

**Santa Rosa County  
School District**



**"A Tradition of Excellence"**

**Judson C. Crane**  
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Director of Purchasing and Contract Administration  
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September 26, 2013

Tim Wyrosdick  
Superintendent of Schools  
5086 Canal Street  
Milton, Florida 32570-6707

Dear Mr. Wyrosdick,

The selection committee for RFP 13-11, Security Camera System Purchase, Repair and Installation, ranked the submission by Advanced Control Concepts, Pensacola, FL as the top company to be awarded RFP 13-11. Intended decision was posted on September 19, 2013. Approval is recommended.

Companies submitting proposals were:

Advanced Control Concepts, Pensacola, FL  
Cam Connections Inc., Lakeland, FL  
Glaze Communications Services Inc., Gulf Breeze, FL  
Ivanco Inc., Fort Walton Beach, FL  
Panhandle Alarm & Telephone Company Inc., Pensacola, FL  
Southeast Systems Inc., Pensacola, FL

The selection committee consisted of the following:

Joey Harrell, Assistant Superintendent of Administrative Services  
Charlie Parker, Supervisor of Building Maintenance  
Richard Laing, Maintenance Foreman II  
Rufus Phillips, Crew Leader  
Cindy Lambeth, Property Control Accountant III

Sincerely,

Judson C. Crane  
JCC/cl

Attachment: 1

Failure to file a protest within the time prescribed in section 120.57(3), Florida Statutes, or failure to post the bond or other security Required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under chapter 120, Florida Statutes."

DISTRICT 1  
Diane Scott

DISTRICT 2  
E. Hugh Winkles

DISTRICT 3  
Diane Coleman

DISTRICT 4  
Jennifer Granse

DISTRICT 5  
Scott Peden

**Proposal: RFP 13-11**  
**Proposal Name: Security Camera System Purchase, Repair, and Installation**  
**Proposal Intended Award Date: September 19, 2013**  
**Proposal Award Date: September, 26, 2013**

