



# Broome County Division of Purchasing

Debra A. Preston, County Executive . John A. Flynn, Jr., Director of Purchasing

## NOTICE OF BID AWARD

March 25, 2015

To Whom It May Concern:

This letter shall serve notice that the Board of Acquisition and Contract (BAC) approved the following bid award on March 25, 2015:

Bid Title: **Catalog bid for radio communication equipment & related accessories**  
Bid #: 2015-011  
CA #.: 2362  
Term: 4/16/15 TO 3/31/16  
Amount: See attached listing

Purchase order(s) will be forthcoming upon receipt of a certificate of insurance in compliance with the insurance requirements as stated in the specifications. **Incorrect insurance certificates will cause delays in payment.**

**If you have not submitted the proper insurance certificate, please send/fax a copy to Robert Murphy Risk Manager, Broome County Office of Risk Management, County Office Building, 3rd Floor, 60 Hawley Street, P.O. Box 1766, Binghamton, NY 13902-1766. Phone: (607) 778-2402, Fax #: (607) 778-6009.**  
**IMPORTANT: Please include the *bid title* and the *bid number* on the insurance certificate.**

Sincerely,

John A. Flynn, Jr.  
Director

JRL:snr  
Attachment

C: Jim Dadamio, Security  
Nancy Desko, EMS  
Kaye Hall, Landfill  
Anita Martin, DPW  
Pam Memos, Transit

Karen Andrews, IT  
Purchasing, File  
Michelle Edwards, Risk  
Tom Vroman, Emergency Services

Broome County Office Building . 60 Hawley Street . P.O. Box 1766 . Binghamton, New York 13902  
Phone: (607) 778-2188 . Fax: (607) 778-2346 . [www.gobroomecounty.com](http://www.gobroomecounty.com)

## Awarded Vendors:

TRI COUNTY COMMUNICATIONS  
110 BROAD AVE  
BINGHAMTON, NY 13904  
ATTN: JOHN THOMPSON 607-722-7900

INTEGRATED SYSTEMS  
7588 MAIN STREET-FISHERS  
VISTOR, NY 14564  
ATTN: MARK HAMILTON 585-924-8670



March 2, 2015

Broome County Division of Purchasing  
60 Hawley Street 4<sup>th</sup> Floor  
Edwin L Crawford County building  
Binghamton, New York 13901  
Karl Bergman Senior Buyer

**RFP Response: 2015-011**

**Catalog Bid for Radio Communications Equipment & Accessories with Mobile Installation & Repair and as needed fixed equipment installation**

Dear Mr. Bergman:

Attached please find Integrated Systems response to the County's RFP for your Catalog Bid for Radio Communications Equipment & Accessories with Mobile Installation & Repair and as needed fixed equipment installation. Our response is for site to site microwave and broadband equipment as requested from any manufacturer. As per your Addendum No 1 the awards may be various vendors' manufacturers' catalogs but no more than one vendor award per manufacturer. We respectfully submit our manufacturer's catalogs for your acceptance.

If you have any questions please feel free to contact me. Thank you for the opportunity to respond to this RFP.

Best regards



Dave O'Hare  
Integrated Systems

BROOME COUNTY  
DIVISION OF PURCHASING  
PROPOSAL SHEET

**CATALOG BID FOR RADIO COMMUNICATIONS EQUIPMENT & ACCESSORIES WITH MOBILE  
INSTALLATION & REPAIRS AND AS NEEDED FIXED EQUIPMENT INSTALLATION**

The undersigned proposes and offers to furnish and install for Broome County, CATALOG BID FOR RADIO COMMUNICATION EQUIPMENT & ACCESSORIES the specifications for which are attached. This proposal and offer is guaranteed to fulfill the minimum specifications as prepared by Broome County.

The form of proposal as issued by the Director of Purchasing shall not be changed or added to by the bidder. It shall be completely filled in with black ink or typed. With respect to prices or other submissions filled in by the bidder in blank spaces, there shall be no erasures, cross-outs, correction fluid, or the like, unless initialed by the person signing the proposal.

