

BID TABULATION
GARLAND INDEPENDENT SCHOOL DISTRICT

		Company Name	Continental Wireless, Inc.	Bearcom Operating LLC	Aerowave Technologies	Aerowave Technologies Option 2
		Does Your Firm comply with all the minimum radio device and equipment requirements?	YES	YES	YES	YES
1		BRAND-MODEL PROPOSED RADIO OPTION 1	Motorola CP185;AAH03RDF8AA7-N	Bear Com-BC100U	Hytera-Analog/Digital Portable PD502	Vertex EVX531 Digital/Analog UHF Portable Radio
1A	1 - 4	Pricing for the Hand-Held Two-Way Radio including all accessories and warranties per minimum requirements proposed above for item number (1):	\$182.61	\$178.00	\$285.00	\$315.00
1B	5 - 9	Pricing for the Hand-Held Two-Way Radio including all accessories and warranties per minimum requirements proposed above for item number (1):	\$182.61	\$178.00	\$280.00	\$310.00
1 C	10 OR MORE	Pricing for the Hand-Held Two-Way Radio including all accessories and warranties per minimum requirements proposed above for item number (1):	\$182.61	\$178.00	\$275.00	\$305.00
1D	1	Extended annual warranty cost for above and beyond the minimum required 2 year manufacturer's warranty for Radio Option 1	\$22.05	\$57.00	0.00-3 Year Warranty included	0.00-3 Year Warranty included
1E	1HR	Hourly rate for repairs above and beyond the manufacturers warranty and or extended warranty for the proposed item number (1) above	\$47.50	\$55.00	\$42.50	\$42.50
2		BRAND-MODEL PROPOSED RADIO OPTION 2	N/A	VX-230 Series-VX 2 3 yr. warranty	Hytera Analog Portable Radio-TC508	Vertex VX231 Analog UHF Portable Radio
2A	1-4	Pricing for the Hand-Held Two-Way Radio including all accessories and warranties per minimum requirements proposed above for item number (2):	N/A	\$149.00	\$140.00	\$165.00
2B	5-9	Pricing for the Hand-Held Two-Way Radio including all accessories and warranties per minimum requirements proposed above for item number (2):	N/A	\$149.00	\$135.00	\$160.00
2C	10 OR MORE	Pricing for the Hand-Held Two-Way Radio including all accessories and warranties per minimum requirements proposed above for item number (2):	N/A	\$149.00	\$130.00	\$155.00
2D	1 EA	Extended annual warranty cost for above and beyond the minimum required 2 year manufacturer's warranty	N/A	\$81.00	\$25.00	0.00-3 Year Warranty included
2E	1 HR	Hourly rate for repairs above and beyond the manufacturers warranty and or extended warranty for the proposed item number (2) above	N/A	\$55.00 + parts	\$42.50	\$42.50

Bob Jackson participated in and concurs with the recommendation. The district solicited 110 vendors and received 3 responses
RFP# 296-13 Hand Held Communication Devices

BID TABULATION
GARLAND INDEPENDENT SCHOOL DISTRICT

		Company Name	Continental Wireless, Inc.	Bearcom Operating LLC	Aerowave Technologies	Aerowave Technologies Option 2
3		VHF AND UHF FM SIGNAL-REPEATER OPTION #1	ICOM;CY5000 41 D PRE 150-155	XPR 8400	Hytera RD982 Digital/Analog, 50 watt UHF Repeater w/Back up Battery	Motorola XPR8400 Digital/Analog, 40 watt, UHF Repeater w/Back up Battery
3A	1-4	Pricing for the Signal-Repeater including all related accessories, and warranties per minimum requirement proposed above for item number (3)	\$2,089.00	\$2,250.00	\$1,720.00	\$2,200.00
3B	5-9	Pricing for the Signal-Repeater including all related accessories, and warranties per minimum requirement proposed above for item number (3)	\$2,089.00	\$2,250.00	\$1,710.00	\$2,190.00
3C	10 OR MORE	Pricing for the Signal-Repeater including all related accessories, and warranties per minimum requirement proposed above for item number (3)	\$2,089.00	\$2,250.00	\$1,700.00	\$2,180.00
3D	1 EA	Extended Annual Warranty above and beyond the standard 2 year manufacturer warranty	\$113.40	\$60.00-G400-1 yr. (additional info. G24-2yr/\$114.00, & G98-3yr/\$117.00)	\$60.00	\$55.00
3E	1 HR	Hourly rate for repairs above and beyond the manufacturers warranty and or extended warranty for the proposed item number (3) above	\$47.50/ flat rate	\$175.00+ parts	\$85.00	\$85.00
4		VHF AND UHF FM SIGNAL-REPEATER OPTION #2	Motorola, XPR8400; AAM27TRR9JA7BN	EVX-R70	Motorola XPR8400 Digital/Analog, 40 watt UHF Repeater w/Battery Backup	Hytera RD982 Digital/Analog, 50 watt UHF Repeater w/Back up Battery Power Supply
4A	1-4	Pricing for the Signal-Repeater including all related accessories, and warranties per minimum requirement proposed above for item number (4)	\$1,832.00	\$1,800.00	\$2,200.00	\$1,720.00
4B	5-9	Pricing for the Signal-Repeater including all related accessories, and warranties per minimum requirement proposed above for item number (4)	\$1,832.00	\$1,800.00	\$2,190.00	\$1,710.00
4C	10 OR MORE	Pricing for the Signal-Repeater including all related accessories, and warranties per minimum requirement proposed above for item number (4)	\$1,832.00	\$1,800.00	\$2,180.00	\$1,700.00
4D	1 EA	Extended annual warranty cost for above and beyond the minimum required 2 year manufacturer's warranty:	\$50.40	0.00	\$55.00	\$60.00
4E	1 HR	Hourly rate for repairs above and beyond the manufacturers warranty and or extended warranty for the proposed item number (4) above	\$47.50/ flat rate	\$175.00 + parts	\$85.00	\$85.00
		Total for Option 1 Radio, Option 1 and 2 Repeaters	\$4,103.61	\$4,228.00	\$4,205.00	\$4,235.00

