/22/16	*?				**Professional services not included in bid although requested in RFP
	704-213-4113	11:00 AM	*Quote missing prices on 3 spec items, which will greatly affect base bid price.				No trade-in credit offered.
	www.CenturyLinkSelectAdvantage.com		**?				***Bond submitted is from Carolina Telephone & Telegraph, subsidiary of CenturyLink but Century Link was bidder.
			**Unknown cost of prof. services requested in RFP, estimated				**Optional maintenance years 3-5 $20,133.33 ea. yr.**
			?				
			Total of all above				

NOTE: This Radio Console RFP rebid was due to neither vendor at 2/11/16 bid opening had bid bond per RFP requirements.

NOTE: Results to be submitted to next BOCC mtg for approval after committee compiles point score on Bid Analysis Form.

Witnesses:

Chanda Morgan, 911/EOC Dir. **Donna Corpening, Purchasing Mgr.**

Dale Burris, Facilities/Maint. Dir. **Joey Webb, IT Network Administrator** **Jeff Haynes, Chief, Sheriff's Office**

ATTACHMENT C – Bid Analysis Form

BIDDER: CENTURY LINK – MODUCOM CONSOLES

The Bid Analysis Form specifies the four areas that each bid shall be graded on. Each category has a minimum and maximum number of points available. The lower the total number, the lower the total evaluation of the bid. The higher the total number, the better the evaluation of the bid.

1. Total System Cost (0 to 20 Points) — Score: 19

- TOTAL BID $246,189.04
- $223,119.08 Equipment
- $23,069.96 Installation, travel, project management and labor
- 3-5 Year Maintenance $20,133.33 per year
- Future software updates no charge
- ANI channel cards not priced after quantities identified

2. Responsive to the Request for Bid (0 to 40 Points) — Score: 25

- Madison County and Town of Cornelius referenced in Bid Documents
- No brochures attached in Section 7
- Compliance in Section 8 "read, understand and comply" with only one exception concerning pricing
- Contract Item 14. Century Link signed on wrong side of document

3. Implementation Plan and Timeline (0 to 20 Points) — Score 19

- 60 day turnkey ARO
- No specific ATP listed

4. Company Profile/References (0 to 20 Points) — Score 17

- 12 console references listed
- Huge nationwide network capabilities
- Large organization
- Single organization identified for field support – Asheville Communications
- Field organization capabilities not extensively described

TOTAL POINT SCORE: 80 out of 100

Evaluator Name: James Agostinelli - Mission Critical Partners

Evaluator's Signature: /s/ James Agostinelli 2/25/2016

ATTACHMENT C – Bid Analysis Form

BIDDER: WIRELESS – AVTEC CONSOLES

The Bid Analysis Form specifies the four areas that each bid shall be graded on. Each category has a minimum and maximum number of points available. The lower the total number, the lower the total evaluation of the bid. The higher the total number, the better the evaluation of the bid.

1. Total System Cost (0 to 20 Points) — Score: 15

- TOTAL BID $287,047.80
- $220,542.80 Equipment
- $66,505.00 Installation, labor, engineering, training, staging, install, cutover and project management
- 3-5 Year Maintenance $33,517.00, $34,917.00 and $35,998.00 per year
- Appears ongoing maintenance contract includes software upgrades

2. Responsive to the Request for Bid (0 to 40 Points) — Score: 40

- Organized bid package
- Compliance Section highly detailed with comply, comply with exception and clarify
- Extensive equipment cut sheets included

3. Implementation Plan and Timeline (0 to 20 Points) — Score 15

- 97 day turnkey ARO
- Defined plan and responsibilities
- Detailed ATP included

4. Company Profile/References **Score 20**
(0 to 20 Points)

- 5 Avtec console references listed
- 27 other organizations listed
- Extensive NC support with consoles and radio systems
- Extensive resumes of employees 2 PE's and PMP
- Statewide organization identified for field support
- Field organization capabilities and experience extensively described

TOTAL POINT SCORE: 90 out of 100

Evaluator Name: James Agostinelli - Mission Critical Partners

Evaluator's Signature: /s/ James Agostinelli 2/25/2016

Additional Notes on 911 Radio Dispatch Console Equipment RFP

Wireless Communications, Inc. (AVTEC equipment) bid
Vs
CenturyLink (Moducom equipment) bid
2/23/16

Wireless Communications, Inc. (AVTEC equipment) bid

Trade In: Additional optional -$2,000 trade-in credit for two Position Orbacom Consoles.

