



# Travis County Commissioners Court Agenda Request

**Meeting Date:** 09/25/2012

**Prepared By/Phone Number:** Jesse Herrera 512.854.1184

**Elected/Appointed Official/Dept. Head:** Cyd Grimes

**Commissioners Court Sponsor:** Judge Biscoe

## Agenda Language:

A. Approve contract awards for Telecom Equipment, IFB #B120198-JH, to the following lowest bidders:

1. TigerDirect Corporation: Lot 2 – Plantronics and Lot 4 Miscellaneous

2. Call One Inc,: Lot 3 - Northern Telecom / Meridian Equipment

B. Reject All Bids for Lot 1 – Cisco

➤ **Purchasing Recommendation and Comments:** Purchasing concurs with ITS and recommends approval of requested action. This procurement action meets the compliance requirements as outlined by the statutes.

IFB #B120198-JH was issued on April 25, 2012 to 44 vendors. Six bids were received on May 14, 2012. This bid is to provide various telecommunications equipment and accessories, including Cisco, Plantronics, and Northern Telecom / Meridian products.

1) TigerDirect Corporation. This contract provides the necessary Plantronics equipment and miscellaneous accessories needed to replace defective and/or malfunctioning equipment.

2) Call One, Inc. This portion of the contract provides for the procurement of telephones for the legacy Northern Telecom / Meridian systems.

B) Cisco will not be awarded because it was not in the best interest of the County. Cisco products will be procured through DIR.

AGENDA REQUEST DEADLINE: All agenda requests and supporting materials must be submitted as a pdf to Cheryl Aker in the County Judge's office, [Cheryl.Aker@co.travis.tx.us](mailto:Cheryl.Aker@co.travis.tx.us) by Tuesdays at 5:00 p.m. for the next week's meeting.

- **Contract Expenditures:** Within the last 12 months an estimated \$18,000.00 has been spent against this requirement.
  
- **Contract-Related Information:**
  - Award Amount: Estimated Quantity
  - Contract Type: Annual Contract
  - Contract Period: September 25, 2012 through September 24, 2013
  
- **Solicitation-Related Information:**

Solicitations Sent: 44	Responses Received: 6
HUB Information: N/A	% HUB Subcontractor: N/A
  
- **Special Contract Considerations:**
  - Award has been protested; interested parties have been notified.
  - Award is not to the lowest bidder; interested parties have been notified.
  - Comments:
  
- **Funding Information:**
  - Purchase Requisition in SAP: N/A
  - Funding Account(s): 112-004-00001-510060
  - Comments: Department enters requisitions on an as needed basis.

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Travis County Courthouse, Austin, Texas

**TRAVIS COUNTY INFORMATION TECHNOLOGY SERVICES**

**700 Lavaca, Suite 501, Austin, Tx 78767 (512) 854-9372 Fax (512) 854-4401**

**DATE:** August 3, 2012

**MEMORANDUM**

**TO:** Cyd V. Grimes, C.P.M. – Travis County Purchasing Agent

**FROM:** Walter LaGrone, Interim Chief Information Officer  
Leslie Browder, County Executive for Planning and Budget

**SUBJ:** Recommendation to Award IFB B120198-JH to the following vendors Call One, Inc., and TigerDirect Corporation.

**Proposed Motion:**

To approve IFB B120198-JH for Telephone Equipment for one-year with a two-year option for renewal to Call One Inc. and TigerDirect Corporation.

**Summary and Staff Recommendation:**

ITS recommends selecting Call One and TigerDirect for items within our three different telephone equipment inventory lots. Those three lots are as follows: Plantronics Equipment (TigerDirect, \$6,946.98), Northern Telecom / Meridian Parts (Call One, \$3,899.89) and Miscellaneous (TigerDirect, \$3,958.75). Through the selection of the lowest bidders, Travis County is receiving new and quality parts at an excellent price for our departments.

**Budgetary and Fiscal Impact:**

The funds for these purchases for the next fiscal year are budgeted in the following accounts:

112-004-00001-510060 (\$14,805.62)

**Issues and Opportunities:**

Telecommunications equipment is critical to the operation of Travis County offices. Should components fail, they must be replaced to ensure that County operations are not adversely impacted. Scheduling and completing departments' requests for new installations are dependent upon the parts and equipment availability.

