

# The Local Government Purchasing Cooperative

For the Period 4/1/2008 to 3/31/2011

## Final Catalog Award Report for Radio Communication Products #285-08

### 1 Computer Aided Dispatch & Mobile Solutions System

<b>Vendor</b>	<b>Vendor Catalog Info</b>	<b>Percent Discount</b>	<b>Award</b>
Long's Electronics	Long's Electronics	10%	No

### 2 Radio Communication Products

<b>Vendor</b>	<b>Vendor Catalog Info</b>	<b>Percent Discount</b>	<b>Award</b>
Industrial Communications	Motorola & Motorola Radius	39.6%	Yes
Industrial Communications	Icom	35.14%	Yes
Industrial Communications	Midland	35.14%	Yes
Industrial Communications	Vertex	35.14%	Yes
Industrial Communications	Maxon	35.14%	Yes
Industrial Communications	Relm/BK	35.14%	Yes
Relm Wireless Corporation	Relm BK Radio Pricelist, excludes page 13	34%	No
Industrial Communications	EF Johnson	30.14%	Yes
Industrial Communications	Motorola Accessories	26.2%	Yes
Industrial Communications	Maxon Accessories	25.14%	Yes
S&P Communications	Vertex Two-Way Radio Pricelist	20%	No
EF Johnson Co.	EF Johnson Price Book	20%	No
Industrial Communications	MSV	20%	Yes
S&P Communications	Kenwood Two-Way Radio Pricelist	20%	Yes
Industrial Communications	JPS	20%	Yes
Comtex Communications	Comtex Communications Electronic Product Catalog. EXCLUDES: software, programming cables, & service related items.	15%	Yes
S&P Communications	Gaitronics Two-Way Radio Pricelist	10%	Yes
Long's Electronics	Long's Electronics	10%	No
Rz Communications	Portable & Mobile Radios, VHF & UHF Equipment Only, 5% above dealer cost	+5%	No

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### 3 Communications Networks

<b>Vendor</b>	<b>Vendor Catalog Info</b>	<b>Percent Discount</b>	<b>Award</b>
EF Johnson Co.	EF Johnson Price Book	20%	No
Comtex Communications	Comtex Communications Electronic Product Catalog. EXCLUDES: software, programming cables, & service related items.	15%	Yes
S&P Communications	Motorola Wireless Broadband Data Pricelist	10%	Yes
Long's Electronics	Long's Electronics	10%	No
Rz Communications	Fixed Data, no site survey and no installation, 10% above dealer cost	+10%	No

### 4 Radio Communications Infrastructure

<b>Vendor</b>	<b>Vendor Catalog Info</b>	<b>Percent Discount</b>	<b>Award</b>
Industrial Communications	BK Radio	35.14%	Yes
Industrial Communications	Midland	35.14%	Yes
Relm Wireless Corporation	Relm BK Radio Pricelist	34%	No
Industrial Communications	EF Johnson	30.14%	Yes
Industrial Communications	Motorola	26.2%	Yes
EF Johnson Co.	EF Johnson Price Book	20%	No
S&P Communications	Kenwood Systems	15%	Yes
Comtex Communications	Comtex Communications Electronic Product Catalog. EXCLUDES: software, programming cables, & service related items.	15%	Yes
S&P Communications	Zetron	10%	Yes
Long's Electronics	Long's Electronics	10%	No
Rz Communications	Communication Infrastructure, VHF & UHF Equipment Only, 5% above dealer cost	+5%	No

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### 5 Pagers and Paging Systems

<b>Vendor</b>	<b>Vendor Catalog Info</b>	<b>Percent Discount</b>	<b>Award</b>
American Messaging Services LLC	Nationwide two-way	9.11%	No
American Messaging Services LLC	Nationwide Alpha	9.11%	No
American Messaging Services LLC	Group Call	59.6%	No
American Messaging Services LLC	Local Numeric	53.78%	No
American Messaging Services LLC	Voicemail	50%	No
American Messaging Services LLC	Pager Replacement Program	50%	No
American Messaging Services LLC	Statewide Numeric	46.04%	No
American Messaging Services LLC	Statewide Alpha	45.23%	No
American Messaging Services LLC	Local Alpha	44.69%	No
American Messaging Services LLC	Nationwide Numeric	35.4% %	No
Relm Wireless Corporation	Relm BK Radio Pricelist	34%	No
All-Tex Networking Solutions, Inc.	Valcom Paging Products	25%	Yes
Comtex Communications	Comtex Communications Electronic Product Catalog. EXCLUDES: software, programming cables, & service related items.	15%	Yes
S&P Communications	Zetrom	10%	Yes
Long's Electronics	Long's Electronics	10%	No
Graybar Electric	Catalog #285-08	0%	Yes
Rz Communications	VHF & UHF Equipment Only, 5% above dealer cost	+5%	No

