

COUNTY OF LEXINGTON

Procurement Services
212 South Lake Drive, Suite 503, 5th Floor
Lexington, South Carolina 29072-3493



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THIS IS A STATEMENT OF INTENT TO AWARD A CONTRACT AND BECOMES THE OFFICIAL STATEMENT OF AWARD CONTINGENT UPON COUNTY COUNCIL APPROVAL UNLESS OTHERWISE RESCINDED.

REFERENCE SOLICITATION NUMBER: B14003-07/30/13K

PROCUREMENT: GPS Devices and Web Based Monitoring Software for Lexington County Vehicles

ISSUE DATE: July 3, 2013

CLOSING DATE: July 30, 2013

AWARD(S) ARE MADE TO THE FOLLOWING:

Virtual Fleet Supervisor
\$79,616.00

An actual bidder who is aggrieved in connection with the intended award or award of a contract shall protest to the Procurement Manager in writing within ten (10) calendar days of the date of Intent to Award notice. Protest letter shall state the issues of the protest, specifically listing where the County failed in determining the potential award.

Kay Keisler
Procurement Officer

Posted: September 30, 2013

THIS IS NOT AN ORDER

DO NOT SHIP PRIOR TO RECEIPT OF PURCHASE ORDER.

County of Lexington

Bid Tabulation

BID # : B14003-07/30/13K

GPS Devices and Web Based Monitoring Software for Lexington County Vehicles

| Item | Qty | U/M | Description | Blackline GPS | | Jeff A. Warner (PreCise MRM) | | T-Mobile USA, Inc. | | Virtual Fleet Supervisor | | Iler Group, Inc. dba Fleetistics | |
|--|-----|----------|---|---------------|--------------------|------------------------------|--------------------|--------------------|--------------------|--------------------------|--------------------|----------------------------------|--------------------|
| | | | | Unit Cost | Total Cost | Unit Cost | Total Cost | Unit Cost | Total Cost | Unit Cost | Total Cost | Unit Cost | Total Cost |
| 1 | 1 | Unit | GPS hardware unit to include activation | \$199.00 | \$199.00 | \$150.00 | \$150.00 | \$75.00 | \$75.00 | \$106.50 | \$106.50 | \$190.80 | \$190.80 |
| 2 | 1 | Unit/Mo. | Monthly monitoring and warranty support for 12 months | \$14.92 | \$179.04 | \$22.00 | \$264.00 | \$24.90 | \$298.80 | \$18.95 | \$227.40 | \$26.95 | \$323.40 |
| Subtotal | | | | | \$378.04 | | \$414.00 | | \$373.80 | | \$333.90 | | \$514.20 |
| Sales Tax | | | | | \$13.93 | | \$10.50 | | \$5.25 | | \$7.46 | | \$13.36 |
| Base Bid Total per Unit (Year 1) | | | | | \$391.97 | | \$424.50 | | \$379.05 | | \$341.36 | | \$527.56 |
| Grand Total for a Minimum of 100 Units (Year 1) | | | | | \$39,197.00 | | \$42,450.00 | | \$37,905.00 | | \$34,136.00 | | \$52,756.00 |

OPTIONS

| | | | | | | | | | | | | | |
|---|---|----------|--|----------|--------------------|---------------------|---------------------|---------|---------------------|---------|---------------------|---------------|----------------------|
| 1 | 1 | Unit | GPS upgrade to report vehicle location if battery is removed | \$190.00 | \$190.00 | Feature Not Offered | Feature Not Offered | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 2 | 1 | Unit | GPS upgrade for towing notification alert | Included | Included | Provided Above | Cost Provided Above | \$0.00 | \$0.00 | N/A | N/A | \$0.00 | \$0.00 |
| 3 | 1 | Unit | GPS upgrade to provide Geo-Fence notification alert | Included | Included | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 4 | 1 | Unit/Mo. | GPS upgrade for 90 second interval reporting frequency | Included | Included | As Bid | As Bid | \$0.00 | \$0.00 | N/A | N/A | N/A | N/A |
| 5 | 1 | Unit/Mo. | GPS upgrade for 60 second interval reporting frequency | Included | Included | As Bid | As Bid | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1.00 | \$24.00 |
| 6 | 1 | Unit/Mo. | GPS upgrade for 30 second interval reporting frequency | Included | Included | As Bid | As Bid | \$0.00 | \$0.00 | N/A | N/A | N/A | N/A |
| 7 | 1 | Unit/Mo. | GPS upgrade for 10 second interval reporting frequency | Included | Included | Not Available | Not Available | \$1.50 | \$36.00 | N/A | N/A | Not Available | Not Available |
| 8 | 1 | Unit/Mo. | Monthly monitoring and warranty support for additional 24 months | \$14.92 | \$358.08 | \$22.00 | \$528.00 | \$24.90 | \$597.60 | \$18.95 | \$454.80 | \$26.95 | \$646.80 |
| 9 | 1 | Year | Maximum annual rate increase after 3 year period | 0% | 0% | 15% | 15% | 0% | 0% | 10% | 10% | 5% | 5% |
| Options Total (Years 2-3) | | | | | \$548.08 | | \$528.00 | | \$633.60 | | \$454.80 | | \$670.80 |
| Base Bid and Options Total Per Unit (Years 1-3) | | | | | \$940.05 | | \$952.50 | | \$1,012.65 | | \$796.16 | | \$1,198.36 |
| Grand Total for a Minimum of 100 Units (Years 1-3) | | | | | \$94,005.00 | | \$95,250.00 | | \$101,265.00 | | \$ 79,616.00 | | \$ 119,836.00 |

