



## CITY COUNCIL ACTION REPORT

September 29, 2008

TO: Phillip L. Nelson, City Manager

FROM: Susan A. Leirstein, Purchasing Director  
William S. Nelson, Fire Chief

SUBJECT: Standard Purchasing Resolution 1: Award To Low Bidder – VHF Voice Pagers (Alert Receiver) Purchase – Fire Department

### **Background**

- On September 11, 2008, bid proposals were opened for 180 VHF voice pagers (alert receivers) for the Fire department including chargers, batteries, and programming. After reviewing the proposals and testing the equipment, the low total alternate bid from OSI International, LLC of Boca Raton, Florida was found to meet and even exceed bid specifications.
- 59 vendors were notified via the MITN system with nine bid responses received, as well as one statement of no bid.
- The standard package for the approved alternate - NOVA VHF voice pager - includes two sets of rechargeable batteries per pager, desk charger, three-year warranty on parts and labor and programming.
- The Fire department relies on radio alert receivers to notify its members to respond to emergencies.
- Current alert receivers are outdated and beyond warranty repairs.
- The FCC has mandated narrow banding technology by the year 2013. Current alert receivers are not capable of narrow banding technology.

### **Financial Considerations**

- Funds for this purchase are available from Fire Operations Operating Supplies Account #101.336.338.7740.115.
- Fire department will trade-in 180 Motorola IV voice pagers with chargers at \$50/device - \$9,000.00 Total Credit –
- Many vendors quoted \$75.00/device with their bid as a rebate offer through Motorola, but are only available with the purchase of the Minitor V pagers.

### **Legal Considerations**

- ITB-COT 08-31 Minitor V VHF voice pagers was competitively bid as required by Chapter 7 of the City Code.
- The award is for an acceptable alternative brand of alert receiver meeting specifications as allowed for in the bid proposal.

September 29, 2008

To: Phillip L. Nelson, City Manager  
Re: Bid Award – VHF Voice Pagers (Alert Receiver) Purchase

**Policy Considerations**

- The purchase of alert receivers supports the volunteer firefighters who help to make this a safe community. (Outcome Statement I)
- Awarding this bid meets Council's ongoing goal to minimize the cost and increase the efficiency and effectiveness of City government.

**Options**

- City management recommends awarding a contract to purchase the standard package for the 180 Nova VHF alert receivers, plus the five-year extended warranty and trade-in allowance to the low bidder, OSI International, LLC for an estimated net total cost of \$51,120.00, which includes trade-ins at unit prices contained in the bid tabulation opened September 11, 2008.

Prepared by David Roberts, Assistant Fire Chief (sl)

G:\Data\08-803\My Documents\Word\Pager Bid Agenda Item Memo.docx

Opening Date: 9/11/08  
 Date Prepared: 9/12/08 sl

CITY OF TROY  
 BID TABULATION  
 MINITOR V PAGERS

VENDOR NAME: \*\*

<b>OSI International</b>	Advanced Wireless	Finger Lakes
<b>LLC</b>	Telecom	Communications Co.
<b>Alternate Bid</b>		Inc.

**PROPOSAL: TO FURNISH 180 MOTOROLA MINITOR V VHF VOICE PAGERS WITH BATTERY PACKS & CHARGERS TO THE CITY OF TROY FIRE DEPARTMENT.**

Pager Type	Est Qty	Description	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
Voice Pager	180	Minitor V VHF Voice Pager w/ Single Channel - Tone & Vibrate model w/standard package		(NOVA)				
			\$ 299.00	\$ 53,820.00	\$ 310.79	\$ 55,942.20	\$ 311.75	\$ 56,115.00
<b>OPTION 1:</b>								
Programming Software	1	Software: Version:	Included		\$ 40.00	\$ 40.00	\$ 50.00	\$ 50.00
			C9A1PAA9999Z			1.7.2		1.4
<b>SUB TOTAL:</b>				\$ 53,820.00		\$ 55,982.20		\$ 56,165.00
<b>OPTION 2:</b>	<b>Est Qty</b>							
Additional Items	180	VHF Dual Channel w/Scanning		N/A	\$ 347.58	\$ 62,564.40	\$ 347.50	\$ 62,550.00
	180	Stored Voice	\$ 325.00	\$ 58,500.00	\$ 342.74	\$ 61,693.20	\$ 32.00	\$ 5,760.00
	180	5 Yr Extended Warranty	\$ 35.00	\$ 6,300.00	\$ 75.00	\$ 13,500.00	\$ 71.00	\$ 12,780.00
	180	Case Engraving		N/A	\$ 20.00	\$ 3,600.00	\$ 3.00	\$ 540.00
	180	Pre-programmed		Included	\$ 10.00	\$ 1,800.00	No Charge	
	30	Extra Battery Pack	\$ 4.50	\$ 135.00	\$ 12.00	\$ 360.00	\$ 12.00	\$ 360.00
<b>OPTION 3:</b>	<b>Est Qty</b>							
Trade-ins	180	Trade-in - Motorola Minitor IV	\$ (50.00)	\$ (9,000.00)	\$ (75.00)	\$ (13,500.00)	\$ (75.00)	\$ (13,500.00)
<b>NET GRAND TOTAL AWARDED ITEMS:</b>				\$ 51,120.00		\$ 55,982.20		\$ 55,445.00

