

District School Board of Pasco County

Bid Recommendation

Bid Title	Telecommunications Repair Products		Number of Vendors Notified	146
Bid Number	08-083-AZ		Number of Bids Distributed	24
Date Solicited	November 26, 2007		Number of Vendors Bidding	2
Date Opened	January 9, 2008		Number of Formal "No Bid" Responses	0
Date Board Presentation	February 5, 2008		Funding Source	General funds
Total Savings	N/A		Grand Total of Proposal	\$425,400.53

Recommendation: Recommend acceptance of bid from Graybar per the attached bid tabulation as lowest and best responsive, responsible bid meeting written specifications.

Term of Contract: : This bid is for telecommunications repair products, purchased on an as-needed basis for the Information Services Department. The term of the bid is three (3) years, renewable annually at the mutual agreement of the parties. Prices in Part A will be firm and fixed for the duration of the contract. Under Part B, fixed percentage discount off retail list price for balance of line, pricing may be updated yearly.

Notations and Exceptions: The low bid from Black Box Network Services was evaluated after the bid opening. There are three (3) major deficiencies with this bid:

- 1) Black Box proposed many alternates to the items specified, stating that "alternate items are identified by an asterisk next to the line item in Part A, proposal pricing." However, they did not specifically state by part number the item proposed as the alternate. In the catalog provided as pricing verification, for many parts there are 5-6 part numbers under the item description (fiber jumpers, patch cables, etc.). As the vendor did not provide definitive part numbers, we are unable to determine which part number is being proposed as the alternate.
- 2) Purchasing and Information Services have checked Black Box's bid calculations. In many cases the extended dollar figure bid by Black Box does not equal their stated unit price multiplied by the required bid quantity. Although the bid contains language that "in the case of discrepancy between the unit price and the extension, the unit price will be considered correct" we are unable to verify the unit pricing, due to the lack of part numbers provided.
- 3) As required in Mandatory Submittals, Black Box did not provide a letter from each manufacturer stating that they are an authorized distributor. While they do state that they are the manufacturer of "many" bid items, we cannot identify which ones, due to the lack of part numbers provided.

Notations and Exceptions, continued:

The Board's attorney, Ms. Nancy Alfonso, concurs that due to these factors, Black Box's bid is considered non-responsive and cannot be considered. We recommend award to Graybar as lowest and best responsive, responsible bid meeting written specifications.

Bids Evaluated By:

Daryl Schooler, Telecommunications Analyst
Jane Harper, Inventory Records Specialist

Bids Prepared By:

Arlene Zimney, CPPB, C.P.M., Buyer

Reviewed and Authorized By:

Kendra Goodman, CPPB, Purchasing Agent

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: January 9, 2008 @ 2:30pm				Black Box Network Services		Graybar	
BID TITLE: Telecom Repair Products				6000 New Horizons Blvd.		4010 W. Osborne Ave	
BID # 08-083-AZ				Amityville, New York 11701		Tampa, FL 33614	
BOARD MEETING FEBRUARY 5, 2008							
SUPPLIER	PART NUMBER	DESCRIPTION	QTY	U/M	UNIT COST	TOTAL COST	
3M	3M 88T	TAPE, BLACK	200	PER 66' ROLL	\$2.42	\$484.00	
ADIRONDACK	LC-SC-D-M-1C-OR-ADI	FIBER JUMPER LC-SC 1M	450	EACH	\$7.82	\$3,519.80	*
ADIRONDACK	SC-SC-D-M-1C-OR-ADI	FIBER JUMPER SC-SC-1M	50	EACH	\$6.33	\$316.47	*
ADIRONDACK	ST-SC-D-M-1C-OR-ADI	FIBER JUMPER ST-SC 1M	100	EACH	\$5.94	\$594.30	*
ADIRONDACK	ST-ST-D-M-1C-OR-ADI	FIBER JUMPER ST-ST 1M	100	EACH	\$5.56	\$555.65	*
ADTRAN	1202052L2	CSU/DSU	20	EACH	\$1,468.08	\$29,361.64	
ALLEN TEL	CT721	BARREL CONNECTOR	1000	EACH	\$0.61	\$612.95	
ALLEN TEL	CT712	RG59 TWIST CONNECTOR	1000	EACH	\$0.44	\$439.73	
ALLEN TEL	CT718	RG6 TWIST CONNECTOR	1000	EACH	\$1.40	\$1,399.13	
ALPHA TECH	ALPHAPIN1000	FLOOR UPS PINNACLE	30	EACH	\$46.64	\$1,399.13	
ALPHA TECH	ALPHA61700	RACK MOUNT UPS	75	EACH	\$609.53	\$45,714.75	
BERK-TEK	BER926030	4 COUNT FIBER 1000'	25	1000' REEL	\$1,239.84	\$30,996.00	*
BERK-TEK	5EXHP4P24-BL-BER-AP	4 PAIR CAT 5E 1000'	32	1000' REEL	\$164.41	\$5,261.12	*
BERK-TEK	6XHP4P24-BL-BER-AP	4 PAIR CAT 6 1000'	15	1000' REEL	\$288.93	\$4,333.95	*
BERK-TEK	RG6060FAFPRBER	RG6 FLOODED 1000'	20	1000' REEL	\$144.51	\$2,890.20	*
BERK-TEK	BER231021	SPEED PULL CAT 5E 1000'	35	1000' REEL	\$164.41	\$5,754.35	*
BLONDER TONGUE	59417	MODULATOR NO OPT. 4	15	EACH	\$790.17	\$11,852.59	
BLONDER TONGUE	59417-4	MODULATOR WITH OPT. 4	15	EACH	\$955.40	\$14,331.04	
BROTHER	DR350	DRUM	25	EACH	\$83.23	\$2,080.80	
BROTHER	DR250	DRUM	50	EACH	\$83.23	\$4,161.60	
BROTHER	BR2820	FAX MACHINE	30	EACH	\$312.69	\$9,380.70	
BROTHER	TN350	TONER	325	EACH	\$46.60	\$15,144.86	
BROTHER	TN250	TONER	525	EACH	\$25.71	\$13,496.18	
CHATSWORTH	CH40074-100	19" SHELF	20	EACH	\$85.21	\$1,704.27	
CHATSWORTH	CH10758-501	19" SHELF	100	EACH	\$61.23	\$6,122.84	