Company:	Advanced Control Concepts, Inc Pensacola, FL 32503			Cam Connections, Inc Lakeland, FL			Glaze Communications Services, Inc Gulf Breeze, FL 32563			Ivanco, Inc Fort Walton Beach, FL 32547			Panhandle Alarm & Telephone Company Inc. Pensacola, FL 32505			Southeast Systems, Inc. Pensacola, FL 32534		
Make Model	EHD730	Everfocus EZ760	EZ765	EHD730	Everfocus EZ760	EZ765	EHD730	Everfocus EZ760	EZ765	EHD730	Everfocus EZ760	EZ765	EHD730	Everfocus EZ760	EZ765	EHD730	Everfocus EZ760	EZ765
Manufactures Retail Price For <b>Camera</b>	\$ 513.00	\$ 568.00	\$853.00	\$ 513.00	\$ 568.00	\$853.00	\$ 513.00	\$ 568.00	\$ 853.00	\$ 388.30	\$ 470.00	\$ 703.50	\$ 513.00	\$ 568.00	\$ 853.00	\$ 513.00	\$ 568.00	\$853.00
% Discount off Manufactures	51.70%	47.50%	47.32%	40.00%	40.00%	40.00%	50.00%	50.00%	50.00%	25.00%	25.00%	25.00%	43.20%	43.80%	38.10%	15.00%	15.00%	15.00%
Retail List Price for Camera	\$ 247.80	\$ 298.20	\$449.40	\$ 307.80	\$ 340.80	\$511.80	\$ 257.00	\$ 284.00	\$ 427.00	\$ 291.23	\$ 352.50	\$ 527.63	\$ 291.44	\$ 318.99	\$ 527.79	\$ 436.05	\$ 482.80	\$ 725.05
Total Cost to School District For Camera																		
Make Part Number		Everfocus ECOR264-9X1R/2TB			Everfocus ECOR264-9X1R/2TB			Everfocus ECOR264-9X1R/2TB			Everfocus ECOR264-9X1R/2TB			Everfocus ECOR9X12R			Everfocus ECOR264-9X1R/2TB	
Manufactures Retail Price for <b>9 Ch DVR</b>		\$ 1,938.00			\$ 1,938.00			\$ 1,938.00			\$ 1,600.00			\$ 1,938.00			\$ 1,938.00	
% Discount off Manufactures Retail List Price for 9 ch DVR		54.99%			40.00%			47.00%			25.00%			36.20%			20.00%	
Total Cost to School District For 9 Ch DVR		\$ 872.20			\$ 1,162.80			\$ 1,027.00			\$ 1,200.00			\$ 1,236.84			\$ 1,550.40	
Make Part Number		Everfocus ECR264-16X1R/2TB			Everfocus ECR264-16X1R/2TB			Everfocus ECR264-16X1R/2TB			Everfocus ECR264-16X1R/2TB			Everfocus ECOR16X212			Everfocus ECR264-16X1R/2TB	
Manufactures Retail Price for <b>16 Ch DVR</b>		\$ 2,209.00			\$ 2,209.00			\$ 2,209.00			\$ 1,822.00			\$ 2,209.00			\$ 2,209.00	
% Discount off Manufactures Retail List Price for 16 ch DVR		46.64%			40.00%			47.00%			25.00%			36.20%			20.00%	
Total Cost to School District For 16 Ch DVR		\$ 1,178.00			\$ 1,325.40			\$ 1,171.00			\$ 1,366.50			\$ 1,409.99			\$ 1,767.20	
Make Part Number		Everfocus DTLA-SA2000PR			Everfocus DTLA-SA2000PR			Everfocus DTLA-SA2000PR			Everfocus DTLA-SA2000PR			Everfocus DTLASA2PR			Everfocus DTLA-SA2000PR	
Manufactures Retail Price for <b>2 TB Harddrive</b>		\$ 998.00			\$ 998.00			\$ 998.00			\$ 820.00			\$ 997.67			\$ 250.00	
% Discount off Manufactures Retail List Price for 2 TB Harddrive		39.26%			40.00%			40.00%			25.00%			36.20%			20.00%	
Total Cost to School District For 2 TB Harddrive		\$ 606.20			\$ 598.80			\$ 599.00			\$ 615.00			\$ 636.54			\$ 200.00	
Make Part Number					Windy City Wire 659216-S 1k/ft-PLEN						West Penn Wire 2815B			Genesis 50131008				
Manufactures Retail Price for <b>Siamese Cable</b>		\$ 360.00			\$ 876.00						\$ 430.00						\$ 360.00	
% Discount off Manufactures Retail List Price for Siamese Cable		30.00%			40.00%						25.00%						20.00%	
Total Cost to School District For Siamese Cable		\$252.00 per 1000 FT			\$525.6 per 1000 FT			\$216.00 per 1000 FT			\$320.00 per 1000 FT			\$310.00 per 1000 FT			\$288.00 per 1000 ft	
Make Model					Windy City Wire 555610-S 1K/ft- PLEN						West Penn Wire 4245			Genesis 50781101				
Manufactures Retail Price for <b>CAT 5 Cable</b>		\$ 162.00			\$ 378.00						\$ 440.00						\$ 162.00	
% Discount off Manufactures Retail List Price for CAT 5 Cable		30.00%			38.00%						25.00%						20.00%	
Total Cost to School District For CAT 5 Cable		\$113.4 per 1000 FT			\$234.36 per 1000 FT			\$105.00 per 1000 FT			\$330.00 per 1000 FT			\$120.00 per 1000 FT			\$129.60 per 1000 ft	
Make Part Number		Altronix R165DC1016			Altronix R165DC1016			Altronix R165DC1016			Altronix R165DC1016			Altronix R615DC1016			Altronix R165DC1016	
Manufactures Retail Price for Rack Mountable Power <b>Supplies for 12VDC Camera</b>		\$ 433.33		\$ 415.46			\$ 433.33			\$ 417.50			\$ 433.33			\$ 433.33		
% Discount off Manufactures Retail List Price for Rack Mountable Power Supplies for 12VDC Camera		33.13%		40.00%			35.00%			25.00%			27.70%			20.00%		
Total Cost to School District For Rack Mountable Power Supplies for 12VDC Camera		\$ 289.78		\$ 249.28			\$ 281.66			\$ 313.13			\$ 313.19			\$ 346.67		
Make Part Number		Altronix Vertiline 161			Altronix Vertiline 161			Altronix Vertiline 161			Altronix Vertiline 161			Altronix Vertiline 161			Altronix Vertiline 161	
Manufactures Retail Price for Rack Mountable Powers <b>Supplies for 24VDC Camera</b>		\$ 623.78		\$ 598.04			\$ 623.78			\$ 601.04			\$ 623.78			\$ 623.78		
% Discount off Manufactures Retail List Price for Rack Mountable Power Supplies for 24VDC Camera		32.55%		40.00%			35.00%			25.00%			6.30%			20.00%		
Total Cost to School District For Rack Mountable Power Supplies for 24VDC Camera		\$ 420.72		\$ 358.82			\$ 405.46			\$ 450.78			\$ 584.34			\$ 499.03		