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### 6 Vehicle Event Recorders

<b>Vendor</b>	<b>Vendor Catalog Info</b>	<b>Percent Discount</b>	<b>Award</b>
IVS, Inc	Angel Trax	8% to 15%	Yes
Williams-Pyro, Inc	AccuTag Vehicle - Vehicle Module	7%	Yes
Williams-Pyro, Inc	AccuTag Vehicle - System Software	20%	Yes
Long's Electronics	Long's Electronics	10%	No
Williams-Pyro, Inc	AccuTag Vehicle - WiFi Access Point	10%	Yes
Zepco Sales & Service	ZTR 9200 Digital Event Recorders	10%	Yes
Adcomp Systems, Inc.	Transport Track System & Equipment Pricelist	0%	Yes

### 7 Vehicle Event Recorders with GPS Capability

<b>Vendor</b>	<b>Vendor Catalog Info</b>	<b>Percent Discount</b>	<b>Award</b>
Williams-Pyro, Inc	AccuTag Vehicle - Vehicle Module	7%	Yes
Williams-Pyro, Inc	AccuTag Vehicle - System Software	20%	Yes
Williams-Pyro, Inc	AccuTag Vehicle - WiFi Access Point	10%	Yes
Long's Electronics	Long's Electronics	10%	No
Adcomp Systems, Inc.	Transport Track System & Equipment Pricelist	0%	Yes
Rz Communications	GPS Recorder, no installation, 10% above dealer cost	+10%	No

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## 8 GPS Vehicle Tracking Systems

<b>Vendor</b>	<b>Vendor Catalog Info</b>	<b>Percent Discount</b>	<b>Award</b>
Williams-Pyro, Inc	AccuTag Vehicle - Vehicle Module	7%	Yes
Zepco Sales & Service	Zepco Trakit GPS	6%	Yes
Advanced Public Safety	APS SkyView	5%	Yes
Williams-Pyro, Inc	AccuTag Vehicle - System Software	20%	Yes
Superior Alarms	GE Navlogix Pricelist. \$2 off pricelist for monthly service fees	14%	Yes
Long's Electronics	Long's Electronics	10%	No
S&P Communications	Trac Point	10%	Yes
Williams-Pyro, Inc	AccuTag Vehicle - WiFi Access Point	10%	Yes
GPS Insight	GPS Insight.com	0%	Yes
Adcomp Systems, Inc.	Transport Track System & Equipment Pricelist	0%	Yes
Rz Communications	GPS Tracking Systems, no installation, 10% above dealer cost	+10%	No

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## 9 Digital Video Recorder Surveillance Systems

<b>Vendor</b>	<b>Vendor Catalog Info</b>	<b>Percent Discount</b>	<b>Award</b>
Superior Alarms	Nitek	9.3% to 26.5%	Yes
IVS, Inc	Mobile Angel Trax	8% to 15%	Yes
Commercial Security Integration	CoVi CSP & List Price Book Q4	8%	Yes
Superior Alarms	DVWW	53.3%	Yes
Zepco Sales & Service	Zepco Mobile DVR	5%	Yes
Commercial Security Integration	Genectec US MSRP	4%	Yes
TFE	Master Catalog Pricelist	35%	Yes
Superior Alarms	XI CCTV	30%	Yes
Superior Alarms	Verint	30%	Yes
Superior Alarms	Totevision	30%	Yes
Superior Alarms	Speco	30%	Yes
Superior Alarms	Samsung	30%	Yes
Superior Alarms	Pentax	30%	Yes
Superior Alarms	Panasonic	30%	Yes
Superior Alarms	GE Security	30%	Yes
Superior Alarms	Covi	30%	Yes
Superior Alarms	Axis	30%	Yes
Superior Alarms	Altronix	30%	Yes
Superior Alarms	Aiphone	30%	Yes
Superior Alarms	Bosch Security	30%	Yes
Superior Alarms	deView Electronics	29.2% to 50%	Yes
All-Tex Networking Solutions, Inc.	DVR Surveillance Products	25%	Yes
Safety Vision LP	Mobile Digital Video Recorder Surveillance Systems	25%	Yes
Commercial Security Integration	VCT Product Catalog	24%	Yes
Commercial Security Integration	Panasonic I-Pro Price Sheet	24%	Yes
Commercial Security Integration	Ge Video Surveillance MSRP	24%	Yes
Sigma Surveillance, Inc	Sigma Mobile Surveillance Catalog	20%	Yes
Commercial Security Integration	Panasonic Security Systems	16.5%	Yes
Superior Alarms	NVT	15% to 26.6%	Yes

