

**MEMORANDUM
COUNTY OF PLACER
DEPARTMENT OF ADMINISTRATIVE SERVICES
PROCUREMENT SERVICES DIVISION**

TO: Honorable Board of Supervisors
FROM: Jim Boggan, Purchasing Manager *JB*
DATE: June 8, 2010
SUBJECT: Approve the Award of Competitive Bid No. 9976 to Nexus IS, Inc. for NEC Brand Telephone Equipment, Parts, and Repairs in the Total Amount of \$80,000.00

ACTION REQUESTED

Approve the award of Competitive Bid No. 9976 to Nexus IS, Inc. of Los Angeles, CA, for NEC brand telephone equipment, parts, and repairs in the total amount of \$80,000.00, and authorize the Purchasing Manager to sign the resulting Blanket Purchase Order (BPO).

BACKGROUND

The Procurement Services Division developed Bid No. 9976 to solicit bids for the department's telephone equipment and repair requirements. The bid was sent to fourteen NEC authorized dealers and posted on the County's website. Bids were received from Black Box Network Services, CMS Communications, Inc., Digital Telecommunications Corp., Nexus IS, Inc., and Optus, Inc. No registered local vendors submitted bids.

The bid requested pricing for estimated annual quantities of typical NEC telephone equipment purchases and repairs. Nexus IS, Inc. was the lowest responsive bidder. A complete evaluation summary is submitted as Attachment A. The resulting BPO will be effective for the period of June 1, 2010 through May 31, 2011.

FISCAL IMPACT

Staff recommends that your Board approve the award of Bid No. 9976 to Nexus IS for NEC brand telephone equipment, parts, and repairs in the total amount of \$80,000.00. The Departments' Fiscal Impact Statement is attached (refer to Attachment B).

Attachments: A. Bid Evaluation
B. Administrative Services' Fiscal Impact Statement

cc. Jerry Gamez, Assistant Director of Administrative Services



COUNTY OF PLACER, AUBURN, CA

BID EVALUATION & AWARD RECOMMENDATION

Bid No. 9976
Title: NEC Telephone Equip, Parts, & Repairs
Due Date: 4/14/10

Buyer Name: Ben Bramer
Phone: 530-889-4257
Estimated Award Date: 5/1/10
(Recommended award is highlighted)