AVTEC Equipment Quality, Technicians, Manufacture Location, Response Time, Service:

- AVTEC has more expandable options for future growth for a Digital P25 System.
- AVTEC is proven a good quality product for the price.
- In the event of a critical failure issues for onsite tech equipment, Wireless Communications, Inc., has a two hour response time for AVTEC equipment.
- Wireless AVTEC has multiple technicians within the Western North Carolina area.
- AVTEC consoles are manufactured in Columbia, SC, so one of the technicians could drive down to pick up parts and have the system back on line the same day.
- Buncombe County and Mission Hospital currently have AVTEC consoles and are happy with equipment and service.

CenturyLink (Moducom equipment) bid

Trade In: Additional optional trade-in credit not offered although on RFP.

Base Bid Price Missing the Following Prices:

- **Three different critical items** not priced although RFP specs requested and answers posted to questions: one back room display, ten Rack 12, four ANI channel cards **missing from base bid price**.
- Unknown cost of **professional services missing from base bid price**.
- Pricing Sheet **not organized clearly for RFP project-specific data**.

MODUCOM Equipment Quality, Technicians, Manufacture Location, Response Time, Service:

- MODUCOM **does not have expandable** options for future growth for a Digital P25 System.
- In the event of a critical failure issues for onsite tech equipment, CenturyLink **did not have a response time listed** in bid.
- Moducom **only has one vendor** in the Western North Carolina area (Asheville) with **only one technician certified** to work on their product.
- Moducom consoles are **manufactured in California so parts not in stock has to be ordered and shipped**.
- **Cherokee County has used Moducom dispatch radios for the last 16 years but is unhappy with equipment** so is currently preparing RFP for AVTEC equipment. Decision made by their Sheriff, Chief Deputy, County Manager and Finance Director.

ATTACHMENT C – Bid Pricing Sheet

Wireless Communications, Inc.

RADIO DISPATCH PRICING SHEET

Much of this section consists of project-specific data. Examples in the Evaluations section were chosen to illustrate possible section content. Use these sample paragraphs as models to develop text for specific project requirements, or delete them if they do not apply. See the Evaluations section for further discussion.

Base Station Systems Equipment

PC Tower Work Station	$10,080.00
Standard LED Display with Stand	$4,000.00
Dual Speakers	$2,888.92
Audio Control Unit	$85,148.16
Desk Microphone	$4,407.44
Headset	$2,640.00
Foot Switch	$888.98
Dual Headset Jacks	$7,333.44
Operator Position 30 Minute UPS (see Note 1)	$1,149.84
Pole Mount Status / Ting In Indicator	$4,888.96
Single Format ANI Decoder	See Below for Options
Network 30 Minute UPS Rack Mount (see Note 2)	$2,285.82
Network Servers and Equipment Rack Mount	$12,990.00
GPS Main and Backup Net Clocks Rack Mount	$5,852.50
Radio IP Control	$21,682.20
Operator Radio and Telephone Interface	Included with software
Intercom Feature	Included with software
Spare Equipment Kit	$12,330.77
Main Console Software Licensing	$19,861.12
Remote Console Software Licensing	$9,760.19
System Redundancy	Included
Equipment Shipping and Handling	Included
Shipping and Handling	$2,126.00
Travel Costs	NA
Lodging Costs	NA
Training	Included with labor
Other (list) Redundant Networks Switches	$4,790.00
Other (list) 24 I/O Aux Panel with cables	$4,471.78
Other (list) Equip Rack, Shelves, Grounding Material	$966.68
Other (list) Labor - PM, Eng, Training, Staging, Install, Cutover, Maintenance	$66,505.00
Other (list)	
Other (list)	
SYSTEMS TOTAL	$287,047.80

OPTIONAL MAINTENANCE PRICING:

3rd year maintenance contract	$33,717.00
4th year maintenance contract	$34,917.00
5th year maintenance contract	$35,998.00

OPTIONAL EQUIPMENT

Qty 1 - Analog ANI encoder/decoder card, supports simultaneous decode of MDC1200, GE-STAR, and FleetSync protocols plus one encode format. Requires ACC-ANI-RACK	$2,063.00
Qty 1 - Rackmount cage with 110/220VAC power supply for up to 10 ACC-ANI-DECODE cards	$2,188.00
Four Position Orbacom Console Trade-in Credit	($4,000.00)

NOTES

1 - Runtime is based on electrical load. UPS quoted is a 900VA unit. One UPS unit per position is provided.

