

City of Fairhope
 BID TABULATION & RECOMMENDATION
 BID NO.: 020-11 CITYWIDE RADIO SYSTEM
 DATE OPENED: 06-07-2011

| VENDORS: | Bid Proposal Executed / Signed / Notarized | Delivery lead time ARO in Days | Manufacturer | Model | Lease Price per Unit per Year | Purchase Price per unit after one year | BID: 12 month lease / price per month | BID: purchase price at end of lease | BID: Total Lease plus Purchase Price |
|--|--|--------------------------------|------------------------------------|---|-------------------------------------|--|---------------------------------------|-------------------------------------|--------------------------------------|
| Two-Way Communications, Inc. dba 2-Way, Inc. | Yes | 14 | | | | | \$ 9,551.00 | \$ 229,812.00 | \$ 354,924.00 |
| Handheld Unit (without GPS) | | | Icom | F41613571RC | \$ 300.00 | \$ 575.00 | | | |
| Handheld GPS add-on | | | Icom | HM170GP | non-rental item | \$ 275.00 | | | |
| Mobile Unit | | | Icom | F6081D | \$ 300.00 | \$ 582.00 | | | |
| Tower Site Hardware | | | Icom | FR600011 filters, antenna, coax | \$ 1.00 | \$ 15,000.00 | | | |
| Dispatch Consoles | | | Telex | 1P1616 | \$ 3,000.00 | \$ 4,200.00 | | | |
| Base Units | | | Icom | F6061D31B | \$ 300.00 | \$ 825.00 | | | |
| GPS Hardware | | | Icom | 1A10301 | non-rental item | \$ 180.00 | | | |
| GPS Software | | | Icom | Quicksilver | N/C | N/C | | | |
| Radio Programming Software | | | Icom | CSF3161/5061 | N/C | N/C | | | |
| Radio Programming cables | | | Icom | MOB/PORT OPC-1122/OPC966 | N/C | \$ 99.00 | | | |
| Spare battery | | | | WAUBP232N | included | N/C | | | |
| 8 bank charging station | | | | WAUCG6KIT | N/C with swagout of single chargers | N/C | | | |
| Estimated entire system hardware (Based on 1 year lease) | | | | | | \$ 229,812.00 | | | |
| Estimated entire system installation (Based on 1 year lease) | | | | | | \$ 10,500.00 | | | |
| Estimated 1-year maintenance agreement | | | | | | \$ 2,680.00 | | | |
| Hurricane Electronics, Inc. | Yes | 60 | | | | | \$ 12,122.47 | \$ 501,820.70 | \$ 647,290.34 |
| Handheld Unit (without GPS) | | | Kenwood | NX-300K | \$ 13.07 | \$ 540.95 | | | |
| Handheld GPS add-on | | | Kenwood | KMC-47GPS | \$ 4.26 | \$ 176.17 | | | |
| Mobile Unit | | | Kenwood GPS MaxRad Garmin | NX-800K 15XL-W 490405 GA-25MCX | \$ 14.94 | \$ 618.52 | | | |
| Tower Site Hardware | | | Kenwood | NX System | \$ 1,709.57 | \$ 70,789.23 | | | |
| Dispatch Consoles | | | Telex | C-Soft | \$ 1,292.98 | \$ 53,494.69 | | | |
| Base Units | | | Kenwood | NX-800K | \$ 23.75 | \$ 983.19 | | | |
| GPS Hardware | | | Desktop Computer | NX800K 32" Monitor Rack and Power Supply | \$ 108.21 | \$ 4,479.39 | | | |
| GPS Software | | | Kenwood MapPoint | KAS-10 2007 | \$ 24.44 | \$ 1,011.64 | | | |
| Radio Programming Software | | | Kenwood | KPG-111DK | N/C | N/C | | | |
| Radio Programming cables | | | Kenwood | KPG-46UM KPG-36UM | N/C | N/C | | | |
| Spare battery | | | Kenwood | KNB-48L | \$ 1.80 | \$ 74.42 | | | |
| 8 bank charging station | | | Kenwood | KSC-328K | 9.25 | \$ 382.71 | | | |
| Estimated entire system hardware (Based on 1 year lease) | | | | | | \$ 530,208.68 | | | |
| Estimated entire system installation (Based on 1 year lease) | | | | | | \$ 89,355.00 | | | |
| Estimated 1-year maintenance agreement | | | | | | \$ 600.00 | | | |
| Southern Linc Wireless | no bid | no bid | no bid | no bid | no bid | no bid | no bid | no bid | no bid |
| American Communications Systems | no response | no response | no response | no response | no response | no response | no response | no response | no response |
| CES Team One | no response | no response | no response | no response | no response | no response | no response | no response | no response |
| Integrated Electronics, Inc. | no response | no response | no response | no response | no response | no response | no response | no response | no response |
| Miscrom Systems Corps | no response | no response | no response | no response | no response | no response | no response | no response | no response |
| Tech Solutions, LLC | no response | no response | no response | no response | no response | no response | no response | no response | no response |
| Voice Stream Wireless | no response | no response | no response | no response | no response | no response | no response | no response | no response |

Recommendation: Award bid to Two-Way Communications, Inc. dba 2-Way, Inc. for their bid amount of \$354,924.00

 Jason Colee, IT Director

To the best of my knowledge this is an accurate Bid Tabulation
 Daniel P. Ames, Purchasing Manager