

TABSHEET ITB # 20-415-B-SH Intercom & Sound System Products & Related Services February 19, 2020 at 2:00 PM This is the tabsheet showing award recommendation pending Board Approval April 14, 2020 Date Solicited: January 17, 2020 Date Opened: February 19, 2020 # Solicitated 908 # MWBE 27 # Planholders 45 # Submittals 7		Atlantis Electrical Systems, LLC 2620 Aurora Road, Unit F Melbourne, FL 32935 Daniel Fletcher 321-794-9880 fletchj@aes-mib.com		Audio Enhancement Inc. 14241 South Redwood Rd. Bluffdale, UT 84065 Stacey Lignell 800-383-9362 stacey.lignell@audioenhancement.com		David Buroker, LLC 175 Bry Lynn Dr. Melbourne, FL 32904 David Buroker 850-499-0983 daburoker@gmail.com		Infinity Corporation of Central Florida PO Box 5698 Deltona, FL 32728 Matt Pagliavulo 407-878-4283 mpagliavulo@infinityavandsecurity.com		The Integration Factory 485 Gus Hipp Blvd. Rockledge, FL 32955 Pamela McCarty C: 321-313-0144 O: 321-704-8252 panm@tifav.com		Rauland-Borg Corporation of Florida 620 Douglas Ave., Suite 1316 Altamont Springs, FL 32714 Jason Collins 407-830-6175 jason.collins@ametek.com		VisionWorx LLC dba CCS Presentation Systems 10393 Fortune Parkway Jacksonville, FL 32256 Kerry Antley 321-444-5717 kantley@ccssoutheast.com	
Completed Bidder's Acknowledgement	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y			
FL Dept. of State Division of Corporations Number	L11000086673	F09000000495	L19000249528	P09000087563	P10000030869	F97000006056	L05000080379								
Addenda #1	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y			
References Form	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y			
Certified Business Program Reciprocity Affidavit	N/A	N/A	Y - V	N/A	Y - E	N/A	N/A	N/A	N/A	N/A	N/A	N/A			
Bidder's Statement of Principal Place of Business	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A			
Litigations/Bankruptcy	N	N	N	N	Y	N	N	Y	Y	Y	Y	Y			
Local Business Tax Receipts	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y			
Current W-9	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y			
Proof of Insurance	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y			
Subcontractor Information	N/A	Y - 3 Companies	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A			
Licenses/Certifications	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y			
ITEM NO.	DESCRIPTION														
1.0	Labor Rates (Intercom Systems)	Regular Overtime	Regular Overtime	Regular Overtime	Regular Overtime	Regular Overtime	Regular Overtime	Regular Overtime	Regular Overtime	Regular Overtime	Regular Overtime	Regular Overtime			
	Technician	\$ 60.00 \$ 80.00	\$ 85.00 \$ 100.00	\$ 75.00 \$ 95.00	\$ 85.00 \$ 127.50	\$ 45.00 \$ 60.00	\$ 63.00 \$ 80.00	\$ 64.00 \$ 128.00							
	Helper	\$ 30.00 \$ 55.00	\$ 85.00 \$ 100.00	\$ 50.00 \$ 70.00	\$ 65.00 \$ 97.50	\$ 33.50 \$ 39.00	\$ 58.50 \$ 75.00	\$ 50.00 \$ 100.00							
	Other: Estimator/Project Manager	\$ 85.00 \$ 85.00		\$ 90.00 \$ 90.00	\$ 65.00 \$ 97.50			\$ 90.00 \$ 120.00							
	Other: RCDD	\$ 140.00 \$ 140.00						\$ 85.00 \$ 100.00							
	Other: Service														
	Other: IT Technician														
	Other: Engineer				\$ 85.00 \$ 127.50										
2.0	Labor Rates (Sound Systems)	Regular Overtime	Regular Overtime	Regular Overtime	Regular Overtime	Regular Overtime	Regular Overtime	Regular Overtime							
	Technician	\$ 95.00 \$ 125.00	\$ 60.00 \$ 85.00	\$ 90.00 \$ 110.00	\$ 85.00 \$ 127.50	\$ 42.50 \$ 50.00	\$ 63.50 \$ 80.00	\$ 60.00 \$ 120.00							
	Helper	\$ 75.00 \$ 95.00	\$ 60.00 \$ 85.00	\$ 60.00 \$ 80.00	\$ 65.00 \$ 97.50	\$ 32.50 \$ 39.00	\$ 58.50 \$ 75.00	\$ 45.00 \$ 90.00							
	Other: Estimator/Project Manager	\$ 140.00 \$ 140.00		\$ 90.00 \$ 90.00	\$ 65.00 \$ 97.50			\$ 90.00 \$ 180.00							
	Other: Designer	\$ 140.00 \$ 140.00													
	Other: Service						\$ 90.00 \$ 120.00								
	Other: IT Technician						\$ 85.00 \$ 100.00								
	Other: Engineer				\$ 85.00 \$ 127.50										
	Parts & Materials Discount off List Price	Discount Warranty	Discount Warranty	Discount Warranty	Discount Warranty	Discount Warranty	Discount Warranty	Discount Warranty							
3.0	Bogen	0% 1 Year	No Bid	20% 2 Years	20% 2 Years	42% 2 Years	No Bid	No Bid							
4.0	Rauland Bord	No Bid	No Bid	No Bid	0% 2 Years	42% 5 Years	25% 5 Years	No Bid							
5.0	Telecor	No Bid	No Bid	No Bid	10% 1 Year	35% 1 Year	No Bid	No Bid							
6.0	Valcom	25% 1 Year	No Bid	10% 1 Year	20% 1 Year	42% 1 Year	No Bid	No Bid							
7.0	JBL Harman	30% 1 Year	No Bid	*Varies *Varies	20% 3 Years	42% *Varies	20% 1 Year	21% 5 Years							
8.0	Crown	30% 1 year	No Bid	*Varies 6 Years	20% 3 Years	42% 3 Years	20% 1 Year	35% 6 Years							
9.0	Discount off manufacturer's list price for miscellaneous parts	10%	10%	*Varies	20%	40%	25%	21%							
10.0	Equipment rental cost percent over price invoiced	5%	10%	10%	10%	7%	15%	15%							

Recommended Award Key: Columns highlighted in yellow identify the recommended award.
 All other bidders did not meet the definition of responsive and responsible for this bid as outlined in Section 2.11

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Additional Manufacturer Parts & Materials Discount off List Price		Discount	Warranty	Discount	Warranty	Discount	Warranty	Discount	Warranty	Discount	Warranty	Discount	Warranty		
11.0	Key Digital	25%	1 Year												
12.0	Audio Enhancement			40%	5 Years										
13.0	Harman dbx					*Varies	*Varies								
14.0	Harman - Martin Lighting					*Varies	*Varies								
15.0	Community Professional Loudspeaker (BiAmp)					20%	5 Years								
16.0	Mackie					*Varies	*Varies								
17.0	Creston							30%	5 Years						
18.0	Atlas IED							25%	1 Year			21%	5 Years		
19.0	ClearCom							10%	1 Year						
20.0	iPhone							25%	2 Years						
21.0	Community Speakers									40%	5 Years				
22.0	Avlex (Audio/Speakers)									45%	1 Year				
23.0	Kustom (Audio/Speakers)									36%	1 Year				
24.0	Panasonic									55%	3 Years				
25.0	Teach Logic											21%	5 Years		
* See price listings submitted with Bid for all pricing and warranties															