



Gwinnett

GWINNETT COUNTY
DEPARTMENT OF FINANCIAL SERVICES
PURCHASING DIVISION

75 Langley Drive | Lawrenceville, GA 30046-6935
(O) 770.822.8720 | (F) 770.822.8735
www.gwinnettcounty.com

June 04, 2019

AWARD NOTICE

BL040-19

**Installation and Removal Services for Radios, Mobile Data Terminals (MDTs) and
Affiliated Equipment on an Annual Contract**

Pursuant to the bids received on April 22, 2019 for bid BL040-19, Installation and Removal Services for Radios, Mobile Data Terminals (MDTs) and Affiliated Equipment on an Annual Contract the bid has been awarded to Mobile Communications America, Inc. in the amount of \$357,100.00. Please note the enclosed bid tabulation.

We appreciate your bid and interest in Gwinnett County.

Sincerely,

A handwritten signature in cursive script that reads "Terri Shirley".

Terri Shirley
Purchasing Associate II

TS/bc

Enclosure



Proud Winner of the Annual *Achievement of Excellence Award* in Procurement since 1999

BID TABULATION

**BL040-19
Installation and Removal Services for Radios, MDTs
and Affiliated Equipment on an Annual Contract
Department of Information Technology Services**

			Bear Communication, Inc. (OS)				Mobile Communications America, Inc. (L)			
SECTION A- INSTALLATION AND REMOVAL SERVICES			INSTALLATION SERVICES		REMOVAL SERVICES		INSTALLATION SERVICES		REMOVAL SERVICES	
ITEM #	DESCRIPTION	APPROX QTY	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
1	1/2 hour labor rate	450	\$55.00	\$24,750.00	\$55.00	\$24,750.00	\$50.00	\$22,500.00	\$50.00	\$22,500.00
2	Hourly rate for installs not listed	450	\$110.00	\$49,500.00	\$110.00	\$49,500.00	\$75.00	\$33,750.00	\$75.00	\$33,750.00
3	Ambulance Dual Head	10	\$220.00	\$2,200.00	\$220.00	\$2,200.00	\$260.00	\$2,600.00	\$130.00	\$1,300.00
4	Ambulance Single Head	10	\$110.00	\$1,100.00	\$110.00	\$1,100.00	\$180.00	\$1,800.00	\$81.25	\$812.50
5	Ambulance MDT/Dock	20	\$110.00	\$2,200.00	\$110.00	\$2,200.00	\$97.50	\$1,950.00	\$81.25	\$1,625.00
6	In Car Video	10	\$220.00	\$2,200.00	\$220.00	\$2,200.00	\$195.00	\$1,950.00	\$97.50	\$975.00
7	XTVA	2	\$110.00	\$220.00	\$110.00	\$220.00	\$97.50	\$195.00	\$48.75	\$97.50
8	Dash mount radio/modem	200	\$55.00	\$11,000.00	\$55.00	\$11,000.00	\$95.00	\$19,000.00	\$48.75	\$9,750.00
9	Fire Truck Dash mount radio/modem	30	\$110.00	\$3,300.00	\$110.00	\$3,300.00	\$130.00	\$3,900.00	\$65.00	\$1,950.00
10	MDT/Dock	450	\$55.00	\$24,750.00	\$55.00	\$24,750.00	\$97.50	\$43,875.00	\$48.75	\$21,937.50
11	Fire Truck MDT/Dock	30	\$110.00	\$3,300.00	\$110.00	\$3,300.00	\$130.00	\$3,900.00	\$65.00	\$1,950.00
12	Onsite Service Charge	30	\$65.00	\$1,950.00	\$65.00	\$1,950.00	\$25.00	\$750.00	\$25.00	\$750.00
13	Radar Unit	10	\$110.00	\$1,100.00	\$110.00	\$1,100.00	\$130.00	\$1,300.00	\$65.00	\$650.00
14	PA Siren	10	\$55.00	\$550.00	\$55.00	\$550.00	\$75.00	\$750.00	\$48.75	\$487.50
15	Outside Speaker	25	\$110.00	\$2,750.00	\$110.00	\$2,750.00	\$65.00	\$1,625.00	\$48.75	\$1,218.75
16	HPD1000/Trunk mt radio	300	\$220.00	\$66,000.00	\$220.00	\$66,000.00	\$50.00	\$15,000.00	\$45.00	\$13,500.00
17	Engrave fee - portable radio	300	\$15.00	\$4,500.00	\$15.00	\$4,500.00	\$10.00	\$3,000.00	\$0.00	\$0.00
18	Program fee - portable radio	300	\$55.00	\$16,500.00	\$55.00	\$16,500.00	\$50.00	\$15,000.00	\$0.00	\$0.00
19	Program fee - mobile radio	300	\$55.00	\$16,500.00	\$55.00	\$16,500.00	\$55.00	\$16,500.00	\$0.00	\$0.00
20	Printer Dock/Power Cable	100	\$110.00	\$11,000.00	\$110.00	\$11,000.00	\$35.00	\$3,500.00	\$25.00	\$2,500.00
	TOTAL INSTALLATION & REMOVAL			\$245,370.00		\$245,370.00		\$192,845.00		\$115,753.75
24	Additional Flat Rate Charge, If Applicable, For Any Of The Above Performed Outside Suppliers Shop		\$185.00				\$25.00			
	TOTAL SECTION A			\$490,740.00				\$308,598.75		