Name of Firm City/State		Black Box Networks Services Philadelphia, PA	CMS Communications Inc Chesterfield, MO	Digital Telecommunications Corp Van Nuys, CA	Nexus IS Inc Los Angeles, CA	Optus Inc Jonesboro, AR						
Telephone Fax Number		412-220-7530	800-846-4267 626-530-2799	949-395-2649 949-203-2248	661-257-1500	800-628-7491 870-974-7773						
FOB Delivery Time												
LVP Certified? ⁽¹⁾ Invoice Terms ⁽²⁾		No 1/2%/20, Net 30	No Net 30	No 2%/15	No Net 30	No Net 30						
Item No.	Item Description	Qty	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
NEC Telephone Equipment Parts												
1.1	ITL-8LD-1 (BK)	50	209.89	10,494.50	226.95	11,347.50	231.31	11,565.50	215.72	10,786.00	203.82	10,191.00
1.2	DTR-8D-1 (WH)	25	136.38	3,409.50	147.47	3,686.75	150.30	3,757.50	140.17	3,504.25	132.50	3,312.50
1.3	ITL-32D-1 (BK)	25	201.03	5,025.75	217.38	5,434.50	221.55	5,538.75	206.62	5,165.50	195.25	4,881.25
1.4	DTL-32D-1 (BK)	10	143.91	1,439.10	155.61	1,556.10	158.60	1,586.00	147.91	1,479.10	139.75	1,397.50
1.5	DTR-32D-1 (WH)	10	212.99	2,129.90	230.30	2,303.00	234.73	2,347.30	218.90	2,189.00	207.00	2,070.00
1.6	ADA-L	10	35.42	354.20	38.30	383.00	39.04	390.40	36.41	364.10	39.20	392.00
1.7	AD (A)-R	10	26.57	265.70	28.73	287.30	29.28	292.80	27.31	273.10	29.40	294.00
1.8	BS (ACD)-R	10	10.54	105.40	11.40	114.00	11.62	116.20	10.83	108.30	11.70	117.00
1.9	SPA-16LCCD-A	2	1,827.58	3,655.16	2,272.25	4,544.50	1,768.51	3,537.02	1,687.88	3,375.76	1,775.75	3,551.50
1.1	SPA-16ELCN-C	2	3,522.54	7,045.08	4,379.60	8,759.20	3,408.68	6,817.36	3,253.26	6,506.52	3,422.65	6,845.30
1.11	SPA-24PRTC-B	2	3,941.61	7,883.22	4,900.63	9,801.26	3,814.21	7,628.42	3,640.30	7,280.60	3,830.00	7,660.00
1.12	SCA-24PRIA	2	3,345.02	6,690.04	4,158.89	8,317.78	3,236.90	6,473.80	3,089.32	6,178.64	3,251.00	6,502.00
1.13	SPA-32IPPADB	2	3,870.00	7,740.00	4,811.60	9,623.20	3,744.91	7,489.82	3,574.17	7,148.34	3,760.75	7,521.50
	Subtotal			56,237.55		66,158.09		57,540.87		54,359.21		54,735.55
	with Prompt Pay			55,956.36				56,390.05				
NEC Telephone Equip & System Repairs												
2.1	Series I DTR-8D-2 (WH)	13	100.24	1,303.12	92.90	1,207.70	94.07	1,222.91	50.00	650.00	92.50	1,202.50
2.2	Series I DTR-32D-2 (WH)	13	105.55	1,372.15	142.09	1,847.17	146.72	1,907.36	60.00	780.00	144.30	1,875.90
2.3	DT Series 700 ITL-8LD-1 (BK)	13	154.13	2,003.69	140.15	1,821.95	144.64	1,880.32	50.00	650.00	142.00	1,846.00
2.4	DT Series 700 ITL-32D-1 (BK)	13	147.42	1,916.46	134.27	1,745.51	138.35	1,798.55	60.00	780.00	136.00	1,768.00
	Subtotal			6,595.42		6,622.33		6,809.14		2,860.00		6,692.40
	with Prompt Pay			6,562.44				6,672.96				
(1) Local Vendor Preference is granted to those firms who file an LVP Affidavit with the County prior to the close of the bid.		Subtotal		62,832.97	Subtotal	72,780.42	Subtotal	64,350.01	Subtotal	57,219.21	Subtotal	61,427.95
		8.25% Sales Tax		4,639.60	8.25% Sales Tax	5,458.04	8.25% Sales Tax	4,747.12	8.25% Sales Tax	4,484.63	8.25% Sales Tax	4,515.68
(2) Invoice Terms of less than 10 days were not considered in this evaluation.		Freight		0.00	Freight	0.00	Freight	0.00	Freight	0.00	Freight	0.00
		Bid Total		67,472.57	Bid Total	78,238.46	Bid Total	69,097.13	Bid Total	61,703.84	Bid Total	65,943.63
		LVP		0.00	LVP	0.00	LVP	0.00	LVP	0.00	LVP	0.00
		Prompt Pay Disc		337.36	Prompt Pay Disc	0.00	Prompt Pay Disc	1,381.94	Prompt Pay Disc	0.00	Prompt Pay Disc	0.00
		Ref. Price		\$67,135.21	Ref. Price	\$78,238.46	Ref. Price	\$67,715.19	Ref. Price	\$61,703.84	Ref. Price	\$65,943.63

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FISCAL IMPACT STATEMENT

TO: Honorable Board of Supervisors

FROM: Jerry Gamez, Assistant Director of Administrative Services

DATE: June 8, 2010

SUBJECT: **Fiscal Impact Statement**
Renewal of two Blanket Purchase Orders, BPO16451 and BPO16452, with NexusIS for NEC Brand Equipment, Parts and Repairs in the Maximum Amount of \$80,000.00.

The Administrative Services Department's Telecommunications Division (Department) has sufficient funding to support this request. Funds are not encumbered until items are actually purchased against the Blanket Purchase Order.

The Department has budgeted appropriately for this Blanket Purchase Order and funding is available in the Telecommunications Division's FY 2010-11 Budget (02100).