| Item | Qty | U/M | Description | Paul Washicko (TransCore, LP) | | Gotrack Inc. | | Davisco, Inc. | | Productivity Apex, Inc. | | International Road Dynamics Corp. | |
|------|-----|----------|--|-------------------------------|--------------------|--------------|--------------------|---------------|---------------------|-------------------------|--------------------|-----------------------------------|--------------------|
| | | | | Unit Cost | Total Cost | Unit Cost | Total Cost | Unit Cost | Total Cost | Unit Cost | Total Cost | Unit Cost | Total Cost |
| 1 | 1 | Unit | GPS hardware unit to include activation | \$165.00 | \$165.00 | \$199.00 | \$199.00 | \$198.00 | \$198.00 | \$299.00 | \$299.00 | \$550.00 | \$550.00 |
| 2 | 1 | Unit/Mo. | Monthly monitoring and warranty support for 12 months | \$17.95 | \$215.40 | \$16.67 | \$200.04 | \$20.00 | \$240.00 | \$24.15 | \$289.80 | \$30.00 | \$360.00 |
| | | | Subtotal | | \$380.40 | | \$399.04 | | \$438.00 | | \$588.80 | | \$910.00 |
| | | | Sales Tax | | \$11.55 | | \$13.93 | | \$13.86 | | \$20.93 | | \$38.50 |
| | | | Base Bid Total per Unit (Year 1) | | \$391.95 | | \$412.97 | | \$451.86 | | \$609.73 | | \$948.50 |
| | | | Grand Total for a Minimum of 100 Units (Year 1) | | \$39,195.00 | | \$41,297.00 | | \$ 45,186.00 | | \$60,973.00 | | \$94,850.00 |

OPTIONS

| | | | | | | | | | | | | | |
|---|---|----------|--|-----------|----------------------|--------------------|---------------------|---------|---------------------|---------|---------------------|---------|---------------------|
| 1 | 1 | Unit | GPS upgrade to report vehicle location if battery is removed | \$5.00 | \$5.00 | N/A | N/A | \$0.00 | \$0.00 | N/A | N/A | \$0.00 | \$0.00 |
| 2 | 1 | Unit | GPS upgrade for towing notification alert | Included | Included | Reports Every Hour | Reports Every Hour | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 3 | 1 | Unit | GPS upgrade to provide Geo-Fence notification alert | No Charge | No Charge | Included | Included | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 4 | 1 | Unit | GPS upgrade for 90 second interval reporting frequency | No Charge | No Charge | N/A | N/A | \$0.65 | \$15.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 5 | 1 | Unit | GPS upgrade for 60 second interval reporting frequency | No Charge | No Charge | Included | Included | \$0.85 | \$20.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 6 | 1 | Unit | GPS upgrade for 30 second interval reporting frequency | \$3.00 | \$72.00 | N/A | N/A | \$1.25 | \$30.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 7 | 1 | Unit | GPS upgrade for 10 second interval reporting frequency | \$8.50 | \$204.00 | N/A | N/A | \$2.25 | \$54.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 8 | 1 | Unit/Mo. | Monthly monitoring and warranty support for additional 24 months | \$17.95 | \$430.80 | \$16.67 | \$400.08 | \$20.00 | \$480.00 | \$21.95 | \$526.80 | \$30.00 | \$720.00 |
| 9 | 1 | Year | Maximum annual rate increase after 3 year period | 8% | 8% | 0% | 0% | 10% | 10% | 3% | 3% | | 2% |
| | | | Options Total (Years 2-3) | | \$711.80 | | \$400.08 | | \$600.00 | | \$526.80 | | \$720.00 |
| | | | Base Bid and Options Total Per Unit (Years 1-3) | | \$1,103.75 | | \$813.05 | | \$1,051.86 | | \$1,136.53 | | \$1,668.50 |
| | | | Grand Total for a Minimum of 100 Units (Years 1-3) | | \$ 110,375.00 | | \$ 81,305.00 | | \$105,186.00 | | \$113,653.00 | | \$166,850.00 |