CHATSWORTH	CHT11840-724	2' CUBIT CABINET	5	EACH	\$853.57	\$4,267.85	
CHATSWORTH	TS1001556	4' CABINET W/CASTERS	10	EACH	\$1,280.40	\$12,804.00	
CHATSWORTH	CHT13050712	THIN LINE CABINET	40	EACH	\$529.12	\$21,164.80	
CORTELCO	ITT 219200-VOE-27F	SINGLE LINE PHONE	50	EACH	\$25.98	\$1,299.19	
CUSHCRAFT	S2307AMP36RTN	7.5 DB DIRECT. ANTENNA	30	EACH	\$70.61	\$2,118.28	
ERICO	4BRT64	4" BRIDAL RING	800	EACH	\$1.71	\$1,364.48	
ERICO	BC200	BEAM CLAMP	1000	EACH	\$0.91	\$912.76	
ERICO	MP2	WALL INSERT ADAPT DBL	100	EACH	\$1.51	\$150.57	
ERICO	MP1	WALL INSERT ADAPT SING	200	EACH	\$1.32	\$263.84	
GREENLEE	430G	PULL STRING-BUCKET	25	EACH	\$31.59	\$789.84	
HYPERLINK	HG2405RD-RTP	5.2 DB RUBBER ANTENNA	400	EACH	\$8.00	\$3,198.00	
ITW LINX	MAX 3400	RACK MOUNT SURGE	50	EACH	\$63.53	\$3,176.68	*
KENTROX	01-77965023	CSU FOR NEC 2400	10	EACH	\$916.56	\$9,165.60	
LANTEC	8421-150RLTCI	TX-FX CONVERTER 100 MB	100	EACH	\$299.81	\$29,981.25	*
ORTRONICS	OR-OPSTDO8MB	8 ST FIBER STRIP	30	EACH	\$7.90	\$237.05	*
ORTRONICS	OR-FC01U-P	FIBER TRAY	10	EACH	\$95.98	\$959.80	*
ORTRONICS	OR-S22600	IMO SERIES II JACK CAT 6	1500	EACH	\$1.69	\$2,538.41	*
ORTRONICS	OR-MC601-XX	PATCH CABLE CAT 6 1'	900	EACH	\$0.84	\$755.53	*
ORTRONICS	OR-MC6010-XX	PATCH CABLE CAT 6 10'	700	EACH	\$1.32	\$923.42	*
ORTRONICS	OR-MC6015-XX	PATCH CABLE CAT 6 15'	600	EACH	\$1.65	\$991.38	*
ORTRONICS	OR-MC602-XX	PATCH CABLE CAT 6 2'	2600	EACH	\$0.91	\$2,355.86	*
ORTRONICS	OR-MC6025-XX	PATCH CABLE CAT 6 25'	200	EACH	\$2.35	\$469.04	*
ORTRONICS	OR-MC603-XX	PATCH CABLE CAT 6 3'	3400	EACH	\$0.93	\$3,171.35	*
ORTRONICS	OR-MC604-XX	PATCH CABLE CAT 6 4'	2300	EACH	\$1.00	\$2,300.00	*
ORTRONICS	OR-MC605-XX	PATCH CABLE CAT 6 5'	1800	EACH	\$1.05	\$1,890.00	*
ORTRONICS	OR-MC606-XX	PATCH CABLE CAT 6 6'	1700	EACH	\$1.09	\$1,857.51	*
ORTRONICS	OR-MC607-XX	PATCH CABLE CAT 6 7'	700	EACH	\$1.16	\$811.49	*
ORTRONICS	OR-MC608-XX	PATCH CABLE CAT 6 8'	900	EACH	\$6.68	\$6,008.24	*
ORTRONICS	OR-PHD66U24	PATCH PANEL 24 PORT	110	EACH	\$48.97	\$5,386.63	*
ORTRONICS	OR-PHD68U48	PATCH PANEL 48 PORT	50	EACH	\$86.75	\$4,337.29	*
ORTRONICS	OR-40300164	SERIES II BLANK	1000	EACH	\$0.19	\$186.55	