NAME OF COMPANY: Integrated Systems

ADDRESS OF COMPANY: 7588 Main Street-Fishers

Victor, New York, 14564

NAME & TITLE OF  
OFFICER OR PERSON  
SIGNING THIS BID:

Mark Hamilton

SIGNATURE:



Mark J Hamilton



DATE: March 2, 2015

TELEPHONE NUMBER: 585-924-8670

FAX NUMBER: 585-924-8842

800 NUMBER: NA

E-MAIL ADDRESS: sales@integratednet.com

FEDERAL I.D. NO.: 16-1206834

The guaranteed delivery date for catalog items shall be 30 (number of days) from the date of placement of order by Broome County. In no event shall the guaranteed delivery date exceed thirty (30) days from said placement of order.

**NOTE:** *By signing and submitting this bid for consideration by Broome County, the vendor acknowledges that they have read, understand and agree to all aspects of the specifications as presented without reservation or alteration. The signer acknowledges that he/she is authorized to submit this bid.*

**BIDDERS MUST SUBMIT THE ORIGINAL PROPOSAL SHEETS AND AN EXACT, CLEAR DUPLICATE.**

Catalog bid for radio communication equipment & accessories - 9

BROOME COUNTY  
DIVISION OF PURCHASING  
PROPOSAL SHEET  
(Cont'd)

On this page, please indicate the standard manufacturer's catalog or catalogs that were used in the preparation of your bid. Please offer a discount off the manufacturer's list price or include a bottom line price list.

Catalog of Manufacturer	Commodity	Discount off Manufacturer's List Price
Telrad	Microwave Radios	2%
Bridgewave	Microwave Radios	2%
Powertrunk	Microwave Radios	1%
Axis	IP Cameras	6%
Aruba Networks	Wireless Equipment	2%
SAF	Microwave Radios	2%
RAD WIN	Microwave	2%

Broome County is also requesting the **Hourly Labor Rate** to install materials referenced in catalogs noted above, repairs, trouble shooting and programming. This rate shall include all fees, rates, charges, travel, mileage and benefits for the services.

\$ 95.00 **Per Hour Rate for Mobile Installs, Repairs, Trouble Shooting and Programming**

**BIDDERS MUST SUBMIT THE ORIGINAL PROPOSAL SHEETS AND AN EXACT, CLEAR DUPLICATE.**

PROPOSAL SHEET  
(Cont'd)  
**FOR**

**CATALOG BID FOR RADIO COMMUNICATIONS EQUIPMENT & ACCESSORIES WITH MOBILE  
INSTALLATION & REPAIRS AND AS NEEDED FIXED EQUIPMENT INSTALLATION**

**AS NEEDED FIXED EQUIPMENT INSTALLATION TECHNICIAN WAGE RATES**

A. Straight Time

- |   |                 |
|---|-----------------|
| 1. Straight time per hour: (Figures per employee including all benefits*) | \$ <u>55.00</u> |
| 2. Plus Contractor's percentage markup of:                                | _____ %         |
| 3. Amount of percentage markup in dollars per hour:                       | \$ <u>40.00</u> |
| 4. <u>Total price per hour:</u>   | \$ <u>95.00</u> |

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(Total price per hour in words for Item A)

B. Overtime: Time and one half the hourly rate when appropriate. (See Overtime and Holiday Schedule)

- |  |                  |
|--|------------------|
| 1. Overtime per hour: (Figures per employee including all benefits*) | \$ _____         |
| 2. Plus Contractor's percentage markup of:                           | _____ %          |
| 3. Amount of percentage markup in dollars per hour:                  | \$ _____         |
| 4. <u>Total price per hour:</u>                                      | \$ <u>142.00</u> |

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(Total price per hour in words for Item B)

C. Overtime: Double the hourly rate when appropriate. (See Overtime and Holiday Schedule)

- |   |               |
|---|---------------|
| 1. Double time per hour: (Figures per employee including all benefits*) | \$ _____      |
| 2. Plus Contractor's percentage markup of:                              | _____ %       |
| 3. Amount of percentage markup in dollars per hour:                     | \$ _____      |
| 4. <u>Total price per hour:</u>   | \$ <u>190</u> |

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(Total price per hour in words for Item C)

\*NOTE BENEFITS include Social Security, all retirement and insurance plans, etc.

