

February 4, 1999

Financial Affairs  
Richard H. Hinds, Chief Financial Officer

**SUBJECT: AWARD OF BID #177-XX04 – NETWORK CONNECTIVITY DEVICES**

The purpose of this bid opened on January 12, 1999, is to establish a contract to purchase, at firm unit prices, quantities, as may be required, of network connectivity devices for the Office of Information Technology. This is a term bid which states that the Board may purchase quantities, as may be required, at the percentage of discount, but is not obligated to purchase any guaranteed amount. The award of this contract is to the three (3) bidders meeting specifications, per group, who offer the highest percentage of discount off the manufacturer's published price lists. It is estimated that approximately \$250,000 may be saved through spot market purchases, over previous devices purchased on the State of Florida Contract. Of 543 vendors sent bid forms or card notices of this advertised bid, 151 responded, with 38 bids meeting specifications (includes 6 bids meeting individual item specifications, but not all items specifications, not all vendors bid all items), 1 non-responsive bid (vendor withdrew bid after bid opening) and 112 no bids.

Florida Bearings, Inc., of Miami Florida, made an error in pricing and has elected by letter, on file, to lose eligibility to transact new business with the Board for a period of 14 months, pursuant to Board Rule 6Gx13-3C-1.08—Performance and Payment Security, Declining A Bid Award, And Bonding Company Qualifications.

Fund Source

Various

M/WBE Eligibility

African American Male – No Dollar Amount  
White Female – No Dollar Amount

RECOMMENDED: That The School Board of Miami-Dade County, Florida **AWARD** Bid#177-XX04 – NETWORK CONNECTIVITY DEVICES, to purchase, at firm unit prices, quantities, as may be required, of network connectivity devices for the Office of Information Technology, during the term of the bid, effective February 10, 1999 through June 30, 2000, as follows:

1.     ADVANCED MICRO SERVICES  
       3610 SW 138 AVENUE  
       MIAMI, FL 33175

Item 8 - CentreCom @ 30% discount.  
          Balance of Line @ 30% discount.  
Item 9 - Shiva (Dial Up) @ 30 % discount.  
          Balance of Line @ 30% discount.

2.     ALLTEL SUPPLY, INC.  
       6625 THE CORNERS PARKWAY  
       NORCROSS, GA 30092

Item 1 - 3 Com Corporation @ 45% discount.  
          Balance of Line @ 32%-46% discount.  
Item 3 - Cisco Systems, Inc. @ 35% discount.  
          Balance of Line @ 35% discount.

3.     AZARAT MARKETING GROUP (AM)  
       1750 TIGERTAIL AVENUE  
       MIAMI, FL 33133  
       OWNER: TONY OPARA

Item 5 - Digital Equipment Corporation @ 30.88%  
          discount.  
          Balance of Line @ 29% discount.  
Item 7 - Transition @ 38% discount.  
          Balance of Line @ 40% discount.

4.     COMARK  
       218 EAST ORANGE AVENUE  
       LAKE WALES, FL 33853

Item 2 - Bay Networks, USA @ 38% discount.  
          Balance of Line @ 30% discount.  
Item 3 - Cisco Systems, Inc. @ 34% discount.  
          Balance of Line @ 32% discount.  
Item 7 - Transition @ 37% discount.  
          Balance of Line @ 30% discount.

5. FUJITSU SYSTEMS BUSINESS OF AMERICA  
5200 PATRICK HENRY DRIVE  
SANTA CLARA, CA 95054  
  
Item 9 - Shiva (Dial Up) @ 27 % discount.  
Balance of Line @ 23% discount.
6. GRAYBAR  
2125 NW 22 AVENUE  
MIAMI, FL 33142  
  
Item 4 - Digi International @ 43% discount.  
Balance of Line @ 43% discount.
7. IKON OFFICE SOLUTIONS TECHNOLOGY SERVICES,  
INC.  
1903 WELBY WAY  
TALLAHASSEE, FL 32308  
  
Item 3 - Cisco Systems, Inc. @35% discount.  
Balance of Line @ 35% discount.
8. JDL TECHNOLOGIES, INC.  
5555 WEST 78<sup>TH</sup> STREET, SUITE E  
EDINA, MINNESOTA 55439-2702  
  
Item 4 - Digi International @ 40.3% discount.  
Balance of Line @ 40.3% discount.  
Item 8 - CentreCom @34.3% discount.  
Balance of Line @ 34.3% discount.
9. L&K MICRO SUPPLY, INC.  
580 CHARCOT AVENUE  
SAN JOSE, CA 95131  
  
Item 1 - 3 Com Corporation @ 43% discount.  
Item 4 - Digi International @ 44% discount.  
Item 6 - Osicom Technologies @ 40% discount.
10. LOGICAL BUSINESS SYSTEMS, INC.  
6840 SW 28<sup>TH</sup> TERRACE  
MIAMI, FL 33155

- Item 1 - 3 Com Corporation @ 40% discount.  
Balance of Line @ 25% discount.
- Item 2 - Bay Networks, USA @ 40% discount.  
Balance of Line @ 25% discount.
- Item 5 - Digital Equipment Corporation @ 40% discount.  
Balance of Line @ 25% discount.
- Item 6 - Osicom Technologies @ 40% discount.  
Balance of Line @ 25% discount.
- Item 7 - Transition @ 40% discount.  
Balance of Line @ 25% discount.
- Item 8 - CentreCom @ 40% discount.  
Balance of Line @ 25% discount.

11. R.S. COMPUTER SALES, INC.  
2700 SW 3<sup>RD</sup> AVENUE, SUITE 2F  
MIAMI, FL 33129

- Item 5 - Digital Equipment Corporation @ 33% discount.  
Balance of Line @ 33% discount.

12. SCANTRON SERVICE GROUP  
2020 SOUTH 156<sup>TH</sup> CIRCLE  
OMAHA, NE 68130-2585

- Item 6 - Osicom Technologies @ 37% discount.  
Balance of Line @ 37% discount.

13. SOUTHERN OFFICE EQUIPMENT (WF)  
4424 N. LOIS AVENUE  
TAMPA, FL 33614  
OWNER: JOANNE MILLER

- Item 2 - Bay Networks, USA @ 38.6% discount.  
Balance of Line @ 38.6% discount.

14. UNITED DATA TECHNOLOGIES, INC.  
7212 NW 56<sup>TH</sup> STREET  
MIAMI, FL 33166

- Item 9 - Shiva (Dial Up) @ 25% discount.

15. Require that Florida Bearings, Inc., of Miami, Florida, lose eligibility to transact new business with the Board for a period of fourteen (14) months, pursuant to Board Rule 6Gx13-3C-1.08, Performance and Payment Security, Declining A Bid Award, And Bonding Company Qualifications, effective February 10, 1999.
16. Authorize the Bureau of Procurement and Materials Management to purchase up to the total estimated amount of \$3,000,000. The award shall be made subject to the resolution of bid protests, if any.

RHH/lja