

# MANATEE COUNTY GOVERNMENT SOURCE SELECTION

<b>SUBJECT</b>	Alarm Management Services	<b>DATE POSTED</b>	June 17, 2010 Date Posted on Mymanatee.org <sup>13</sup> <u>6/17/2010</u>
<b>PURCHASING REPRESENTATIVE</b>	Frank Lambertson, 749-3042	<b>DATE CONTRACT SHALL BE AWARDED</b>	N/A
<b>DEPARTMENT</b>	Financial Management Dept./Purchasing Div.	<b>CONSEQUENCES IF DEFERRED</b>	N/A
<b>SOURCE RECOMMENDATION</b>	Alarm Specialist Corp.	<b>AUTHORIZED BY DATE</b>	Rob Cuthbert June 17, 2010

### ACTION DESIRED

Authorization to enter into negotiations with Alarm Specialist Corp., Sarasota, FL for the purpose of providing Alarm Management Services to the County's sixty-one (61) active Fire Alarms, forty-two (42) Burglar Alarms, two (2) Temperature Alarms, and five (5) Duress Alarms for a total of 110 alarms.

### ENABLING/REGULATING AUTHORITY

**Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.)**

Manatee County Code of Laws, Chapter 2-26 Manatee County Purchasing Ordinance, Section 2-26-40 and the Standards and Procedures approved by the County Administrator.

### BACKGROUND/DISCUSSION

- Estimated expenditure of future funds over the next three (3) years would not exceed \$60,000 for the awarded contract.
- Funding Source: 504 0005600 595007
- **MANATEE COUNTY** firms that were directly contacted and made aware of this Request for Proposal were, and took the following actions in response to the RFP:

Bellemare Total System Integration, Bradenton, FL (submitted proposal)  
Electronic Protection Systems, Inc., Bradenton, FL (did not submit a proposal)

There were no other Manatee County firms found that would provide the products and services required by the RFP.

Proposals were received from the following firms:

**Manatee County firms:**

Bellemare Total System Integration, Bradenton, FL

**Local firms:**

Advance Engineering Systems, Tampa, FL

### SUMMARY

Recommend negotiations with Alarm Specialist Corp., Sarasota, FL

### ATTACHMENTS: (List in order as attached)

1. Approval Email

### INSTRUCTIONS TO BOARD RECORDS:

N/A

### COST

To be negotiated

### SOURCE (ACCT# & NAME)

Department to advise

### COMMENTS

N/A

### AMT./FREQ. OF RECURRING COSTS (ATTACH FISCAL IMPACT STATEMENT)

N/A

Alarm Specialist Corp., Sarasota, FL  
Devcon Security, Tampa, FL  
Rapid Security Solutions, Sarasota, FL  
Siemens, Tampa, FL  
Simplex Grinnell, Tampa, FL  
Sonitrol of Sarasota, Sarasota, FL  
State Alarm Incorporated, Lutz, FL

**Other firms:**

Safe Tech Inc., Ft. Myers, FL  
Integrated Fire & Security Solutions, Ft. Myers, FL  
Nutech National, Maitland, FL

- Approval to enter into negotiations with the following top ranked firm
- Manatee County has the need to acquire professional Alarm Monitoring/Answering Service/Dispatch Services as outlined in the RFP. The RFP is for the conversion of each alarm circuit from the current monitoring service and provide alarms management service for Manatee County agencies. The County has sixty-one (61) active Fire Alarms, forty-two (42) Burglar Alarms, two (2) Temperature Alarms, and five (5) Duress Alarms for a total of 110 alarms.
- 1/5/10 – 4/14/10 the appropriate proposal procedures were followed. The Request for Proposal (RFP) was broadcast via DemandStar to one hundred forty eight (148) Alarm Monitoring firms; twenty (20) firms downloaded the RFP and twelve (12) firms' submitted proposals.
- The RFP was advertized locally in the Bradenton Herald, posted on the County's website and provided to the Manatee County Chamber of Commerce for release to members.
- The Selection Committee consisted of:  
  
David Thompson, Property Management Department  
Ron Hardy, Information Services Department  
Frank Lambertson, Financial Management Department
- The Selection Committee convened 3/25/10 and shortlisted the following firms:  
  
Alarm Specialist Corp., Sarasota, FL  
Bellemare Total System Integration, Bradenton, FL  
Integrated Fire & Security Solutions, Ft. Myers, FL  
Safe Tech Inc., Ft. Myers, FL  
Sonitrol of Sarasota, Sarasota, FL
- The Selection Committee convened 4/14/10 to hear oral presentations from the shortlisted firms and then ranked the firms as follows for the purpose of negotiating a contract with top ranked firm:
- Ranked #1, Alarm Specialist Corp., Sarasota, FL – The proposer was determined to best meet the needs of the County for alarm management service and has been performing alarm management services successfully since July 1973. Of particular importance are the firms past experience supported by references; organizational structure; and a willingness to work with the County. Proposed annual cost \$13,134 which will allow the County to realize an annual cost savings of \$19,810 from our current provider.
- Ranked #2, Sonitrol of Sarastoa, Sarasota, FL – The firm (current provider) submitted a professional proposal demonstrating their ability to provide the required services and has satisfactorily provided these services to the County in the past. However, was not ranked as highly as the top ranked firm by the Selection Committee due to proposed cost of services. Proposed annual cost \$28,678.
- Ranked #3, Bellemare Total System Integration, Bradenton, FL – Its proposal responses addressed all categories requested in the RFP and detailed their years of experience in providing alarm monitoring services. While promoting future costing savings via a False Alarm Reduction Program and upgraded surge suppression for the system, the Selection Committee ranked the firm third due their proposing the highest cost of the shortlisted firms. Proposed annual cost \$33,810.

- Ranked #4, Safe Tech Inc., Ft. Myers, FL – The firm submitted a satisfactory proposal and made an adequate oral presentation. However the firm was ranked fourth overall due to the perceived lack of ability to perform the required services. Proposed annual cost \$14,964.
- Ranked #5, Integrated Fire & Security Solutions, Ft. Myers, FL – The proposer has the capability for performing the required services, however was ranked fifth when compared to the other ranked firms. Proposed annual cost \$21,054
- The remaining proposal respondents were not ranked, although well qualified they were not selected based on a comparison of capabilities of the selected firm.

Advance Engineering Systems, Tampa, FL

Devcon Security, Tampa, FL

Nutech National, Maitland, FL

Rapid Security Solutions, Sarasota, FL

Siemens, Tampa, FL

Simplex Grinnell, Tampa, FL

State Alarm Incorporated, Lutz, FL



**Re: Selection for Negotiations - Alarm Monitoring Services RFP #10-0931FL**

**Rob Cuthbert** to: Frank Lambertson  
Cc: Melissa Assha

06/04/2010 11:22 AM

I assume that the number 3 ranked firm is the current provider. As this is a Bradenton firm, please recheck the details and be prepared to answer that firms objections.

Proceed with a source selection posting as the projected cost is less than \$1M. Thanks, Rob

Frank Lambertson Estimated expenditure of future funds over the n... 05/12/2010 04:19:04 PM

From: Frank Lambertson/MCG  
To: Rob Cuthbert/MCG@MCG  
Date: 05/12/2010 04:19 PM  
Subject: Selection for Negotiations - Alarm Monitoring Services RFP #10-0931FL

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