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BID # 08-083-AZ				Amityville, New York 11701			Tampa, FL 33614	
BOARD MEETING FEBRUARY 5, 2008								
SUPPLIER	PART NUMBER	DESCRIPTION	QTY	U/M	UNIT COST	TOTAL COST	UNIT COST	TOTAL COST
ORTRONICS	OR-40300158	SERIES II FACE PLATE	750	EACH	\$0.83	\$619.61	*	\$1.24 \$930.00
ORTRONICS	OR-40300159	SERIES II FACE PLATE DBL	100	EACH	\$0.83	\$82.62	*	\$3.02 \$302.00
ORTRONICS	OR-60900324	SERIES II FIBER IMO	150	EACH	\$1.05	\$157.90	*	\$8.52 \$1,278.00
ORTRONICS	OR-40300185	SERIES II GANG BOX	400	EACH	\$5.94	\$2,377.18	*	\$2.50 \$1,000.00
ORTRONICS	OR-40300186	SERIES II GANG BOX DBL	50	EACH	\$6.22	\$311.14	*	\$3.01 \$150.50
ORTRONICS	OR-808004410	WIRE MANAGER REG	50	EACH	\$46.06	\$2,303.23	*	\$41.48 \$2,074.00
ORTRONICS	OR-808044916	WIRE MANAGER SM	30	EACH	\$44.31	\$1,329.17	*	\$38.01 \$1,140.30
PANAMAX	M4KSU	WALL MT. SURGE	50	EACH	\$14.35	\$717.55	*	\$42.08 \$2,104.00
PANDUIT	PLT-31-C0	12" CABLE TIE WRAPS (100)	50	EACH	\$1.89	\$94.61	*	\$16.70 \$835.00
PANDUIT	T70BCIW-X	4" R/W COUPLER BASE	100	EACH	\$2.92	\$291.82	*	\$3.44 \$344.00
PANDUIT	T70CCIW-X	4" R/W COUPLER COVER	100	EACH	\$5.05	\$505.02	*	\$1.71 \$171.00
PANDUIT	T70ECIW	4" R/W END CAP	100	EACH	\$5.82	\$582.30	*	\$3.56 \$356.00
PANDUIT	T70ICW	4" R/W INSIDE CORNER	50	EACH	\$11.63	\$581.64	*	\$8.53 \$426.50
PANDUIT	T70OCIW	4" R/W OUTSIDE CORNER	50	EACH	\$12.23	\$611.62	*	\$8.53 \$426.50
PANDUIT	T70RAIW	4" R/W RT ANGLE	50	EACH	\$19.49	\$974.72	*	\$13.23 \$661.50
PANDUIT	T70CIW8	8' 4" RACEWAY BASE	100	PER 8' STICK	\$55.41	\$5,540.54	*	\$20.00 \$2,000.00
PANDUIT	T70CIW8	8' 4" RACEWAY COVER	100	PER 8' STICK	\$55.41	\$5,540.54	*	\$11.04 \$1,104.00
PANDUIT	PLT2I-C0	8" CABLE TIE WRAPS (100)	50	PER PKG OF 100	\$1.03	\$51.30	*	\$9.88 \$494.00
PLANTRONICS	H-51	HEADSET FOR SERIES II & III	25	EACH	\$78.63	\$1,965.77		\$48.52 \$1,213.00
PLANTRONICS	M-22	HEADSET BASE	25	EACH	\$109.96	\$2,748.95		\$66.93 \$1,673.25
PLANTRONICS	P51N-U10P	HEADSET FOR SERIES E	10	EACH	\$100.22	\$1,002.17		\$88.69 \$886.90
PLYMOUTH	4472 PREMIUM 111	TAPE, GRAY	200	PER 66' ROLL	\$1.99	\$397.09		\$3.56 \$712.00
PORTA SYSTEMS	25BCDXN-230UL	230V MODULE	100	EACH	\$33.31	\$3,331.25		\$5.90 \$590.00
PORTA SYSTEMS	508-32-41919-61UL	75V MODULE RED	1000	EACH	\$13.72	\$13,724.75		\$8.02 \$8,020.00
PORTA SYSTEMS	55BCN	CUT THRU MODULE	500	EACH	\$1.75	\$872.79		\$1.07 \$535.00
PORTA SYSTEMS	581P-2	PROTECTION BLOCK	25	EACH	\$113.13	\$2,828.23		\$75.22 \$1,880.50
PORTA SYSTEMS	504PX2	PROTECTION BLOCK W/AC	25	EACH	\$39.31	\$982.72		\$26.29 \$657.25
QUAZITE	PG1730BA24	PULL BOX	50	EACH	\$355.44	\$17,772.00		\$196.18 \$9,809.00
QUAZITE	PG1730CA00	PULL BOX COVER	75	EACH	\$162.86	\$12,214.50		\$89.91 \$6,743.25
REGAL	RDCUV10-27	27 DB TAP	25	EACH	\$2.01	\$50.30		\$1.80 \$45.00
REGAL	RDCUV10-6	6 DB TAP	25	EACH	\$2.01	\$50.30		\$1.80 \$45.00
REGAL	RDCUV10-9	9 DB TAP	25	EACH	\$2.01	\$50.30		\$1.80 \$45.00
REGAL	RDCUV10-12	12 DB TAP	25	EACH	\$2.01	\$50.30		\$1.80 \$45.00
REGAL	RDCUV10-16	16 DB TAP	25	EACH	\$2.01	\$50.30		\$1.80 \$45.00
THOMAS & BETTS	TY528MX	14" CABLE TIE WRAP	1	BAG of 100 EACH	\$1.89	\$141.91	*	\$33.57 \$33.57
U.S. ROBOTICS	3CP3453	MODEM, EVERYTHING	15	EACH	\$104.32	\$1,564.82		\$248.91 \$3,733.65
VIEWSONICS	VSMA-20-100	20 DB AMP	25	EACH	\$29.98	\$749.53		\$33.45 \$836.25
VIEWSONICS	VSMA-10-100	10 DB AMP	25	EACH	\$22.99	\$574.64		\$25.45 \$636.25
WIREMOLD	2906-WH	1.5 R/W COUPLER	100	EACH	\$1.12	\$111.93	*	\$1.11 \$111.00
WIREMOLD	2910B-WH	1.5 R/W END CAP	100	EACH	\$1.12	\$111.93	*	\$1.11 \$111.00
WIREMOLD	2917-WH	1.5 R/W INSIDE CORNER	75	EACH	\$1.12	\$83.95	*	\$1.11 \$83.25
WIREMOLD	2918-WH	1.5 R/W OUTSIDE CORNER	75	EACH	\$1.12	\$83.95	*	\$1.11 \$83.25
WIREMOLD	2911-WH	1.5 R/W RT. ANGLE	75	EACH	\$1.12	\$83.95	*	\$1.11 \$83.25
WIREMOLD	2986-WH	1.5 R/W STAND OFF	50	EACH	\$1.23	\$61.30	*	\$1.22 \$61.00
WIREMOLD	2915-WH	1.5 R/W TEE'S	50	EACH	\$1.12	\$55.97	*	\$1.11 \$55.50
WIREMOLD	2900-WH	1.5 RACEWAY	200	PER 6' STICK	\$14.44	\$2,888.86	*	\$9.36 \$1,872.00
TOTAL ALL OR NONE BID:						\$425,021.71		\$425,400.53
* Asterisk indicates a proposed alternate manufacturer								