

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

**TO:** Honorable Board of Supervisors  
**FROM:** David Seward, Purchasing Manager  
**DATE:** July 10, 2007  
**SUBJECT:** Approve the Award of Competitive Bid No. 9704 to Silverado Avionics for Digital Radios and Accessories for the Placer County Fire Department in the Amount of \$291,363.00.

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**ACTION REQUESTED**

Approve the award of Competitive Bid No. 9704 to Silverado Avionics of Napa for Digital Radios and Accessories for Placer County Fire, and authorize the Purchasing Manager to sign the resulting purchase order for immediate needs in the amount of \$256,363.00 and a Blanket Purchase Order for requirements over the next year in the maximum amount of \$35,000.00.

**BACKGROUND**

On April 17, 2007 your Board accepted a Federal Department of Homeland Security Assistance to Firefighters Grant for the purchase of Project-25 compliant radios and associated equipment for the Placer County Fire Department.

Bid No. 9704 was prepared to solicit bids for the purchase of 112 portable Project 25 compliant digital radios, 35 mobile vehicle mounted Project-25 compliant digital radios, and associated chargers, software and accessories. Additionally the department requested that a blanket purchase order be established to provide firm fixed pricing for radios and accessories as required throughout the year.

Bid announcements were sent to the only four firms authorized to sell these digital radios. Two bidders responded, with Silverado Avionics submitting the lowest responsive bid. Silverado has provided satisfactory service and pricing and has been a reliable vendor for the Placer County Fire Department. The complete bid evaluation is submitted as Attachment A.

**FISCAL IMPACT**

The Assistance to Firefighters Grant monies, which will be deposited in the Fire Fund, will pay for these purchases. There is no General Fund impact. The base stations included in this purchase request have been approved as fixed assets and have been added to the Master Fixed Asset List. The award amount for the purchase order portion of this bid solicitation is \$256,363.00. The blanket purchase order will be issued in the maximum amount of \$35,000.00 and will be effective for the period July 10, 2007 through June 30, 2008.

**cc:** Rui Cunha, Office of Emergency Services Program Manager

Attachment A

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**PRICE QUOTE EVALUATION SHEET**

Vendor number		Columbia Communications		Silverado Avionics		
Bidder		22480 Parrotts Ferry Rd.		2500 Airport Rd		
Address		Columbia, CA. 95310		Napa, CA. 94558		
City/State/Zip		Heidi Perlewitz		Bob Samo		
Contact person		209-533-0252		707-255-5588		
Telephone		209-533-2182		707-255-0114		
FAX Number		Net 15 or 1% in 5 Days		Net 30		
Invoice Terms		30 Days		21 Days		
Delivery		LVP Certified		LVP Certified		
		no		no		
		0.00%		100.00%		
		Terms Discount*		Terms Discount*		
		Bid		Bid		
		Extension		Extension		
1	Kenwood TK 5710 with Dual Remote Head	19	2,650.00	19	2,306.00	43,814.00
2	Kenwood TK 5710 with Single Remote Head	16	2,065.00	16	1,826.00	29,216.00
3	King DPH VHF CDF Style Radio	62	1,790.00	62	1,473.00	91,326.00
4	King DPH VHF CDF Style Radio	50	1,715.00	50	1,377.00	68,850.00
5	BK Dual Rate Gang Charger	7	560.00	7	553.00	3,871.00
6	BK Programming Software	3	70.00	3	72.00	216.00
7	BK "Smart" Cloning Cable	6	125.00	6	121.00	726.00
8	Silverado Master Cordless Cloning Plug	6	175.00	6	169.00	1,014.00
		Subtotal		Subtotal		\$239,033.00
		7.25% sales tax		7.25% sales tax		17,329.89
		Freight Charge		Freight Charge		0.00
		Total		Total		\$256,362.89
		LVP		LVP		0.00
		Ref. Price		Ref. Price		256,362.89
		Invoice Terms		Invoice Terms		Low Bid

Low	\$256,362.89
2nd	\$306,788.63
Svg	\$50,425.74

\* Discount not used in evaluation if less than 10 days per Purchasing Policy Manual Section 3.12(b).

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