

MEMORANDUM
COUNTY OF PLACER
ADMINISTRATIVE SERVICES DEPARTMENT
PROCUREMENT SERVICES DIVISION

TO: Honorable Board of Supervisors

FROM: David Seward, Purchasing Manager 

DATE: April 3, 2007

SUBJECT: Approve the Award of Competitive Bid No. 9667 to Black Box Network Services for NEC Brand Telephone System Parts in the Maximum Amount of \$140,000.00

ACTION REQUESTED

Approve the award of Competitive Bid No. 9667 to Black Box Network Services of Bridgeville, PA for NEC Brand Telephone System Parts in the maximum amount of \$140,000.00, and authorize the Purchasing Manager to sign the resulting blanket purchase order.

BACKGROUND

Procurement initiated Competitive Bid No. 9667 for the purchase of NEC brand telephone system parts on an as needed basis on behalf of the Telecommunications Division. Bid Invitations were mailed to seven registered vendors and posted on the Procurement Website. The bid contained a list of the most commonly purchased items, including estimated annual quantities. Five bids were received as shown on the attached Bid Evaluation. The total reference pricing shown for each bidder reflects sales tax, less any prompt payment discounts, if offered, and a local vendor preference credit if applicable. Only Integrated Communication Services of Roseville received local vendor preference for this bid, but it did not affect the outcome of the bid.

Black Box Network Services submitted the lowest responsive and responsible bid based on estimated annual quantities taking into consideration any projected increase in volume over the new contract period due to changes/increases in staffing and facility requirements. The BPO amount is a not to exceed figure and only actual expenditures will be recorded against the blanket purchase order.

FISCAL IMPACT

The Telecommunications Division has requested a blanket purchase order (BPO) in the maximum amount of \$140,000, to be effective from date of award through March 31, 2008. Funds are not encumbered until items are actually purchased against the BPO. Telecommunications sufficiently budgets for these expenditures on a year by year basis.

Attachment A: Bid Evaluation.

cc: Jerry Gamez, IT Division Manager
Sandy Hammock, Senior Administrative Services Officer

