

# MANATEE COUNTY GOVERNMENT

## INTENT TO AWARD

<b>SUBJECT</b>	VESTA® 4.x Call Processing System (Emergency 911 Next Generation)	<b>DATE POSTED</b>	MC 1/30/15 ✓ SE DS 1/30/15 ✓ SE CC 1/30/15 ✓ SE
<b>PURCHASING REPRESENTATIVE</b>	Deborah Carey-Reed, 941/749-3074	<b>DATE CONTRACT SHALL BE AWARDED</b>	Seven days after the date Posted
<b>DEPARTMENT</b>	Public Safety, Ernie McFarland, Information Technology, Ron Hardy	<b>CONSEQUENCES IF DEFERRED</b>	Delay in project completion could jeopardize Grant funding.
<b>SOLICITATION</b>	IFB #14-2499DC	<b>AUTHORIZED BY DATE</b>	Melissa Wendel, Purchasing January 30, 2015

### NOTICE OF INTENT TO AWARD

Notice of Intent to Award, Invitation for Bid #14-2499DC, VESTA® 4.x Call Processing System, to the lowest, responsive and responsible bidder, Carousel Industries of North America, Exeter, Rhode Island, for a total amount of \$951,142.62.

### 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

### BACKGROUND/DISCUSSION

- This project requires the vendor to furnish, install, and support an emergency 911 call processing system (VESTA® 4.x) that will replace the County's aging system and provide a centralized answering system that will minimize call transfers and re-qualifying calls resulting in improved dispatch speed. The new system consists of a public safety call processor that supports all standard telephony interfaces and will simplify integration into existing telephony networks. The system will be installed at two host locations (Manatee County Public Safety Complex and Manatee County Administration Building) which will operate a 45-position call center, including remotes and backup centers that include the call centers for the Manatee County Sheriff, Bradenton Police Department, Longboat Key Police Department, Palmetto Police Department, and the City of Holmes Beach.

This project is scheduled for completion no later than December 31, 2015. Maintenance services will commence upon completion of installation.

- Formal competitive sealed bid procedures were used resulting in a total of two (2) bidders submitting a sealed bid for consideration. The bid from Century Link, pursuant to IFB Article A.11 Reserved Rights, was evaluated as non-responsive due to their failure to submit the required Bid Security and refusal to sign their bid submittal attesting acceptance of the County's terms and conditions.
- County staff has reviewed the final proposal from Carousel Industries which includes the County configuration requirements and recommends its acceptance and award of the project to Carousel Industries.
- Funding is provided by an E911 State Grant for the call processing system in the amount of \$469,188.93 and the E911 Fee Revenue for the remainder.

<b>ATTACHMENTS</b> (List in order of attached)	<ul style="list-style-type: none"> <li>Department Recommendation</li> <li>Bid Tabulation</li> </ul>	<b>FUNDING SOURCE</b> (Acct Number & Name)	108.0007201 E911 Fee Revenue 3106070402 E911 Grant BAA approved 01/27/2015 <input checked="" type="checkbox"/> Funds Verified <input type="checkbox"/> Insufficient Funds
<b>COST</b>	\$951,142.62	<b>AMT/FREQ OF RECURRING COSTS</b> (Attach Fiscal Impact Statement)	N/A

# MEMORANDUM

To: Melissa M. Wendel, CPPO, Purchasing Official  
From: Laurie Feagans, Public Safety Director  
Date: January 28, 2015  
Subject: Next Generation 911 Project  
Recommendation for Award

*Laurie Feagans*



The bid for the above referenced project has been reviewed by staff. It is recommended that the contract proposal, with a completion date of December 31, 2015, be awarded to Carousel in the amount of \$951,142.62 to furnish, install, and maintain the Emergency 911 system for Manatee County, Manatee Sheriff's Office, Bradenton Police Department, Palmetto Police Department, Holmes Beach and Longboat Key in accordance with the terms and conditions of the bid package. Upon completion of project award, please provide a copy of the purchase order assigned to the vendor.

The funding sources for this project is the State E911 revenue, grant funds and impact fees with the total cost designated to the following accounts: \$469,189, Account #3106070402/0000 Grant Funds and \$481,954 Account # 3106070402/0023 E911 Reserves.

Please contact Paul Alexander, Manatee County Information Technology Director, if you have any questions regarding the attached documents.

Thank you for your continued assistance.