2 - Runtime is based on electrical load. UPS quoted is a 2200VA unit. Two UPS units are provided for redundancy.

CenturyLink

CenturyLink

Customer Legal Name: Haywood County
Customer Billing Name: Haywood County
215 N. Main street
0
NC,
Quote-Build #: 15-014974-NIBS

Valid Until: April 8, 2016

Description of Work to be Performed:

Equipment pricing shown is based upon direct sale accompanied by new Centurion Maintenance contract on same.

Part Number	Description	Quantity	Unit Price	Extended Price
	Position Electronics	-	$ -	$ -
POSPC	Dell Precision Tower WS, WIN OS, HDD	8	$ 1,431.11	$ 11,448.88
Les-202A	PatLite LED Indicator With Red/Blue Pole	8	$ 354.67	$ 2,837.36
UCNT	Moducom Operator Position Workstation Software License - Moducom, Model: Ultra-Com Workstation	8	$ 3,543.56	$ 28,348.48
19-POSMON	21" LCD Touch Control Monitor	8	$ 466.67	$ 3,733.36
POSMON19	19" LCD Monitor	8	$ 395.11	$ 3,160.88
2XVIDEO	Dual Video Interface	8	$ 388.89	$ 3,111.12
240193	Computer Audio Module (CAM) includes - Moducom	8	$ 3,621.33	$ 28,970.64
240196	Computer Audio Module Enclosure (includes power supply)	8	$ 1,410.89	$ 11,287.12
160029	Telephone/Recorder Interface Board - Moducom	8	$ 434.00	$ 3,472.00
MOUSE-5	Mouse - Microsoft, Model: IntelliMouse	8	$ 31.26	$ 250.08
KBD-001	Keyboard	8	$ 46.67	$ 373.36
DIAG-1	Remote Diagnostic Package Includes 56K Modem, (Host & Remote)	1	$ 1,555.56	$ 1,555.56
160201	Cable: CAM to PIC Operator Position Interface (100 ft.) - Moducom	8	$ 175.78	$ 1,406.24
160221	Cable Assembly Footswitch	8	$ 70.00	$ 560.00
160218	Cable Assembly Headset Jackbox	8	$ 52.08	$ 416.64
2401668	Speakerphone Speaker w/o/pots- Moducom	16	$ 284.43	$ 4,550.88
MIC-015/012	Radio Dispatch Desk Microphone Audio Technica PRO49QL/AT8615 Base	8	$ 437.50	$ 3,500.00
100485	Single Pedal Footswitch w/ 10ft Cable	8	$ 370.22	$ 2,961.76
160165	Headset Jackbox For CAM	16	$ 477.43	$ 7,638.88
PWR-148	Outlet Strip: tripp lite RS-0615-R	8	$ 77.78	$ 622.24
VIR-1	Remote Position For connection to Moducom MEP or to Customer LAN or WAN. If Customer network they must supply router. Position includes: Software seat, hardware key (equal to number of remote positions), Ethernet switch (16 port), LAN Cable for every position in the system and laptop computer with headset mike. Must have available PIC/EBC card port per remote position. Note: Guaranteed maximum distance of Ethernet operation between Laptop computer and MEP is 300 feet.	1	$ 10,888.89	$ 10,888.89
	-	-	$ -	$ -
	-	-	$ -	$ -
	MAIN ELECTRONICS PACKAGE	-	$ -	$ -
MODEL	DESCRIPTION	-	$ -	$ -
RACK-090	Equipment Rack 7.5 ft. x 19 inch - Chatsworth Products	1	$ 575.56	$ 575.56
240226	Dual MEP II Cage 16 Slot/32 Channel for Base Station & Position Interface Cards	2	$ 6,466.67	$ 12,933.34
240228-A	Dual MEP II Pwr Supply.w/Bracket- 2 needed for each Dual MEP II card cage	4	$ 555.56	$ 2,222.24
170089	Dual MEP II Transmit Receive Card (TRC/TRI II) one required for every 2 base stations or 6 rec only circuits	10	$ 2,111.11	$ 21,111.10
170079	Position Interface Card (PIC II) required for each Operator Position Workstation	8	$ 2,333.33	$ 18,666.64
130019	Auxiliary Relay Box + 10Ft cable + P/S, provides 6 form C relays - Moducom	2	$ 693.78	$ 1,387.56
CON-078/073	Split Punch Block radio control line interface, required for every Voter Box, and every Relay Box - one each	2	$ 85.56	$ 171.12