Item #	Description	Vendor number		ICS Bidder		Nexus Integration Services		Black Box Network Svc.		Optus		TelNet Technologies											
		Address	City/State/Zip	Contact person	Telephone	FAX Number	Invoice Terms	Delivery	Yes	0.00%	LVP on file?	Terms Discount*	Bid	Extension	no	100.00%	LVP on file?	Terms Discount*	Bid	Extension	no	200.00%	
1	SPA-16ELC1-B 16 port digital line card, NEC 20	600 Commerce Dr. #E	Roseville, CA. 95678	Tom Hamada	916-960-0470	916-782-3534	Net 30	7 Days	7 Days	7 Days	7 Days	7 Days	7 Days	7 Days	7 Days	7 Days	7 Days	7 Days	7 Days	7 Days	7 Days	7 Days	7 Days
2	16LCCD 16 port analog card, NEC 200202	1,550.00	22,000.00	15,500.00	2,300.00	2,000.00	23,000.00	11,937.40	1,193.74	1,937.40	1,494.00	2,150.00	14,940.00	2,150.00	2,150.00	2,150.00	2,150.00	2,150.00	2,150.00	2,150.00	2,150.00	2,150.00	2,150.00
3	DTR-8D-1 WH Series I, NEC 780041	2,200.00	14,000.00	14,000.00	140.52	14,052.00	14,052.00	144.16	144.16	144.16	144.00	144.00	14,400.00	144.00	144.00	144.00	144.00	144.00	144.00	144.00	144.00	144.00	144.00
4	DTR-16D-1 WH Series I, NEC 780049	153.00	7,650.00	7,650.00	154.22	7,711.00	7,711.00	157.93	157.93	157.93	157.00	157.00	7,850.00	157.00	157.00	157.00	157.00	157.00	157.00	157.00	157.00	157.00	157.00
5	DTR-32D-1 WH Series I, NEC 780057	216.00	10,800.00	10,800.00	219.34	10,967.00	10,967.00	224.84	224.84	224.84	224.00	224.00	11,242.00	224.00	224.00	224.00	224.00	224.00	224.00	224.00	224.00	224.00	224.00
6	DTP-8D, 8 button digital NEC, 590020	148.00	7,400.00	7,400.00	165.00	8,250.00	8,250.00	167.28	167.28	167.28	167.00	167.00	7,600.00	167.00	167.00	167.00	167.00	167.00	167.00	167.00	167.00	167.00	167.00
7	DTP 16D, 16 button digital, NEC 590040	162.00	4,050.00	4,050.00	180.00	4,500.00	4,500.00	182.00	182.00	182.00	182.00	4,175.00	182.00	182.00	182.00	182.00	182.00	182.00	182.00	182.00	182.00	182.00	182.00
8	SPA-24DTR digital trunk interface, NEC 200126	2,412.00	7,236.00	7,236.00	1,477.81	4,433.43	4,433.43	1,859.78	1,859.78	1,859.78	2,328.00	2,328.00	6,984.00	2,328.00	2,328.00	2,328.00	2,328.00	2,328.00	2,328.00	2,328.00	2,328.00	2,328.00	2,328.00
9	SPA-24PRTC-B PRI card, NEC 221028	4,733.00	23,665.00	23,665.00	3,005.00	15,025.00	15,025.00	3,653.20	3,653.20	3,653.20	4,572.00	4,572.00	22,860.00	4,572.00	4,572.00	4,572.00	4,572.00	4,572.00	4,572.00	4,572.00	4,572.00	4,572.00	4,572.00
10	8 DLCP 8port digital line card, NEC 150223	453.00	3,171.00	3,171.00	448.80	3,141.60	3,141.60	384.35	384.35	384.35	451.00	451.00	3,157.00	451.00	451.00	451.00	451.00	451.00	451.00	451.00	451.00	451.00	451.00
11	LCAA analog line card, NEC 150114	453.00	3,171.00	3,171.00	416.64	2,916.48	2,916.48	384.35	384.35	384.35	451.00	451.00	3,157.00	451.00	451.00	451.00	451.00	451.00	451.00	451.00	451.00	451.00	451.00
12	24 CCTA, Digital trunk card, NEC 150114	4,304.00	17,216.00	17,216.00	3,495.83	13,983.32	13,983.32	3,321.34	3,321.34	3,321.34	4,157.00	4,157.00	16,628.00	4,157.00	4,157.00	4,157.00	4,157.00	4,157.00	4,157.00	4,157.00	4,157.00	4,157.00	4,157.00
13	24 PRTA PRI trunk card, NEC 153256	1,638.00	6,552.00	6,552.00	1,579.00	6,316.00	6,316.00	1,210.57	1,210.57	1,210.57	1,642.00	1,642.00	6,568.00	1,642.00	1,642.00	1,642.00	1,642.00	1,642.00	1,642.00	1,642.00	1,642.00	1,642.00	1,642.00
14	8 RSTY register sender trunk card, NEC 221024	1,573.00	3,146.00	3,146.00	1,329.38	2,654.76	2,654.76	1,210.57	1,210.57	1,210.57	1,642.00	1,642.00	3,030.00	1,642.00	1,642.00	1,642.00	1,642.00	1,642.00	1,642.00	1,642.00	1,642.00	1,642.00	1,642.00