Public Safety Department  
Administration

P.O. Box 1000, Bradenton, Florida 34206  
Phone: 941.749.3500 \* FAX: 941.749-3509

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LARRY BUSTLE \* CHARLES B. SMITH \* JOHN R. CHAPPIE \* ROBIN DISABATINO \* VANESSA BAUGH \* CAROL WHITMORE \* BETSY BENAC  
District 1      District 2      District 3      District 4      District 5      District 6      District 7



**TABULATION**

		<b>CAROUSEL INDUSTRIES</b>	
	<b>VESTA 4x SYSTEM</b>	<b>UNIT</b>	<b>EXTENDED PRICE</b>
<b>BASE BID</b>	Host "A" and Host "B" Supply and installation of Cassidian Communications VESTA® 4.x system		\$437,440.81
	Monitoring and Managed Services (Cassidian for up to one [1] year upon system acceptance)	\$2,415.64/MO	\$28,987.68
	Maintenance Services (for up to one [1] year upon system acceptance )	\$1,866.67/MO	\$22,400.04
<b>1.</b>	<b>BASE BID – SUBTOTAL AMOUNT</b>		<b>\$488,828.53</b>

	<b>VESTA 4x SYSTEM</b>	<b>UNIT</b>	<b>EXTENDED PRICE</b>
<b>BASE BID</b>	Communications Backup Center (CBC) Supply and installation of Cassidian Communications VESTA® 4.x workstations		\$177,764.80
	Monitoring and Managed Services (Cassidian Communications services for up to one [1] year upon system acceptance)	\$1,051.57	\$12,618.84
	Maintenance Services (for up to one [1] year upon system acceptance )	\$450.00	\$5,400.00
<b>2.</b>	<b>BASE BID – SUBTOTAL AMOUNT</b>		<b>\$195,783.64</b>

<b>TOTAL BASE BID</b>	<b>\$684,612.17</b>
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<b>LOCATION – SHERIFF COMMUNICATIONS (MSO)</b>				
	<b>ALTERNATE 1</b> (County choice dependent on chosen environment)	<b>UNIT</b>	<b>UNIT PRICE</b>	<b>EXTENDED PRICE</b>
a)	MSO Supply and Install VESTA® 4.x Workstations	9 each	\$13,119.92	\$118,079.32
	Monitoring and Managed Services (Cassidian up to one [1] year upon)	12 Months	\$7,680.68	\$7,680.68
	Maintenance Services (for up to one [1] year upon system acceptance )	12 Months	\$8,100.00	\$8,100.00
<b>ALTERNATE 1 - MSO SUBTOTAL AMOUNT</b>				<b>\$133,860.00</b>

	<b>ALTERNATE 2</b> (County choice dependent on chosen environment)	<b>UNIT</b>	<b>UNIT PRICE</b>	<b>EXTENDED PRICE</b>
a)	MSO Supply and Install VoIP Phones	14 each	\$4,567.33	\$63,942.62
	Monitoring and Managed Services (Cassidian up to one [1] year upon)	12 Months	\$1,077.50	\$1,077.50
	Maintenance Services (for up to one [1] year upon system acceptance )	12 Months	\$6,620.00	\$6,620.00
<b>ALTERNATE 2 - MSO SUBTOTAL AMOUNT</b>				<b>\$71,640.12</b>

**IFB #14-2499DC VESTA 4.x CALL PROCESSING SYSTEM**

**LOCATION – BRADENTON POLICE (BPD)**

	<b>ALTERNATE 1</b> (County choice dependent on chosen environment)	<b>UNIT</b>	<b>UNIT PRICE</b>	<b>EXTENDED PRICE</b>
b)	BPD Supply and Install VESTA® 4.x Workstations	4 each	\$17,977.62	\$71,910.48
	Monitoring and Managed Services (Cassidian up to one [1] year upon)	12 Months	\$4,715.91	\$4,715.91
	Maintenance Services (for up to one [1] year upon system acceptance )	12 Months	\$3,600.00	\$3,600.00
<b>ALTERNATE 1 - BPD SUBTOTAL AMOUNT</b>				<b>\$80,226.39</b>

	<b>ALTERNATE 2</b> (County choice dependent on chosen environment)	<b>UNIT</b>	<b>UNIT PRICE</b>	<b>EXTENDED PRICE</b>
b)	BPD Supply and Install VoIP Phones	3 each	\$11,134.68	\$33,404.04
	Monitoring and Managed Services (Cassidian up to one [1] year upon)	12 Months	\$1,014.12	\$1,014.12
	Maintenance Services (for up to one [1] year upon system acceptance )	12 Months	\$1,000.00	\$1,000.00
<b>ALTERNATE 2 - BPD SUBTOTAL AMOUNT</b>			<b>\$35,418.16</b>	

