

August 11, 2000

Financial Affairs  
Richard H. Hinds, Chief Financial Officer

**SUBJECT: AWARD BID #202-ZZ11 – PORTABLE RADIO COMMUNICATIONS  
EQUIPMENT AND ACCESSORIES, CATALOG DISCOUNT II**

The purpose of this bid, opened on July 6, 2000, is to establish a contract, to purchase, at firm discounts, quantities, as may be required, of portable radio communications equipment and supplies, for use by various schools and departments. 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. Of 70 vendors sent bid forms or card notices of this advertised bid, 13 responded, with 5 bids meeting specifications (not all vendors bid all items), 1 bid not meeting specifications and 7 no bids.

Inasmuch as no bids were submitted for Item 1 – ADI/PRYME, Item 2 – Aerotron-Repco, Item 3 – Alinco, Item 6 – Daniels Electronics, Ltd., Item 7 – Data Express, Item 8 – Digital Voice Systems, Inc., Item 9 – Gavmin, Item 10 – Genave Radio Communication, Item 11 – Information Station Specialists, Inc., Item 12 – Hark Systems, Item 13 – Harris RF Communications, Item 14 – EF Johnson, Item 16 – Magellan, Item 17 – Intek Global, Item 18 – JCA Technology, Item 19 – JPS Communications, Inc., Item 20 – KAVIcomm, Item 21 – Kantronics Wireless Modems, Item 22 – Kenwood Communications Corporation, Item 23 – Kenwood Corporation, Item 24 – LDG Electronics, Item 25 – Link Communications, Inc., Item 27 – Microcomm, Item 28 – Mobile Communications, Item 31 – Open Sky, Item 32 – Optaphone Systems, Inc., Item 33 – Option International, Item 34 – Page Tap, Inc., Item 35 – Pyramid Communications, Item 36 – Racal Communications, Inc., Item 37 – Racom, Item 38 – Ranger Electronic Communications, Inc., Item 39 – Rayfield Communications, Item 40 – S-COM Industries, Item 41 – Relm Wireless, Item 42 – SWS Security, Item 43 – SmarTrunk Systems, Inc., Item 44 – Sonik Technologies, Item 45 – Spectracom, Item 46 – Standard Communications, Item 47 – TES, Item 48 – Tait Electronics, Item 49 – Teledesign Systems, Inc., Item 50 – Transcrypt International E. F. Johnson, Item 51 – Trident Micro Systems, Item 52 – Uniden, Item 53 – Vega Signaling Products, Item 54 – VoCom Products, Item 55 – Western Mobile Telephone Company, Item 56 – Wiseband, and Item 57 – Yaesu, the recommendation reflects that these items be rejected.

Competitive prices will be solicited for these items, as the need arises, pursuant to Board Rule 6Gx13- 3C-1.111 - - Bidding Process - - Competitive Bidding Requirements, which describes the procedures and guidelines to be used for bidding based on the estimated dollar expenditure.

Fund Source

Various

M/WBE Eligibility

Hispanic Male – No Dollar Volume

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AWARD** Bid #202-ZZ11 – PORTABLE RADIO COMMUNICATIONS EQUIPMENT AND ACCESSORIES, CATALOG DISCOUNT II, to purchase, at firm discounts, quantities, as may be required, of portable radio communications equipment and supplies, for use by various schools and departments, during the term of the bid, effective August 23, 2000, through August 22, 2001, as follows:

1. COOPER-GENERAL CORPORATION  
175 FOUNTAINEBLEAU BOULEVARD, #1-K  
MIAMI, FL 33172  
OWNER: JOHN FRESCO, PRESIDENT (HM)

Only Firm Percent Discount Received: Items 4 and 5.

Item 4 - Andrew @ 25% discount.

Item 5 - Cooper General @ 38.7% discount.

For Informational Purposes Only: Item 58 - Flat rate per unit, to install M-DCPS supplied portable radios on school buses @ \$130 each.

2. EXPRESS RADIO, INC.  
10850 WILES ROAD  
CORAL SPRINGS, FL 33076  
OWNER: GENE R. FRUEHLING, PRESIDENT

Best Firm Percent Discount: Item 29 (PRIMARY VENDOR).  
Only Firm Percent Discount Received: Items 15, 26 and 30.

Item 15 – ICOM America, Inc. @ 34% discount.  
Item 26 – Maxon America, Inc. @ 34% discount.  
Item 29 – Motorola @ 34% discount.  
Item 30 – Nextel @ 51% discount.

3. FIRST COMMUNICATIONS, INC.  
234 BLOUNTSTOWN HIGHWAY  
TALLAHASSEE, FL 32304  
OWNER: CHARLES C. LIVINGSTON, JR., PRESIDENT

Second Best Firm Percent Discount: Item 29 – Motorola @ 31% discount for equipment, 24% discount for options/accessories (SECONDARY VENDOR).

4. FLORIDA RADIO RENTAL, INC.  
2700 DAVIE ROAD  
DAVIE, FL 33314  
OWNER: DAVID PEDERSEN, VICE PRESIDENT

For Informational Purposes Only: Item 58 – Flat rate per unit, to install M-DCPS supplied portable radios on school buses @ \$150 each.

5. Reject items 1 through 3, 6 through 14, 16 through 25, 27, 28, and 31 through 57.

Item 1 – ADI/PRYME  
Item 2 – Aerotron-Repco  
Item 3 – Alinco  
Item 6 – Daniels Electronics, Ltd.  
Item 7 – Data Express  
Item 8 – Digital Voice Systems, Inc.  
Item 9 – Gavmin

- Item 10 - Genave Radio Communication
- Item 11 - Information Station Specialists, Inc.
- Item 12 - Hark Systems
- Item 13 - Harris RF Communications
- Item 14 - EF Johnson
- Item 16 - Magellan
- Item 17 - Intek Global
- Item 18 - JCA Technology
- Item 19 - JPS Communications, Inc.
- Item 20 - KAVIcomm
- Item 21 - Kantronics Wireless Modems
- Item 22 - Kenwood Communications Corporation
- Item 23 - Kenwood Corporation
- Item 24 - LDG Electronics
- Item 25 - Link Communications, Inc.
- Item 27 - Microcomm
- Item 28 - Mobile Communications
- Item 31 - Open Sky
- Item 32 - Optaphone Systems, Inc.
- Item 33 - Option International
- Item 34 - Page Tap, Inc.
- Item 35 - Pyramid Communications
- Item 36 - Racal Communications, Inc.
- Item 37 - Racom
- Item 38 - Ranger Electronic Communications, Inc.
- Item 39 - Rayfield Communications
- Item 40 - S-COM Industries
- Item 41 - Relm Wireless
- Item 42 - SWS Security
- Item 43 - SmarTrunk Systems, Inc.
- Item 44 - Sonik Technologies
- Item 45 - Spectracom
- Item 46 - Standard Communications
- Item 47 - TES
- Item 48 - Tait Electronics
- Item 49 - Teledesign Systems, Inc.
- Item 50 - Transcript International -E.F. Johnson
- Item 51 - Trident Micro Systems
- Item 52 - Uniden
- Item 53 - Vega Signaling Products

Item 54 – VoCom Products  
Item 55 – Western Mobile Telephone Company  
Item 56 – Wiseband  
Item 57 – Yaesu

6. Authorize the Bureau of Procurement and Materials Management to purchase up to the total estimated amount of \$463,453. The award shall be made subject to the resolution of bid protests, if any.

RHH/gb