**Required Authorizations:**

**LEGAL:**

**John Hille - County Attorney's Office**

**PURCHASING:**

**Bonnie Floyd, Jesse Herrera - Purchasing**

**BUDGET:**

**Katie Petersen - PBO**

CC: Tanya Acevedo, Rod Brown, Sally Green, ITS

**Bid #B120 Telecom Equipment Inventory**

**LOT: PLANTRONICS**

Item #	Item	Product Code	Qty	Unit	TigerDirec Price
B120198-JHEADSET	B230/WG200B VOYAGEFUC P1 WG200/B			4 each	115.27
B120198-JHEADSET	BW C610 USB SNGLE E.BWC610			10 each	59.58
B120198-JHEADSET	C210 USB SNGL EAR OVC210-P1-BW C210			2 each	30.51
B120198-JHEADSET	HW251N SINGLE EAR O'HW251N/DA-M			46 each	56.82
B120198-JHEADSET	NOISE CANCEL PLANTFH41N			3 each	63.36
B120198-JHEADSET	NOISE CANCEL PLANTFH61N			10 each	67.75
B120198-JFIT KIT	EARLOOPS/EARBUDS - P3-P3-84604-01			1 each	10.53
B120198-JW740	SAVI 3IN1 CONVERTIBLE UC P1-W740			1 each	218.78
B120198-JSPARE	HEADBAND OVER-THE-HE/P3-84605-01			1 each	11.97
B120198-JSPARE	HEADBAND BTH - P3-846(P3-84606-01			1 each	10.53
B120198-JBASE	DELUXE CHARGING KIT - P3-P3-84601-01			1 each	26.32
B120198-JBLACKWIRE	C610 PLANTRONICS F			10 each	59.58
B120198-JAPC	4 HEADSET CABLES PLANTRC			15 each	42.11
B120198-JAPC	4 HOOK SWITCH CABLE PLAN			20 each	42.11

**LOT: NORTHERN TELECOM SL-1 / MERIDIAN EQUIPMENT**

Item #	Item	Product Code	Qty	Unit	TigerDirec Price
B120198-JPHONE	MERIDIAN DIGITAL M3904 M3904			5 each	163.16
B120198-JPHONE	MERIDIAN DIGITAL M3902 NTZK1CA35			14 each	110.53
B120198-JPHONE	MERIDIAN DIGITAL M3904 M3904			10 each	78.95
B120198-JPHONE	MERIDIAN DIGITAL M3902 M3902			3 each	52.63
B120198-JDIGITAL	TELEPHONE WITH DISPL M2008			2 each	47.37
B120198-JPHONE	HAND FREE DISPLAY HFIM2008			8 each	52.63
B120198-JNORSTAR	DIGITAL SET P/N 7310 (		7310	14 each	52.63
B120198-JNORSTAR	DIGITAL SET NEW N.T. M7100			5 each	47.37
B120198-JNORTHERN	TELECOM W/DISPLAY M2616			1 each	52.63

**LOT: MISCELLANEOUS**

<b>Item #</b>	<b>Item</b>	<b>Product Code</b>	<b>Qty</b>	<b>Unit</b>	<b>TigerDirec Price</b>
B120198-JMISC	- PANASONIC SPEAKERPHOI		985	10 each	25.12
B120198-JMISC	- STANDARD 2500 DESK SET SCITEC 2510			96 each	20.75
B120198-JMISC	- EP31cHC 425 MC HANDSET EP31cHC 425			200 each	2.63
B120198-JMISC	- EP31 HC 412 MG HANDSET EP31 HC 412			200 each	1.58
B120198-JMISC	- 4 CONDUCTOR SILVER SAT			2 each	41.54
B120198-JMISC	- 4 CONDUCTOR LINE CORD			2 each	42.1
B120198-JMISC	- T-TYPE SPLITTER 2677 - B(			1 each	9.75
B120198-JMISC	- MODULAR ADAPTER SUTTLSE-267B			1 each	238
B120198-JMISC	- CROSS CONNECT WIRE BL			4 each	32.63
B120198-JMISC	- HANDSET CORD ASH COLCAWC920012			100 each	1.26
B120198-JMISC	- HANDSET CORD ASH COLCAWC920025			100 each	2.02

**TOTAL COST:**

**TOTAL COST:**

**TIGER DIRECT; \$15,758.42**

**ATS; \$24,641.65**

**Synergy Telcom; \$16,101.27**

**FlexSolv Networks; \$28,882.65**

**Call One Inc; \$14,639.29**

**Mutual Telecom Services; \$18,268.92**

t Total	ATS - Austin Tele-Services			Synergy Telcom Inc.		
	Prod Code	Price	Total	Prod Code	Price	Total
461.08	38885-01	175	700		132.28	529.12
595.8	81964-41	89	890		68.1	681
61.02	80298-03	65	130		34.81	69.62
2613.72	64338-31	95	4370		64.88	2984.48
190.08	H41N	95	285		72.37	217.11
677.5	64339-31	95	950		77.36	773.6
10.53	84604-01	25	25		14.42	14.42
218.78	83542-01	275	275		249.55	249.55
11.97	84605-01	250	250		19.48	19.48
10.53	84606-01	30	30		14.42	14.42
26.32	84601-01	48	48		36.07	36.07
595.8	81964-41	89	890		68.15	681.5
631.65	37978-01	59.95	899.25		32.47	487.05
842.2	37978-01	65	1300		57.72	1154.4
<b>6946.98</b>			<b>11042.25</b>			<b>7911.82</b>