<b>CONTACT INFO:</b>	Hrs of Operation	M-F 8 to 6PM	8:30 AM to 5 PM M-F	M-F 7:30 AM to 4:30 PM
	Phone #	561-301-3227	248-295-4600	315-252-9478
<b>SERVICE FACILITY:</b>	Location:	Blank	Wixom, MI	Auburn, NY
	Phone #:	Blank	248-295-4600	315-252-9478
	Miles from Troy:	Blank	15	381
<b>EXTENSION TO MTN COOPERATIVE:</b>	Y or N	Yes	NO	50 + orders @ same price Yes
<b>TERMS</b>		30 Days Net	N:30	Net 30
<b>WARRANTY:</b>		3 yrs P/L	1 Yr / 5 Yr option	1 year warranty
<b>DELIVERY:</b>		Best Way- 2 weeks	1 - 3 Weeks ARO	20 ARO
<b>EXCEPTIONS</b>		Attached to Bid	Blank	Blank
			Trade-In paid directly by Motorola	
<b>ACKNOWLEDGEMENT:</b>		Yes	No	Yes

\*\* DENOTES LOW BIDDER

Susan Leirstein CPPB  
 Purchasing Director

NOTE: Additional Items under Option 2 were quoted by the vendors either with the device and feature, or the cost of the additional feature only.

Opening Date: 9/11/08  
 Date Prepared: 9/12/08 sl

VENDOR NAME:

Sat Radio Communications	ComSource, Inc.	Adams Electronics
LTD dba Industrial		Company
Communications		

**PROPOSAL: TO FURNISH 180 MOTOROLA MINITOR V VHF VOICE PAGERS WITH BATTERY PACKS & CHARGERS TO THE CITY OF TROY FIRE DEPARTMENT.**

Pager Type	Est Qty	Description	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
Voice Pager	180	Minitor V VHF Voice Pager w/ Single Channel - Tone & Vibrate model w/standard package	\$ 315.02	\$ 56,703.60	\$327.00	\$58,860.00	\$ 331.15	\$ 59,607.00
<b>OPTION 1:</b>					Including MinV Cradle			
Programming Software	1	<b>Software:</b>	\$ 36.54	\$ 36.54	\$115.00	\$ 115.00	No Charge	\$ -
		<b>Version:</b>	1.4		1.4		Blank	
		<b>SUB TOTAL:</b>		\$ 56,740.14		\$58,975.00		\$ 59,607.00
<b>OPTION 2:</b>	<b>Est Qty</b>							
Additional Items	180	VHF Dual Channel w/Scanning	\$ 352.31	\$ 63,415.80	\$365.00	\$65,700.00	\$ 44.50	\$ 8,010.00
	180	Stored Voice	\$ 384.69	\$ 69,244.20	\$ 31.00	\$ 5,580.00	\$ 34.50	\$ 6,210.00
	180	5 Yr Extended Warranty	\$ 73.08	\$ 13,154.40	\$ 75.00	\$13,500.00	\$ 71.50	\$12,870.00
	180	Case Engraving	\$ 4.00	\$ 720.00	\$ 12.00	\$ 2,160.00	\$ 4.50	\$ 810.00
	180	Pre-programmed	\$ -	\$ -	Included		\$ 1.00	\$ 180.00
	30	Extra Battery Pack	\$ 10.44	\$ 313.20	\$ 13.00	\$ 390.00	\$ 11.00	\$ 330.00
<b>OPTION 3:</b>	<b>Est Qty</b>							
Trade-ins	180	Trade-in - Motorola Minitor IV	\$ (10.00)	\$ (1,800.00)	\$ -	\$ -	\$ -	\$ -
		<b>NET GRAND TOTAL AWARDED ITEMS:</b>		\$ 68,094.54		\$72,475.00		\$ 72,477.00
<b>CONTACT INFO:</b>		Hrs of Operation	8 AM to 5 PM M-F		0830 - 1700		9 AM to 5:30 PM	
		Phone #	800-447-8475		248-853-5430		248-669-6800	
<b>SERVICE FACILITY:</b>		Location:	San Antonio, Texas		Rochester Hills, MI		Wixom, MI	
		Phone #:	800-447-8475		248-853-5430		248-669-6800	
		Miles from Troy:	1442		6.6		19.2 Miles	
<b>EXTENSION TO MTN COOPERATIVE:</b>		Y or N	Yes		Yes		Yes	
<b>TERMS</b>			Net 30		Net 30 Days		Net 30 Days	
<b>WARRANTY:</b>			Per Specifications		1/ 5 years as specified		One Year	
<b>DELIVERY:</b>			10 - 15 Days		2 work weeks		20 days, ARO	
<b>EXCEPTIONS</b>			Bidding four (4) year extended warranty - Maximum extended warranty offered by manufacturer		NO EXCEPTIONS		None	
<b>ACKNOWLEDGEMENT:</b>			Yes		Yes		Yes	