**BIDDERS MUST SUBMIT THE ORIGINAL PROPOSAL SHEETS AND AN EXACT, CLEAR DUPLICATE.**



**MOTOROLA  
SOLUTIONS**

Service Elite Specialist

## Tri-County Communications, Inc.

110 Broad Ave. Binghamton NY 13904

607-722-7900 (V) /607-821-1365 (F)

www.tricountycom.com



**CERTIFIED  
SERVICE  
CENTER**

Karl Bergmann, Senior Buyer  
Tom Vroman, Chief Deputy Fire Coordinator

Re: RFB 2015-011 – Catalog Bid for Radio Communications Equipment

Gentlemen:

We are pleased to reply to RFB-2015-011 for the Catalog for the next 5 years.

In addition to meeting the basic requirements set forth in the RFB, our intention is to include products which County agencies regularly purchase as part of radio system installations but which have not been included in past Catalogs. Our endeavor is to make the Catalog a tool for cost-saving one-stop shopping.

Therefore, we have included price lists for:

- Transmission line and fittings
- Power supplies and converters
- Cabinets (previously available from Motorola but no longer)
- Antennas and mounting hardware
- Site batteries
- Tone remote adapters
- Voting solutions (Raytheon)
- Software for radio enhancements such as GPS/Vehicle Location
- Low Band Paging (previously available from Motorola and now from Unication)
- X10DR Wireless Mobile Remote Speaker Mics
- Distributed Antenna System

Low band base stations are no longer available. Therefore, we are including a page with kits to adapt Low Band mobile radios for this application.

We propose adding a new catalog for Samsung's state-of-the-art video surveillance equipment.

Engineering and system design and project management are frequently part of the larger projects the County has asked us to provide. We therefore are including rates for them as well as for basic hourly and fixed equipment Prevailing Wage labor. We bear added insurance and certification expenses for tower work, so we are adding a rate for tower work at prevailing wage.

We are aiming to be responsive to the equipment needs of county agencies. We trust that our approach meets with your approval.

Sincerely,

Frederick Muller  
President

BROOME COUNTY  
DIVISION OF PURCHASING  
PROPOSAL SHEET

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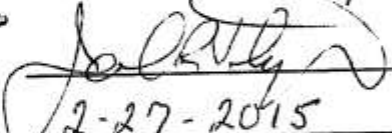
The form of proposal as issued by the Director of Purchasing shall not be changed or added to by the bidder. It shall be completely filled in with black ink or typed. With respect to prices or other submissions filled in by the bidder in blank spaces, there shall be no erasures, cross-outs, correction fluid, or the like, unless initialed by the person signing the proposal.

NAME OF COMPANY: TRI COUNTY COMMUNICATIONS INC

ADDRESS OF COMPANY: 110 BROAD AVE

BINGHAMTON, N.Y. 13904

NAME & TITLE OF OFFICER OR PERSON SIGNING THIS BID: John R. Thompson Vice President

SIGNATURE:  

DATE: 2-27-2015

TELEPHONE NUMBER: 607-722-7900

FAX NUMBER: \_\_\_\_\_

800 NUMBER: \_\_\_\_\_

E-MAIL ADDRESS: JThompson@TRICOUNTYCOM.COM

FEDERAL I.D. NO.: 16-1263656

The guaranteed delivery date for catalog items shall be 30 (number of days) from the date of placement of order by Broome County. In no event shall the guaranteed delivery date exceed thirty (30) days from said placement of order.

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Catalog bid for radio communication equipment & accessories - 9



BROOME COUNTY  
DIVISION OF PURCHASING  
PROPOSAL SHEET  
(Cont'd)

On this page, please indicate the standard manufacturer's catalog or catalogs that were used in the preparation of your bid. Please offer a discount off the manufacturer's list price or include a bottom line price list.

