



District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/ 794-2221

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing
Kendra Goodman, CPPO, CPPB, Purchasing Agent
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352/ 524-2221 e-mail: kgoodman@pasco.k12.fl.us

February 21, 2012

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent *KDG*

RE: Bid #11-061-AZ, Telecommunication Repair Products
Bid Renewal March 4, 2012 through June 30, 2012
Graybar

On March 1, 2011, official action was taken to award bid # 11-061-AZ to the above-referenced vendor (attached). This bid is a three-year contract, renewable annually based upon the mutual consent of the parties. The first year of the agreement will expire on March 4, 2012.

Mr. John Simon, Director of Information Services, and Mr. Chris Jackson, Supervisor of Information Services Department, are requesting this agreement be renewed. Due to the unanticipated increase of certain manufactured goods the vendor is unable to renew for a full year. The agreement allows for wire and cable prices to be adjusted on a quarterly basis and line items in part "A" reviewed annually. Unfortunately, increases from certain manufacturers may exceed the increases allowed in the agreement. The manufacture (suppliers to Graybar) will only guarantee to hold prices within contract parameters through June 30, 2012. Manufactures' documentation is available in the Purchasing Department. This shorter term renewal will allow the District time to reissue this bid and solicit competitive pricing for these products. The renewal term for this bid will be from March 4, 2012 through June 30, 2012.

At this time, it is my recommendation to enter into this renewal with the firm noted above. Mr. Chris Jackson anticipates that approximately \$200,000 paid out of general funds will be spent on these services during the contract term. Should you have any questions or concerns, please feel free to contact Chris or me at your earliest convenience.

KDG/mw
Attachments



District School Board of Pasco County

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638 • 813/ 794-2000

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Date: February 9, 2012

To: Kendra Goodman, Purchasing Agent

From: Chris Jackson, Supervisor of Information Services *CLJ*
John Simon, Director of Information Services *JS*

Subject: Renewal of RFP 11-061-AZ Telecommunications Repair Products

As services from Graybar have been satisfactory, I am recommending that the District School Board of Pasco County extend RFP 11-061-AZ Telecommunications Repair for telecommunications equipment. This will be for portion of a second year of a three year bid. This extension would cover purchases made from 3/4/2012 – 6/30/2012. Graybar was unable to hold prices firm after June 30, 2012. We anticipate spending \$200,000.00 during this period.

If you have any further questions, please call me at X42926.

District School Board of Pasco County Bid Recommendation

Bid Title	Telecommunications Repair Products		Number of Vendors Notified	82
Bid Number	11-061-AZ		Number of Bids Distributed	32
Date Solicited	January 10, 2011		Number of Vendors Bidding	2
Date Opened	February 2, 2011		Number of Formal "No Bid" Responses	0
Date Board Presentation	March 1, 2011		Funding Source	General funds
Total Savings	N/A		Grand Total of Proposal	\$482,818.25

Recommendation: Recommend acceptance of bid from Graybar per the attached bid tabulation as lowest and best responsive, responsible bid meeting written specifications.

Term of Contract: This bid is for telecommunications repair products, purchased on an as-needed basis for the Information Services Department. The term of this bid is three (3) years, renewable annually at the mutual agreement of the parties. The first-year term will be March 5, 2011 – March 4, 2012. Prices in Part A are firm and fixed for the first-year term of the bid. Thereafter, increases or decreases in pricing will be based on changes in a specific Producer Price Index, as outlined in the bid document. Prices in Part B, fixed percentage discount off retail list price for balance of line, may be adjusted at specific intervals, subject to the District receiving an updated manufacturer pricer and approval by the Purchasing Department.

Notations and Exceptions: Toner Cable Equipment bid only on Blonder Tongue product. The bid's intent is to establish terms and pricing for approximately 28 product lines on an all-or-none basis. Toner Cable's bid was therefore considered non-responsive and cannot be considered.

Graybar's all-or-none bid price contains a slight mathematical error of less than \$1.00, which does not affect bid award. Graybar has confirmed that they will honor line item pricing as bid. As Graybar is the sole competitive bid received, the Purchasing Department has verified that their pricing is fair and reasonable. A price comparison was performed on Graybar's pricing through their current US Communities contract. Based on a random sample, the bid pricing we have received is an average of 32% less than the current US Communities pricing. Additionally, a price comparison was performed on a sample of high-usage items on our current bid with Graybar vs. their proposed new pricing. The average increase in Graybar's pricing, which has been fixed since 2008, is 5%, with some high-usage actually decreasing in price by as much a 10%.

District School Board
of Pasco County

MAR 01 2011

Board Approved

We recommend award to Graybar as lowest and best responsive, responsible bid meeting written specifications. Offers from other vendors listed herein are the only offers received per the specified opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

Bid #11-061-AZ
Page 2

Bids Evaluated By:

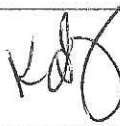
Janie Harper, Inventory Records Specialist
Arlene Zimney, CPPB, C.P.M., Buyer

Bid Prepared By:

Arlene Zimney, CPPB, C.P.M., Buyer

Reviewed and Authorized By:

Kendra Goodman, CPPO, CPPB, Purchasing Agent



**District School Board
of Pasco County**

MAR 01 2011

Board Approved



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BID RENEWAL REQUEST

BID #11-061-AZ

BID TITLE: Telecommunications Repair Products

Yes, I agree to renew Bid #11-061-AZ under the same terms and conditions as the existing bid. The second year period shall be from **March 5, 2012 through June 30, 2012.**

No, I do not agree to renew Bid #11-061-AZ

COMPANY NAME: Graybar

SIGNATURE: Marc Herig

TYPED NAME AND TITLE: Marc Herig - Quotation Coordinator

TELEPHONE (WITH AREA CODE): 800-933-8118

FAX NUMBER (WITH AREA CODE): 813-259-4364

E-MAIL: marc.herig@graybar.com

DATE: Feb. 13, 2012

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE EMAIL BACK TO: mwoodall@pasco.k12.fl.us
DISTRICT SCHOOL BOARD OF PASCO COUNTY
ATTENTION: Michael J. Woodall
PURCHASING DEPARTMENT
20430 GATOR LANE
LAND O' LAKES, FL 34638
(813) 794-2504 (PHONE)
(813) 794-2111 (FAX)