**NO BIDS:**  
 Tele-Rad, Inc

**ATTEST:**  
 Diane Fisher  
 William Nelson  
 Linda Bockstanz

VENDOR NAME:	OSI International	Continental Wireless, Inc.	Radio North, LLC
	LLC		

**PROPOSAL: TO FURNISH 180 MOTOROLA MINITOR V VHF VOICE PAGERS WITH BATTERY PACKS & CHARGERS TO THE CITY OF TROY FIRE DEPARTMENT.**

Pager Type	Est Qty	Description	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
Voice Pager	180	Minitor V VHF Voice Pager w/ Single Channel - Tone & Vibrate model w/standard package	\$ 335.00	\$ 60,300.00	\$ 359.38	\$ 64,688.40	\$ 367.24	\$ 66,103.20
<b>OPTION 1:</b>								
Programmin	1	Software:	\$ 7.00	\$ 7.00	\$ 37.80	\$ 37.80	\$ 45.00	\$ 45.00
Software		Version:	0.01.00		1.4		1.4	
<b>SUB TOTAL:</b>				\$ 60,307.00		\$ 64,726.20		\$ 66,148.20
<b>OPTION 2:</b>								
Additional	180	VHF Dual Channel w/Scanning	\$ 31.00	\$ 5,580.00	\$ 364.45	\$ 65,601.00	\$ 406.23	\$ 73,121.40
Items	180	Stored Voice	\$ 36.00	\$ 6,480.00	\$ 397.95	\$ 71,631.00	\$ 38.99	\$ 7,018.20
	180	5 Yr Extended Warranty	\$ 70.00	\$ 12,600.00	\$ 75.60	\$ 13,608.00	\$ 80.00	\$ 14,400.00
	180	Case Engraving	N/A	N/A	\$ 5.00	\$ 900.00	N/A	\$ -
	180	Pre-programmed	Included		No Charge		No Charge	
	30	Extra Battery Pack	\$ 13.00	\$ 390.00	\$ 10.80	\$ 324.00	\$ 12.50	\$ 375.00
<b>OPTION 3:</b>								
Trade-ins	180	Trade-in - Motorola Minitor IV	\$ (75.00)	\$ (13,500.00)	( )	( )	\$ (75.00)	\$ (13,500.00)
<b>NET GRAND TOTAL AWARDED ITEMS:</b>				\$ 59,407.00		\$ 78,334.20		\$ 67,048.20
<b>CONTACT INFO:</b>								
		Hrs of Operation	M-F 8 to 6PM		8 AM to 5:30 PM M-F		M-F 8AM to 5PM	
		Phone #	561-301-3227		Blank		(800) 274-8255	
<b>SERVICE FACILITY:</b>								
		Location:	Blank		Dallas, Texas		Traverse City, MI	
		Phone #:	Blank		972-926-7443		(800) 274-8255	
		Miles from Troy:	Blank		Blank		237.01	
<b>EXTENSION TO MTN COOPERATIVE:</b>								
		Y or N	Yes		Yes		Yes	
<b>TERMS</b>								
			Net 30 Days		Net 30		Net 30 from invoice date	
<b>WARRANTY:</b>								
			One Year -Parts & Labor		1 Year Standard		1 Year or As Extended	
<b>DELIVERY:</b>								
			Best way		20 Days, ARO		15 Business Days from PO	
<b>EXCEPTIONS</b>								
			Page 1, Option #2 Case Engraving		Blank		Attached to Bid	
			Don't recommend this option due		(1) yr Std Warranty			
			to warranty. Page 1, Option #3		+4yrs to make total of			
			must be done by 9/15/08		5 years			
<b>ACKNOWLEDGEMENT:</b>								
			Yes		No		Yes	