		Bear Communications, Inc. (OS)	Mobile Communications America, Inc. (L)			
SECTION B- MISCELLANEOUS ACCESSORIES						
ITEM #	DESCRIPTION	APPROX. QTY	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
1	L Bracket	2	\$11.95	\$23.90	\$4.35	\$8.70
2	Antenna Kits	1	\$75.00	\$75.00	\$38.30	\$38.30
3	Antenna Kits Low-Profile	50	\$75.00	\$3,750.00	\$48.04	\$2,402.00
4	Microphone Clip	20	\$1.00	\$20.00	\$1.06	\$21.20
5	Power Cable XTL/APX	2	\$18.00	\$36.00	\$16.70	\$33.40
6	Power Cable XTL/APX	1	\$18.00	\$18.00	\$16.70	\$16.70
7	XTL/APX Mounting Bracket	1	\$47.00	\$47.00	\$40.65	\$40.65
8	XTL/APX Mounting Bracket	1	\$42.00	\$42.00	\$40.65	\$40.65
9	Equivalent Bracket	1	\$45.00	\$45.00	\$40.65	\$40.65
10	CDM Bracket	1	\$18.00	\$18.00	\$12.29	\$12.29
11	Speaker Bracket	1	\$15.00	\$15.00	\$13.34	\$13.34
12	Antenna Coax	2	\$22.00	\$44.00	\$18.11	\$36.22
13	Standard 3dB Antenna	1	\$53.00	\$53.00	\$15.11	\$15.11
14	Low Profile Antenna 3dB	1	\$40.00	\$40.00	\$29.70	\$29.70
15	Ignition Cable	1	\$38.00	\$38.00	\$185.99	\$185.99
16	Ignition Cable	1	\$38.00	\$38.00	\$185.99	\$185.99
17	Ignition Cable	1	\$38.00	\$38.00	\$185.99	\$185.99
18	Data Cable	1	\$48.00	\$48.00	\$66.00	\$66.00
19	Docking Power Cable	1	\$35.00	\$35.00	\$130.20	\$130.20
20	Thick Roof-Mount NMO Kit	1	\$60.00	\$60.00	\$19.19	\$19.19
21	Console Bracket (EB20)	1	\$29.00	\$29.00	\$31.59	\$31.59
22	VHF 1/4 Wave Antenna NMO	4	\$44.00	\$176.00	\$6.57	\$26.28
23	Glass Mount 800 MHz Antenna	10	\$65.00	\$650.00	\$30.25	\$302.50
24	Mini-UHF Connector	20	\$4.00	\$80.00	\$3.31	\$66.20
25	Illuminated Rocker Switch	2	\$14.00	\$28.00	\$12.30	\$24.60
26	SPST Toggle Switch	6	\$1.50	\$9.00	\$2.44	\$14.64
27	Multiband Antenna	450	\$165.00	\$74,250.00	\$103.65	\$46,642.50
TOTAL SECTION B			\$79,705.90		\$50,630.58	
TOTAL SECTIONS A & B			\$570,445.90		\$359,229.33	
Will Vendor Hold Pricing Firm? Option 1			Yes		Yes	
Will Vendor Hold Pricing Firm? Option 2			Yes		Yes	
Will Vendor Hold Pricing Firm? Option 3			Yes		Yes	
Will Vendor Hold Pricing Firm? Option 4			Yes		Yes	

Recommended Vendor:

Mobile Communications America, Inc.
 Attn: Joe Banas
 885 Cripple Creek Drive
 Lawrenceville, GA 30043
 Phone: 678-618-0818
 Fax: 678-666-0680
 Email: joebanas@callmc.com