| | | | Radio Satellite Integrators***** | Todd Lewis (GPS North America) | | | |
|----------------|-----|----------|--|--------------------------------|---------------------|-----------------|---------------------|
| Item | Qty | U/M | Description | Unit Cost | Total Cost | Unit Cost | Total Cost |
| 1 | 1 | Unit | GPS hardware unit to include activation | \$195.00 | \$195.00 | \$199.00 | \$199.00 |
| 2 | 1 | Unit/Mo. | Monthly monitoring and warranty support for 12 months | \$24.00 | \$288.00 | \$25.00 | \$300.00 |
| | | | Subtotal | | \$483.00 | | \$499.00 |
| | | | Sales Tax | | \$13.65 | | \$13.93 |
| | | | Base Bid Total per Unit (Year 1) | | \$496.65 | | \$512.93 |
| | | | Grand Total for a Minimum of 100 Units (Year 1) | | \$49,665.00 | | \$51,293.00 |
| OPTIONS | | | | | | | |
| 1 | 1 | Unit | GPS upgrade to report vehicle location if battery is removed | \$35.00 | \$35.00 | \$75.00 | \$75.00 |
| 2 | 1 | Unit | GPS upgrade for towing notification alert | Included | Included | \$0.00 | \$0.00 |
| 3 | 1 | Unit | GPS upgrade to provide Geo-Fence notification alert | Included | Included | \$0.00 | \$0.00 |
| 4 | 1 | Unit | GPS upgrade for 90 second interval reporting frequency | \$2.00 | \$48.00 | N/A | N/A |
| 5 | 1 | Unit | GPS upgrade for 60 second interval reporting frequency | \$4.00 | \$96.00 | \$4.95 | \$4.95 |
| 6 | 1 | Unit | GPS upgrade for 30 second interval reporting frequency | \$6.00 | \$144.00 | \$9.90 | \$9.90 |
| 7 | 1 | Unit | GPS upgrade for 10 second interval reporting frequency | \$10.00 | \$240.00 | N/A | N/A |
| 8 | 1 | Unit/Mo. | Monthly monitoring and warranty support for additional 24 months | \$24.00 | \$576.00 | \$25.00 | \$600.00 |
| 9 | 1 | Year | Maximum annual rate increase after 3 year period | 0% | 0% | 0% | 0% |
| | | | Options Total (Years 2-3) | \$81.00 | \$1,139.00 | \$114.85 | \$689.85 |
| | | | Base Bid and Options Total Per Unit (Years 1-3) | | \$1,635.65 | | \$1,202.78 |
| | | | Grand Total for a Minimum of 100 Units (Years 1-3) | | \$163,565.00 | | \$120,278.00 |

* Location Technologies: Non-Responsive - Failure to provide units for evaluation purposes.

** SageQuest, LLC: Non-Responsive - Failure to provide quoted prices on County of Lexington Bidders Schedule with signature.

*** ATTI (Advanced Tracking Technologies, Inc.): Non-Responsive - Equipment bid does not meet specifications and does not offer a dispatch feature. (Per Page 9 of Minimum Specifications section it states, "Monitoring software must allow for vehicle dispatching by identifying closest response vehicle to provided address, establish quickest response route, and have a provision to text or email directions to vehicle operator without leaving the web." The equipment bid does it offer the required ALDL or OBD2 direct plug in device. Per Page 9 of the Minimum Specifications section it states, "The devices shall be of the hardware variety or ALDL direct connect at our option and may be a mix of the two types.")

**** Sprint Solutions, Inc. (Sprint): Non-Responsive - Failure to provide required references.

***** Reltronics Technologies Inc.: Non-Responsive - Failure to provide County of Lexington Bidders Schedule document with signature and failure to provide required number of references.

*****Radio Satellite Integrators: Options 4-7 are per month charges.

Bids Received: July 30, 2013 @ 3:00 PM E.S.T.

Kay Keisler, Procurement Officer