

Financial Affairs  
Richard H. Hinds, Chief Financial Officer

**SUBJECT: AWARD BID #049-AA04 – NETWORK CONNECTIVITY DEVICES**

The purpose of this bid, opened on October 24, 2000, is to establish a contract, to purchase, at firm discounts, 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 firm discount bid, but is not obligated to purchase any guaranteed amount. The award of this contract is to the three (3) vendors per manufacturer, offering the highest fixed discount meeting specifications. Of 583 vendors sent bid forms or card notices of this advertised bid, 33 responded, with 24 bids meeting specifications (not all vendors bid all items), 2 non-responsive bids (no manual signature, Bid Proposal Form B not complete), and 7 no bids.

Identical discounts were submitted on Item 1 – 3Com Corporation, by Advanced Micro Services, and Azarat Marketing Group, of Miami, Florida. The recommendation reflects the award of this tie low bid item to Azarat Marketing Group, the Miami-Dade County Minority/Women Business Enterprise vendor, pursuant to Board Rule 6Gx13- 3C-1.061 - - Identical Prices - - Priorities For Award.

Identical discounts were submitted on Item 2 – Bay Networks/Nortel, by Comark Government and Education Sales, of Lake Wales, Florida, and Graybar, of Miami, Florida. The recommendation reflects the award of this tie low bid item to Graybar, the Miami-Dade County vendor, pursuant to Board Rule 6Gx13- 3C-1.061 - - Identical Prices - - Priorities For Award.

Identical discounts were submitted on Item 7 – Transition, by United Data Technologies, Inc., and WYSIWYG Enterprises, of Miami, Florida. The recommendation reflects the award of this tie low bid item to WYSIWYG Enterprises, the vendor, who, because of higher discounts, receives a larger dollar award for other items, pursuant to Board Rule 6Gx13- 3C-1.061 - - Identical Prices - - Priorities For Award.

Identical discounts were submitted on Item 9 – Shiva/Intel, by Advanced Micro Services, of Miami, Florida, and Daly Computers, of Clarksburg, Maryland. The recommendation reflects the award of this tie low bid item to Advanced Micro Services, the Miami-Dade County vendor, pursuant to Board Rule 6Gx13- 3C-1.061- - Identical Prices - - Priorities For Award.

Fund Source

Various

M/WBE Eligibility

African American Male-No Dollar Amount

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AWARD** Bid #049-AA04 – NETWORK CONNECTIVITY DEVICES, to purchase, at firm discounts, quantities, as may be required, of network connectivity devices, for the Office of Information Technology, during the term of the bid, effective July 1, 2001 through June 30, 2002, as follows:

1. **ADVANCED MICRO SERVICES**

12455 S.W. 42 STREET

MIAMI, FL 33175

OWNER: ALAIN A. AGRAMONTE, PRESIDENT

Item 5 - Digital @ 35% discount.

Item 8 - CentreCom/Allied Telesyn @ 35% discount.

Item 9 - Shiva/Intel @ 35% discount.

2. **AZARAT MARKETING GROUP**

1750 TIGERTAIL AVENUE

MIAMI, FL 33133

OWNER: TONY OPARA, PRESIDENT

(AM)

Item 1 - 3Com Corporation @ 35% discount.

Item 7 - Transition @ 38% discount.

3. **COMARK GOVERNMENT AND EDUCATION SALES**

218 EAST ORANGE AVENUE

LAKE WALES, FL 33853

OWNERS: PHIL CORCORAN

CHUCK WOLANDE

Item 4 - Digi International @ 44.5% discount.

Item 6 - Osicom/Entrada Networks @ 39.5% discount.

4. GRAYBAR  
2125 N.W. 22 AVENUE  
MIAMI, FL 33142  
OWNER: C. L. HALL, PRESIDENT

Item 2 - Bay Networks/Nortel @ 40% discount.  
Item 6 - Osicom/Entrada Networks @ 39% discount.  
Item 8 - CentreCom/Allied Telesyn @ 32% discount.

5. IBM CORPORATION  
1 ALHAMBRA PLAZA, 8 FLOOR  
CORAL GABLES, FL 33134  
OWNER: LOUIS V. GERSTNER, JR., CHAIRMAN/C.E.O.

Item 3 - Cisco Systems @ 37.5% discount.

6. JPK MICRO SUPPLY, INC.  
15304 EAST VALLEY BOULEVARD  
CITY OF INDUSTRY, CA 91746  
OWNER: CHUANFU LU

Item 1 - 3Com Corporation @ 42% discount.  
Item 3 - Cisco Systems @ 39% discount.  
Item 4 - Digi International @ 41% discount.  
Item 6 - Osicom/Entrada Networks @ 41% discount.  
Item 7 - Transition @ 40% discount.  
Item 9 - Shiva/Intel @ 37% discount.

7. KOMPUTER KINGDOM, INC.  
4836 VICTOR STREET  
JACKSONVILLE, FL 32207  
OWNER: JAY DAVIS, PRESIDENT

Item 5 - Digital @ 32.5% discount.

8. POMEROY COMPUTER RESOURCES  
5773 N.W. 158 STREET  
PEMBROKE PINES, FL 33028  
OWNER: DAVID POMEROY, C.E.O.

Item 3 - Cisco Systems @ 38% discount.  
Item 5 - Digital @ 34% discount.

9. SENIOR NETWORKS, INC.  
P.O. BOX 522200  
MIAMI, FL 33152  
OWNER: DANIEL F. SUAREZ, PRESIDENT

Item 2 - Bay Networks/Nortel @ 42% discount.

10. UNITED DATA TECHNOLOGIES, INC.  
7212 N.W. 56 STREET  
MIAMI, FL 33166  
OWNER: GERARD AMARO, PRESIDENT

Item 1 - 3Com Corporation @ 41% discount.  
Item 4 - Digi International @ 38% discount.

11. WYSIWYG, ENTERPRISES  
7260 N.W. 58 STREET  
MIAMI, FL 33166  
OWNER: MARGARET MORRIS, PRESIDENT

Item 2 - Bay Networks/Nortel @ 42% discount.  
Item 7 - Transition @ 37% discount.  
Item 8 - CentreCom/Allied Telesyn @ 45% discount.  
Item 9 - Shiva/Intel @ 36% discount.

12. Authorize the Bureau of Procurement and Materials Management to purchase up to the total estimated amount of \$1,929,817. The award shall be made subject to the resolution of bid protests, if any.

RHH/lc