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Make	Altronix	Altronix	Altronix	Altronix	Altronix	Altronix
Part Number	Hubway 16D	Hubway 16D	Hubway 16D	Hubway 16D	Hubway 16D	Hubway 16D
Manufactures Retail Price for Rack Mountable Powers Supplies for New Construction	\$ 1,222.22	\$ 1,171.81	\$ 1,222.22	\$ 1,177.66	\$ 1,222.22	\$ 1,222.22
% Discount off Manufactures Retail List Price for Rack Mountable Power Supplies for New Construction	31.27%	40.00%	35.00%	25.00%	25.50%	20.00%
Total Cost to School District For Rack Mountable Power Supplies for New Construction	\$ 839.98	\$ 703.09	\$ 794.44	\$ 883.25	\$ 910.59	\$ 977.78
Make	Altronix	Altronix	Altronix	Altronix	Altronix	Altronix
Part Number	Hubway AV	Hubway AV	Hubway AV	Hubway AV	Hubway AV	Hubway AV
Manufactures Retail Price for Rack Mountable Powers Supplies for New Construction	\$ 28.89	\$ 30.38	\$ 28.89	\$ 27.90	\$ 28.89	\$ 28.89
% Discount off Manufactures Retail List Price for Rack Mountable Power Supplies for New Construction	32.20%	40.00%	35.00%	25.00%	27.20%	20.00%
Total Cost to School District For Rack Mountable Power Supplies for New Construction	\$ 19.58	\$ 18.23	\$ 18.78	\$ 20.93	\$ 21.03	\$ 23.12
Make	Altronix	Altronix	Altronix	Altronix	Altronix	Altronix
Part Number	Hubway Dvi	Hubway Dvi	Hubway Dvi	Hubway Dvi	Hubway Dvi	Hubway Dvi
Manufactures Retail Price for Rack Mountable Powers Supplies for New Construction	\$ 52.22	\$ 54.16	\$ 52.22	\$ 50.34	\$ 52.22	\$ 52.22
% Discount off Manufactures Retail List Price for Rack Mountable Power Supplies for New Construction	30.32%	40.00%	35.00%	25.00%	25.00%	20.00%
Total Cost to School District For Rack Mountable Power Supplies for New Construction	\$ 36.38	\$ 32.50	\$ 33.94	\$ 37.76	\$ 39.14	\$ 41.78
Hourly Wage	\$ 42.00	\$ 75.00	\$ 52.50	\$ 74.00	\$ 75.00	\$ 80.00
Payment Terms	Net 30	Net 30	Net 30		Net 30	Net 30
Accept Visa or Procurement Card:	Yes	Yes	Yes	Yes	Yes	Yes
Additional Discount for use of Visa Card:	0%	No	N/A	1%	No	2%
Warranty on Equipment:	Camera 3 years	12 months	Everfocus/Altronix attached	1 year	1 Year	1 year
Warranty on Work:	DVR 2 years	12 months	3 years to 5 years (varies)	1 year	1 Year	1 year
Additional Services :	1 year		Yes			
List systems & equipment your company does not support:			None anticipated			
Certifications submitted:						
State of Florida License:	EF Alarm System Contractor I expires: 08/31/14	EF Alarm System Contractor I expiers: 06/30/13	ES Specialty Electrical Contractor expires: 08/31/14	EF Alarm System Contractor I expires: 08/31/14	EF Alarm System Contractor I expires: 08/31/14	EG Alarm System Contractor II expires: 08/31/14
County License:	Santa Rosa County, FL exp: 09/30/13	Polk County, FL Contractor Alarm System I exp: 09/30/13	Santa Rosa County, FL exp: 09/30/14		Escambia County, FL exp: 09/30/13 Santa Rosa County, FL exp: 09/30/13	Escambia County, FL exp: 09/30/13 Santa Rosa County, FL exp: 09/30/13
Other License:		Basic CCTV certified Construction Safety Training thru Cam Connections and some are certified via manufacture training.	certified installers per EverFocus and others	FASA/BASA renewal 06/22/12		State of Alabama Burglar alarm & CCTV work exp 12/31/13
Notes:			All other everfocus items at 40% off retail list price per attached schedule.			

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