Prices do not include charges for taxes, duties, tariffs, telecommunication services, or professional services such as Centurion Maintenance or Managed Network Services.

CON-078/073	Split Punch Block radio control line interface, required for every 8 TRC or TRI cards - need 4 for each cage	8	$	85.56	$ 684.48
160219	Recorder Cable 100ft (MEP to Logging Recorder)	2	$	116.67	$ 233.34
CON-078/073	Split Punch Block for logging recorder 2 required for each Dual MEP Card Cage(need 2 for each cage)	4	$	85.56	$ 342.24
170201	Cable: MEP System Bus (2 ft.) - Moducom,	2	$	59.33	$ 118.66
CAB-022/022A	Cable: Male-Male Telco (25 ft.) - Moducom, 1 Per Punch Block (6 for each cage)	6	$	85.56	$ 513.36
170044	Extender Card-TR CARDS	1	$	140.00	$ 140.00
170114	Intercom Packsge (6 Customer furnished Remotes) Consists of: 1 TRC (170009c), 1 DCC (170029), 1 AUX (130019), 1 Intercom Amp (170014), 1 PWR -009, 1 Telco Cable and 1 Punch Block (Must have 6 inputs available on a TRC)	1	$	3,537.33	$ 3,537.33
		-	$	-	$ -
	SERVICES	-	$	-	$ -
	DESCRIPTION	-	$	-	$ -
PKSHP	Test, Packing, Handling and Shipping	-	$	-	$ -
	RECOMMENDED SPARE PARTS	9	$	933.33	$ 8,399.97
		-	$	-	$ -
2400193	CAM BOX	-	$	-	$ -
170089	Transmit Receive Card	1	$	5,032.22	$ 5,032.22
170079	Position Interface Card	1	$	2,111.11	$ 2,111.11
Mon	21" LCD Monitor	1	$	2,333.33	$ 2,333.33
		1	$	466.67	$ 466.67
		-	$	-	$ -
	The following is part numbers and cost of MCD and Fleet Sync Cards to meet RFP Requirements Qty not specified nor Quantity given by Consultant upon request	-	$	-	$ -
C Plus II	Back Room Display	-	$	900.00	$ -
RACK 12	1 NEEDED FOR EVERY 2 CHANNELS	-	$	295.00	$ -
ACC-D03	Channel Card card for ANI 1 per channel	-	$	300.00	$ -
		-	$	-	$ -
	INSTALLATION	-	$	-	$ -
INSTALL01	INSTALL AND TEST MODUCOM RADIO CONSOLE, TECH ONSITE FOR TWO	1	$	17,777.78	$ 17,777.78
INSTALL	INSTALL AND TEST ONE REMOTE POSITION	1	$	2,222.22	$ 2,222.22
TRAVEL01	TRAVEL CHARGES TO HAYWOOD COUNTY	10	$	104.44	$ 1,044.40
misc	Miscellaneous Equipment	1	$	11,044.44	$ 11,044.44
misc	Project Management	1	$	2,025.56	$ 2,025.56

Parts		$ 246,189.04
Miscellaneous		$ -
Shipping		$ -
Parts Subtotal		$ 246,189.04
Labor		$ -
Vendor Support (See Vsupport Tab for Details)		$ -
TOTAL PRICE		$ 246,189.04

All Products listed on this Quote are governed by the Standard Terms and Conditions for Communications Services and the Equipment Sales Product Annex, both posted to https://about.centurylink.com/legal/rates_conditions.html

Prices do not include charges for taxes, duties, tariffs, telecommunication services, or professional services such as Centurion Maintenance or Managed Network Services.