Catalog of Manufacturer	Commodity	Discount off Manufacturer's List Price
Motorola	Mobile Radio Equipment	31.0
Motorola	Mobile Equipment Options and Accessories (Does not apply to extended service plan)	10.0
Motorola	Portable Radio Equipment	31.0
Motorola	Portable Radio Options and Accessories (Does not apply to extended service plans)	10.0
Motorola	Fixed Equipment	20.0
Motorola	Fixed Equipment Options and Accessories	10.0
Motorola	Paging Products	25.0
Motorola	Paging Equipment Options and Accessories	10.0
ICOM	Mobile Radio Equipment	38.0
ICOM	Portable Radio Equipment	38.0
ICOM	Fixed Equipment	38.0
Unication	Paging Products	10.0
Unication	Paging Equipment Options and Accessories	5.0

Broome County is also requesting the **Hourly Labor Rate** to install materials referenced in catalogs noted above, repairs, trouble shooting and programming. This rate shall include all fees, rates, charges, travel, mileage and benefits for the services.

\$ 75.00 Per Hour Rate for Mobile Installs, Repairs, Trouble Shooting and Programming

**BIDDERS MUST SUBMIT THE ORIGINAL PROPOSAL SHEETS AND AN EXACT, CLEAR DUPLICATE.**

for radio communication equipment & accessories - 10

BROOME COUNTY  
DIVISION OF PURCHASING  
PROPOSAL SHEET  
(Cont'd)

On this page, please indicate the standard manufacturer's catalog or catalogs that were used in the preparation of your bid. Please offer a discount off the manufacturer's list price or include a bottom line price list.

Catalog of Manufacturer	Commodity	Discount off Manufacturer's List Price
Samsung	Video Products	20.0
Raytheon	Raytheon Products	5.0
Zetron	Zetron Products	15.0
American International Radio	X10DR	10.0
Motorola	Software Developer / Vendors	5.0
Exalt	Microwave Products	5.0
Cambium	Microwave Products	5.0
Samlex	Power Products	5.0
Deka	Site Batteries and Power Products	5.0
Commscope	Site Equipment and Distributed Antenna Systems	5.0
Tripp Lite	Fixed Station Accessories	5.0
CPI	Fixed Station Accessories	5.0
_____	_____	_____

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PROPOSAL SHEET  
(Cont'd)  
**FOR**

**CATALOG BID FOR RADIO COMMUNICATIONS EQUIPMENT & ACCESSORIES WITH MOBILE  
INSTALLATION & REPAIRS AND AS NEEDED FIXED EQUIPMENT INSTALLATION.**

**AS NEEDED FIXED EQUIPMENT INSTALLATION TECHNICIAN WAGE RATES**

A. Straight Time

1. Straight time per hour: (Figures per employee including all benefits\*) \$ 59.36  
2. Plus Contractor's percentage markup of: 84 %  
3. Amount of percentage markup in dollars per hour: \$ 49.64  
4. Total price per hour: \$ 109.00

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(Total price per hour in words for Item A)

B. Overtime: Time and one half the hourly rate when appropriate. (See Overtime and Holiday Schedule)

1. Overtime per hour: (Figures per employee including all benefits\*) \$ 76.82  
2. Plus Contractor's percentage markup of: 63 %  
3. Amount of percentage markup in dollars per hour: \$ 48.18  
4. Total price per hour: \$ 125.00

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(Total price per hour in words for Item B)

C. Overtime: Double the hourly rate when appropriate. (See Overtime and Holiday Schedule)

1. Double time per hour: (Figures per employee including all benefits\*) \$ 94.29  
2. Plus Contractor's percentage markup of: 54 %  
3. Amount of percentage markup in dollars per hour: \$ 50.71  
4. Total price per hour: \$ 145.00

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(Total price per hour in words for Item C)

\*NOTE BENEFITS include Social Security, all retirement and insurance plans, etc.

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