15	DTA (CCT)-B (AP) NEC 153123	1,638.00	3,276.00	3,276.00	1,579.00	3,158.00	3,158.00	1,329.38	1,329.38	1,329.38	1,642.00	1,642.00	3,284.00	1,642.00	1,642.00	1,642.00	1,642.00	1,642.00	1,642.00	1,642.00	1,642.00	1,642.00	1,642.00
		Subtotal	\$148,833.00	\$148,833.00	Subtotal	\$140,108.59	\$140,108.59	Subtotal	\$127,561.40	Subtotal	\$147,033.00	Subtotal	\$147,033.00	Subtotal	\$147,033.00	Subtotal	\$147,033.00	Subtotal	\$147,033.00	Subtotal	\$147,033.00	Subtotal	\$147,033.00
		7.25% sales tax	10,790.39	10,790.39	7.25% sales tax	10,157.87	10,157.87	7.25% sales tax	9,248.20	7.25% sales tax	10,659.89	7.25% sales tax	10,659.89	7.25% sales tax	10,659.89	7.25% sales tax	10,659.89	7.25% sales tax	10,659.89	7.25% sales tax	10,659.89	7.25% sales tax	10,659.89
		Freight Charge	\$159,623.39	\$159,623.39	Freight Charge	\$150,266.46	\$150,266.46	Freight Charge	\$136,809.60	Freight Charge	\$157,693.89	Freight Charge	\$157,693.89	Freight Charge	\$157,693.89	Freight Charge	\$157,693.89	Freight Charge	\$157,693.89	Freight Charge	\$157,693.89	Freight Charge	\$157,693.89
		Total	7,981.17	7,981.17	Total	0.00	0.00	Total	0.00	Total	0.00	0.00	Total	0.00	0.00	0.00	0.00	Total	0.00	Total	0.00	Total	0.00
		LVP	0.00	0.00	LVP	0.00	0.00	LVP	0.00	LVP	0.00	0.00	LVP	0.00	0.00	0.00	0.00	LVP	0.00	LVP	0.00	LVP	0.00
		Invoice Terms	\$151,642.22	\$151,642.22	Invoice Terms	\$150,266.46	\$150,266.46	Invoice Terms	\$136,809.60	Invoice Terms	\$157,693.89	Invoice Terms	\$157,693.89	Invoice Terms	\$157,693.89	Invoice Terms	\$157,693.89	Invoice Terms	\$157,693.89	Invoice Terms	\$157,693.89	Invoice Terms	\$157,693.89
		Ref. Price	\$151,642.22	\$151,642.22	Ref. Price	\$150,266.46	\$150,266.46	Ref. Price	\$136,809.60	Ref. Price	\$157,693.89	Ref. Price	\$157,693.89	Ref. Price	\$157,693.89	Ref. Price	\$157,693.89	Ref. Price	\$157,693.89	Ref. Price	\$157,693.89	Ref. Price	\$157,693.89
		Subtotal	\$151,642.22	\$151,642.22	Subtotal	\$150,266.46	\$150,266.46	Subtotal	\$136,809.60	Subtotal	\$157,693.89	Subtotal	\$157,693.89	Subtotal	\$157,693.89	Subtotal	\$157,693.89	Subtotal	\$157,693.89	Subtotal	\$157,693.89	Subtotal	\$157,693.89
		Low Bid	\$151,642.22	\$151,642.22	Low Bid	\$150,266.46	\$150,266.46	Low Bid	\$136,809.60	Low Bid	\$157,693.89	Low Bid	\$157,693.89	Low Bid	\$157,693.89	Low Bid	\$157,693.89	Low Bid	\$157,693.89	Low Bid	\$157,693.89	Low Bid	\$157,693.89
		Cost Savings	\$13,456.96	\$13,456.96	Cost Savings	\$13,456.96	\$13,456.96	Cost Savings	\$13,456.96	Cost Savings	\$13,456.96	Cost Savings	\$13,456.96	Cost Savings	\$13,456.96	Cost Savings	\$13,456.96	Cost Savings	\$13,456.96	Cost Savings	\$13,456.96	Cost Savings	\$13,456.96
		2nd Bid	\$150,266.46	\$150,266.46	2nd Bid	\$150,266.46	\$150,266.46	2nd Bid	\$150,266.46	2nd Bid	\$150,266.46	2nd Bid	\$150,266.46	2nd Bid	\$150,266.46	2nd Bid	\$150,266.46	2nd Bid	\$150,266.46	2nd Bid	\$150,266.46	2nd Bid	\$150,266.46
		Low Bid	\$136,809.50	\$136,809.50	Low Bid	\$136,809.50	\$136,809.50	Low Bid	\$136,809.50	Low Bid	\$136,809.50	Low Bid	\$136,809.50	Low Bid	\$136,809.50	Low Bid	\$136,809.50	Low Bid	\$136,809.50	Low Bid	\$136,809.50	Low Bid	\$136,809.50
		Cost Savings	\$13,456.96	\$13,456.96	Cost Savings	\$13,456.96	\$13,456.96	Cost Savings	\$13,456.96	Cost Savings	\$13,456.96	Cost Savings	\$13,456.96	Cost Savings	\$13,456.96	Cost Savings	\$13,456.96	Cost Savings	\$13,456.96	Cost Savings	\$13,456.96	Cost Savings	\$13,456.96

Discount not used in evaluation if less than 20 days per Purchasing Policy Manual Section 3.12(b)