t Total	ATS - Austin Tele-Services			Synergy Telcom Inc.		
	Prod Code	Price	Total	Prod Code	Price	Total
815.8	M3904	95	475		159.76	798.8
1547.42	M3902	115	1610		108.1	1513.4
789.5	M3904-RF	75	750		65.71	657.1
157.89	M3902-RF	65	195		31.75	95.25
94.74	M2008	55	110		24.98	49.96
421.04	M2008 HFD	79.95	639.6		31.62	252.96
736.82	M7310	65	910		32.15	450.1
236.85	M7100	55	275		31.95	159.75
52.63	M2616	55	55		35	35
<b>4852.69</b>			<b>\$5,019.60</b>			<b>4012.32</b>

:t Total	ATS - Austin Tele-Services			Synergy Telcom Inc.		
	Prod Code	Price	Total	Prod Code	Price	Total
251.2	KX-T7030	155	1550		39.96	399.6
1992	2510	35	3360		24.3	2332.8
526	15-700-025 FMC	5.5	1100		1.4	280
316	15-700-012 FMC	4.5	900		1	200
83.08	CAPC00	59.95	119.9		117.72	235.44
84.2	ICC-ICMP4P4C	29.95	59.9		13.34	26.68
9.75		25	25		294	294
238		45	45		37.25	37.25
130.52		55	220		36.59	146.36
126		5	500		1	100
202	AWC920025	7	700		1.25	125
<b>3958.75</b>			<b>\$8,579.80</b>			<b>4177.13</b>

**\$15,758.42**

**\$24,641.65**

**16,101.27**

FlexSolv Networks			Call One Inc.		
Prod Code	Price	Total	Prod Code	Price	Total
	146.72	586.88	B230	111.83	447.32
	77.07	770.7	BW C610	57.5	575
	39.88	79.76	BW C210	29.43	58.86
	146.85	6755.1	HW251N/ I	110.78	5095.88
	81.61	244.83	H14N	61.19	183.57
	72.96	729.6	HW261N	65.4	654
	14.94	14.94	84604-01	10.55	10.55
	277.72	277.72	W740	211	211
	20.11	20.11	84605-01	26.38	26.38
	15.32	15.32	84606-01	10.55	10.55
	36.25	36.25	84601-01	26.38	26.38
	77.07	770.7	BW C610	57.5	575
	59.22	888.3	37978-01	45.37	680.55
	14.81	296.2	37978-01	45.37	907.4
		<b>11486.41</b>			<b>8555.04</b>

FlexSolv Networks			Call One Inc.		
Prod Code	Price	Total	Prod Code	Price	Total
	208.71	1043.55	M3904	128.62	643.1
	112.14	1569.96	M3902	88.22	1235.08
	77.73	777.3	RM3904	65.1	651
	52.2	156.6	RM3902	48.22	144.66
	39.99	79.98	RM2008D	37.1	74.2
	35.55	284.4	RM2008HF	41.25	330
	65.52	917.28	RM7310	41.25	577.5
	77.73	388.65	RM7100	41.25	206.25
	72.18	72.18	RM2616D	38.1	38.1
		<b>\$5,289.90</b>			<b>3899.89</b>



**FlexSolv Networks**

**Prod Code Price Total**

34.44 344.4  
55.53 5330.88  
7.8 1560  
17.79 3558  
82.71 165.42  
1.25 2.5  
16.68 16.68  
67.74 67.74  
52.68 210.72  
3.43 343  
5.07 507

**12106.34**

**\$28,882.65**

**Call One Inc.**

**Prod Code Price Total**

KXTS105 26.82 268.2  
2510DE 19.96 1916.16

**2184.36**

**\$14,639.29**

**Mutual Telecom Services**

**Prod Code Price Total**

	141.92	567.68
	72.97	729.7
	37.35	74.7
	70.32	3234.72
	78.44	235.32
	83.85	838.5
	13.39	13.39
	267.78	267.78
	18.08	18.08
	13.39	13.39
	33.48	33.48
	72.97	729.7
	53.56	803.4
	53.56	1071.2

**8631.04**

**Mutual Telecom Services**

**Prod Code Price Total**

	176.74	883.7
	123.72	1732.08
	94.26	942.6
	47.13	141.39
	47.13	94.26
	53.03	424.24
	58.92	824.88
	53.03	265.15
	53.03	53.03

**5361.33**

**Mutual Telecom Services**

<b>Prod Code</b>	<b>Price</b>	<b>Total</b>
	42.49	424.9
	21.84	2096.64
	2.66	532
	1.48	296
	83.05	166.1
	9.14	18.28
	2.63	2.63
	35.25	141
	2.23	223
	3.76	376
		<b>4276.55</b>

**\$18,268.92**