



January 21, 2016

Mr. Tim Wyrosdick
Superintendent of Schools
5086 Canal Street
Milton, FL 32570

Dear Mr. Wyrosdick,

In accordance with DOE 6A-1.012(6), it is recommended that the Santa Rosa County School Board approve use of Escambia County School District's Communications Cabling RFP 160704. The request for proposal was awarded to VT Milcom and Glaze Communications Services, Inc.

The pricing documents are attached and the RFP and award documentation can be viewed at the following links:

[RFP document](#)

[Award](#)

Sincerely,

Judson C. Crane

JCC/cl

Att: 2



*Raised pricing for
evaluation, approved,
result of negotiation,*

7. Pricing

a. Labor Rates (as occurring during the hours of Monday-Friday 7am – 5pm, CST excluding nationally recognized holidays)

i) State the hourly rate for a 1 man crew

\$42.50

ii) State the hourly rate for a 2 man crew

\$78.00

b. Labor Rates (as occurring between 5:01pm – 6:59am, CST or during declared states of emergency)

i) State the hourly rate for a 1 man crew

\$48.35

ii) State the hourly rate for a 2 man crew

\$88.85

c. How are partial hours billed?

.50 hr

d. State percentage discounts for jobs in the following price ranges. If none, please state. i) \$ 2,500 - \$ 7,500

ii) \$ 7,501 - \$ 10,000 0%

iii) \$ 10,001 - \$ 50,000 0.5%

iv) \$ 50,001 - \$ 100,000 0.75%

v) \$ 100,001 and over 1.0%

e. E-rate: State the maximum percentage your organization is willing to fund when SPI billing is utilized.

100%

f. E-rate: List the "Service Provider Information Number" (SPIN) from the Schools and Libraries Division (SLD) of the Universe Service Administrative Company if already acquired.

VT Milcom Inc SPIN 143007450

GLAZE COMMUNICATIONS SERVICES, INC.
ESCAMBIA COUNTY SCHOOL DISTRICT
COMMUNICATIONS CABLING - RFP #160704

*Revised pricing to
evaluation; approved
result of negotiation*

NARRATIVE SECTION: G

6. Pricing

REVISED 10/16/2015

a) Labor Rates (as occurring during the hours of Monday-Friday 7am – 5pm, CST excluding nationally recognized holidays)

- | | |
|--|----------|
| i) State the hourly rate for a 1 man crew | \$52.00 |
| ii) State the hourly rate for a 2 man crew | \$100.00 |

b) Labor Rates (as occurring between 5:01pm – 6:59am, CST or during declared states of emergency)

- | | |
|--|----------|
| i) State the hourly rate for a 1 man crew | \$72.75 |
| ii) State the hourly rate for a 2 man crew | \$135.00 |

c) How are partial hours billed? To the nearest quarter hour.

d) State percentage discounts for jobs in the following price ranges. If none, please state.

- | | |
|----------------------------|------|
| i) \$ 2,500 - \$ 7,500 | None |
| ii) \$ 7,501 - \$ 10,000 | None |
| iii) \$ 10,001 - \$ 50,000 | 1% |
| iv) \$ 50,001 - \$ 100,000 | 2% |
| v) \$ 100,001 and over | 3% |

e) E-rate: State the maximum percentage your organization is willing to fund when SPI billing is utilized.

GCS will bill the appropriate parties; no funding but special pricing may be available depending on size of job.

f) E-rate: List the "Service Provider Information Number" (SPIN) from the Schools and Libraries Division (SLD) of the Universe Service Administrative Company if already acquired.
SPIN # 143020205