**LOCATION – LONGBOAT KEY POLICE (LKPD)**

	<b>ALTERNATE 1</b> (County choice dependent on chosen environment)	<b>UNIT</b>	<b>UNIT PRICE</b>	<b>EXTENDED PRICE</b>
c)	LKPD Supply and Install VESTA® 4.x Workstations	2 each	\$23,185.57	\$46,371.14
	Monitoring and Managed Services (Cassidian up to one [1] year upon)	12 Months	\$2,948.24	\$2,948.24
	Maintenance Services (for up to one [1] year upon system acceptance )	12 Months	\$1,800.00	\$1,800.00
<b>ALTERNATE 1 - LKPD SUBTOTAL AMOUNT</b>				<b>\$51,119.38</b>

	<b>ALTERNATE 2</b> (County choice dependent on chosen environment)	<b>UNIT</b>	<b>UNIT PRICE</b>	<b>EXTENDED PRICE</b>
<b>ALTERNATE 2 - LKPD SUBTOTAL AMOUNT</b>				<b>\$24,324.21</b>



<b>LOCATION - PALMETTO POLICE (PPD)</b>				
	<b>ALTERNATE 1</b> (County choice dependent on chosen environment)	<b>UNIT</b>	<b>UNIT PRICE</b>	<b>EXTENDED PRICE</b>
d)	PPD Supply and Install VESTA® 4.x Workstations	2 each	\$22,866.11	\$45,732.22
	Monitoring and Managed Services (Cassidian up to one [1] year upon)	12 Months	\$2,948.24	\$2,948.24
	Maintenance Services (for up to one [1] year upon system acceptance )	12 Months	\$1,800.00	\$1,800.00
<b>ALTERNATE 1 - PPD SUBTOTAL AMOUNT</b>				<b>\$50,480.46</b>

	<b>ALTERNATE 2</b> (County choice dependent on chosen environment)	<b>UNIT</b>	<b>UNIT PRICE</b>	<b>EXTENDED PRICE</b>
d)	PPD Supply and Install VoIP Phones	1 each	\$24,289.54	\$24,289.54
	Monitoring and Managed Services (Cassidian up to one [1] year upon)	12 Months	\$507.06	\$507.06
	Maintenance Services (for up to one [1] year upon system acceptance )	12 Months	\$1,000.00	\$1,000.00
<b>ALTERNATE 2 - PPD SUBTOTAL AMOUNT</b>				<b>\$25,796.60</b>

<b>OPTIONAL MAINTENANCE</b>	<b>CAROUSEL INDUSTRIES</b>	
<b>OPTIONAL</b> (Not Included In Bid Award)	<b>Monitoring/Managed Services</b> (Cassidian Communications)	<b>On-Site Maintenance Services</b>
Renewal Options	2 <sup>nd</sup> yr Annual Cost	2 <sup>nd</sup> yr Annual Cost
BASE 1	\$24,424.01	\$22,400.00
BASE 2	\$10,390.59	\$5,400
Sheriff Alt 1	\$6,913.64	\$8,100.00
Sheriff Alt 2	\$900.00	\$6,620.00
BPD Alt 1	\$3,890.91	\$3,600.00
BPD Alt 2	\$847.06	\$1,000.00
LKPD Alt 1	\$2,437.65	\$1,800.00
LKPD Alt 2	\$423.53	\$1,000.00
PPD Alt 1	\$2,437.65	\$1,800.00
PPD Alt 2	\$423.53	\$1,000.00

**IFB #14-2499DC VESTA 4.x CALL PROCESSING SYSTEM  
BID SUMMARY**

DESCRIPTION	CAROUSEL INDUSTRIES Exeter, RI
Base Bid: Host A and B	\$488,828.53
Base Bid: CBC	\$195,783.64
<b>TOTAL BASE BID</b>	<b>\$684,612.17</b>
MSO ALT 1	\$133,860.00
MSO ALT 2	\$71,640.12

BPD ALT 1	\$80,226.39
BPD ALT 2	\$35,418.16

LKPD ALT 1	\$51,119.38
LKPD ALT 2	\$24,324.21

PPD ALT 1	\$50,480.46
PPD ALT 2	\$25,796.60