Bob Jackson participated in and concurs with the recommendation. The district solicited 110 vendors and received 3 responses
RFP# 296-13 Hand Held Communication Devices

BID TABULATION
GARLAND INDEPENDENT SCHOOL DISTRICT

Company Name		Continental Wireless, Inc.	Bearcom Operating LLC	Aerowave Technologies	Aerowave Technologies Option 2	
5	1	Price to <u>re-band</u> proposed, district existing hand held two-way radios and/or signal repeaters to meet the FCC requirements as needed	\$15.00	\$25.00 per ea.	\$5.00 radio/ \$25.00 repeater	\$5.00 radio/ \$25.00 repeater
5A	2-4	Price to re-band multiple (2 to 4 units):	\$15.00	\$25.00 per ea.	\$5.00 radio/ \$25.00 repeater	\$5.00 radio/ \$25.00 repeater
5B	5-9	Price to re-band multiple (5 to 9 units):	\$15.00	\$25.00 per ea.	\$5.00 radio/ \$25.00 repeater	\$5.00 radio/ \$25.00 repeater
5C	10 OR MORE	Price to re-band multiple (10+ units):	\$15.00	\$25.00 per ea.	\$5.00 radio/ \$25.00 repeater	\$5.00 radio/ \$25.00 repeater
6	1	Price to <u>program</u> proposed, district existing hand held two-way radios and/or signal repeaters to meet the FCC requirements as needed:	\$15.00	\$10.00	\$5.00 radio/ \$25.00 repeater	\$5.00 radio/ \$25.00 repeater
6A	2-4	Price to program multiple (2 to 4 Units):	\$15.00	\$10.00	\$5.00 radio/ \$25.00 repeater	\$5.00 radio/ \$25.00 repeater
6B	5-9	Price to program multiple (5 to 9 units):	\$15.00	\$10.00	\$5.00 radio/ \$25.00 repeater	\$5.00 radio/ \$25.00 repeater
6C	10 OR MORE	Price to program multiple (10+ units):	\$15.00	\$10.00	\$5.00 radio/ \$25.00 repeater	\$5.00 radio/ \$25.00 repeater
7		Vendor shall provide below any and all additional cost/fees associated with this RFP that may not be identified herein:	Additional information on the Deviation/Compliance Form-we offer a \$47.50 flat rate for repairs. We do not have hourly repair rates.	Field Service Call \$65.00 trip, \$105.00 per hour. FCC Fees TBD depending on requirements-all FCC Fees are passed directly to FCC. We process paperwork as a courtesy to our customers. Also, additional information on Deviation/Compliance Form.	Repeater pricing is only for the repeater and back up battery. Duplexers, antennas, coax, racks, grounding kits, FCC licensing and labor to design and install a system is not included and can only be quoted upon a technician site survey of location repeater system will be located.	Repeater pricing is only for the repeater and back up battery. Duplexers, antennas, coax, racks, grounding kits, FCC licensing and labor to design and install a system is not included and can only be quoted upon a technician site survey of location repeater system will be located.
8		Catalog Discount Pricing	25%, we do not have a published catalog. Discount is 25% off list.	10%-30%, call for pricing	22%	22%
		Accepts EPCNT	YES	YES	YES	YES