

DEPARTMENT OF ADMINISTRATION
PROCUREMENT DIVISION
RECOMMENDATION OF AWARD

DATE: February 24, 2010

EST. AMOUNT: \$75,000.00

REQ: 300-10-34188

OVER 10% OF ESTIMATE
YES: NO:

AGENCY: Department of Natural Resources

DESCRIPTION: Contract for the Wireless Canopy

TOTAL NUMBER OF SOLICITED VENDORS: 760

TOTAL NUMBER OF INDIANA FIRMS SOLICITED: 278

SECRETARY OF STATE: Yes

SAVING AMOUNT OF SPLIT: N/A

MINORITY BUSINESS PARTICIPATION: N/A

WOMAN-OWNED BUSINESS PARTICIPATION: N/A

QUOTE/BIDS WERE RECEIVED FROM THE FOLLOWING VENDORS:

This solicitation was done as a negotiated bid. This bid was split into Southern and Northern portions of the State and evaluated based on the number of Labor hours, Travel, Service Call Charges and Tower Climb Charge for both regular and overtime charges.

FIRST ROUND PRICING

<u>VENDOR</u>	<u>AMOUNT</u>	<u>INDIANA FIRM</u>	<u>PREFERENCE CLAIMED</u>	<u>BUY AMERICAN</u>	<u>EVAL. AMOUNT</u>
1. Owens Communications	\$14,537.50	Y	Y-IBP	N/A	\$13,774.62
2. ERS Wireless Communications	\$28,945.00	Y	Y-IBP	N/A	\$27,497.75

ERS - \$21,185 for Southern and \$7,760.00 for Northern, Owens Communications only bid on the Southern portion of the State and ERS bid on both Southern and Northern.

All bids were evaluated by IDOA and the using agency and all met specifications. Target pricing was sent to both vendors based on what they bid, Southern, Northern or both.

SECOND ROUND PRICING

Both Owens and ERS revised their pricing. See below:

<u>VENDOR</u>	<u>AMOUNT</u>	<u>INDIANA FIRM</u>	<u>PREFERENCE CLAIMED</u>	<u>BUY AMERICAN</u>	<u>EVAL. AMOUNT</u>
1. Owens Communications	\$12,851.50	Y	Y-IBP	N/A	\$12,208.92
2. ERS Wireless Communications	\$25,290.00	Y	Y-IBP	N/A	\$24,025.50

Breakdown of Southern and Northern Prices:

Owens Communications - \$12,851.50
ERS Wireless Communications - \$19,410.00

It is recommended to award the Southern portion of this bid to Owens Communications and the Northern portion to ERS as lowest responsible, responsive bidders for the specific regions of the State with the exception of Post Road location that was listed in the Southern portion, the award will go to ERS as they are the only responding vendor on this location. This location could actually be considered in either region and it was decided to list in as Southern..

AWARD:

Owens Communications - \$12,851.50
ERS Wireless Communications - \$5,880.00

The Contracts tied to these awards will be written as a total "Not to Exceed" amount. The total for Owens Communications is \$55,000 and the total for ERS Wireless Communications will be \$20,000. This amount includes equipment purchases made from the QPA vendor from Motorola should equipment and parts be needed.

The savings based on negotiation is \$3,566.00 or 5.2%.


Teresa Deaton-Reese, CPPO 2/25/2010