ADVERTISEMENT FOR BIDS

Sealed bids for the project entitled Haywood County Radio Communications Dispatch Consoles will be received by Haywood County at 3:00 p.m. local time, Tuesday, February 23, 2016, in the Haywood County Finance Department, 215 N. Main Street, 4th Floor, Waynesville, NC 28786, and then publicly opened and read aloud.

THE PROJECT GENERALLY CONSISTS OF: Installation of new radio dispatch consoles and associated accessories to be installed in the new 911 facility at the Haywood County Sheriff's Office at 1620 Brown Avenue, Waynesville, North Carolina.

The Request for Proposal will be available on Tuesday, February 16, 2016 and may be reviewed and/or obtained at the office of the Haywood County Finance Department, during normal business hours (8:00 a.m. to 5:00 p.m., Monday through Friday). The Request for Proposal may also be obtained electronically through the Haywood County, North Carolina website (www.haywoodnc.net) listed under the "Bid Opportunities" section, "Current Bid Notices".

The County will not be responsible for full or partial sets of the Request for Proposal, including any Addenda, obtained from any other source.

A MANDATORY Pre-Bid meeting was held at 10:00 a.m. local time on Wednesday, January 20, 2016 at the Haywood County Sheriff's Office, 1620 Brown Avenue, Waynesville, NC 28786 Respondents who attended the mandatory pre-bid meeting are the only bids that will be accepted.

A certified check or cashiers check payable to Haywood County or a satisfactory Bid Bond executed by a corporate surety licensed under the laws of North Carolina to execute such bonds in the amount equal to five percent of the total of the bid shall be submitted with each bid.

The Owner reserves the right to waive any informalities or reject any or all bids. The Owner reserves the right to award a contract to the lowest, responsive, responsible bidder.

The successful bidder shall be required to furnish separate, 100 percent Performance and Payment Bonds in compliance with North Carolina General Statutes Section 143-129 and of Article 3 of Chapter 44A. The Performance Bond shall be in full force and effect for one (1) year after the date of final acceptance of the project by **Haywood County.**

The bid deposit shall be retained by **Haywood County** if the successful bidder fails to execute the contract or fails to provide the required bonds, as stated above, within ten (10) days after award of the contract.

Each bidder must be appropriately licensed as a Contractor in the State of North Carolina as provided in General Statutes Chapter 87. Each bidder shall make positive efforts to use small and minority owned business enterprises on this project.

All applicable laws, ordinances, and the rules and regulations of all authorities having jurisdiction over the construction of the PROJECT shall apply to the contract throughout.

Each BIDDER is responsible for inspecting the site and for reading and being thoroughly familiar with the Specifications as defined in the Request for Proposal. The failure or omission of any BIDDER to do any of the foregoing shall in no way relieve any BIDDER from any obligation in respect to his BID.

A conditional or qualified BID will not be accepted.

Ira Dove
County Manager
215 North Main Street
Waynesville, NC 28786

DATE: January 20, 2016
SUBJECT: Haywood County, NC – Radio Console
LOCATION: 1620 Brown Avenue, Waynesville, NC 28786

ATTENDEES:

	NAME	AGENCY	PHONE	E-MAIL
1	Ellis Frazier	Comm. Int'l	919 440-1833	efrazier@ask4ci.com
2	Rob Robinson	CenturyLink	704-213-4113	rob.robinson@CenturyLink.com
3	Jimmy PAPPAS	Moducom	252-291-0053	jimmy.PAPPAS@Moducom.com
4	Charlie Gamble	Asheville Communications	828-251-1243	cgamble@ashevillecom.com
5	ROGER FRIZZELL	WCCS	828-586-0611	
6	Jeremy Ray	WCCS/Zetron	828-586-0611	jray@westerncarolinacomm.com
7	Patrice Reeves	Communication Service	828-~~586~~ 606-8940	preeves@csiwnc.com
8	NICK MELANDER	AUTEC INC	205-744-7775	NMELANDER@AUTEC INC.COM
9	Nick Lofthouse	CSI	828-371-5166	Nick@wisecadios.com
10	Donna Carpening	Haywood Co. Finance	828-356262	dcarpening@haywoodnc.net
11	Jason Whitley	Whitley's Communications	828-551-2360	whitleyjason@bellsouth.net
12				
13				
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15				
16				