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Comtex Communications	Comtex Communications Electronic Product Catalog. EXCLUDES: software, programming cables, & service related items.	15%	Yes
Superior Alarms	Extreme CCTV	11.6% to 49.3%	Yes
Long's Electronics	Long's Electronics	10%	No
Superior Alarms	American Dynamics/Intellex	10%	Yes
Superior Alarms	JVC	0% to 45.7%	Yes
Gatekeeper Systems, Inc.	Gatekeeper Systems	0% to 36.06%	Yes
Superior Alarms	Arteco	0% to 23%	Yes
ICOP Digital, Inc	ICOP Price Schedule & Price Sheet	0%	Yes
Graybar Electric	Catalog #285-08	0%	Yes
Adcomp Systems, Inc.	Transport Track System & Equipment Pricelist	0%	Yes
Rz Communications	Surveillance Cameras, no site surveys & no installation, 10% above dealer cost	+10%	No

### 10 All Other Types of Surveillance Products

<b>Vendor</b>	<b>Vendor Catalog Info</b>	<b>Percent Discount</b>	<b>Award</b>
TFE	Master Catalog Pricelist	35%	Yes
Relm Wireless Corporation	Relm BK Radio Pricelist	34%	No
Comtex Communications	Comtex Communications Electronic Product Catalog. EXCLUDES: software, programming cables, & service related items.	15%	Yes
S&P Communications	Comlink	15%	Yes
S&P Communications	Pryme	15%	Yes
Zepco Sales & Service	Fixed Digital Video Recorder	10%	Yes
Long's Electronics	Long's Electronics	10%	No
Gatekeeper Systems, Inc.	Gatekeeper Systems	0% to 36.06%	Yes
Communcation Sales Group, Inc.	CSG Price Sheet	0%	No
Graybar Electric	Catalog #285-08	0%	Yes
Rz Communications	WIFI Systems, no site surveys & no installation, 10% above dealer cost	+10%	No

## Proposal # 285-08 Radio Communications Products Vendor Analysis

	<b>Max Points</b>	Adcomp Systems	Advanced Public Safety	All-Tex Networking	American Messaging	Commercial Security
Responsive Proposal	<b>Yes/No</b>	Yes	Yes	Yes	No	Yes
Products/Service Meet Intent of Commodity	<b>Yes/No</b>	Yes	Yes	Yes		Yes
HUB Vendor	<b>Yes/No</b>	No	No	No		No
Price Competitiveness	<b>25</b>	22	22	22		22
Vendor Reputation/Past Performance	<b>25</b>	22	22	22		22
Product Quality and Packaging	<b>15</b>	15	15	15		15
Overall Cost to Acquire Products	<b>15</b>	15	15	15		15
Vendors Return Policy/Warranties	<b>10</b>	10	10	5		5
Sales, Delivery, and Service Locations	<b>10</b>	10	10	10		10
	<b>100</b>	94	94	89		89

	<b>Max Points</b>	Communication Sales	Comtex Comm.	EF Johnson	Gatekeeper Systems	GPS Insight
Responsive Proposal	<b>Yes/No</b>	Yes	Yes	Yes	Yes	Yes
Products/Service Meet Intent of Commodity	<b>Yes/No</b>	No	Yes	Yes	Yes	Yes
HUB Vendor	<b>Yes/No</b>		No	No	No	No
Price Competitiveness	<b>25</b>		22	10	22	22
Vendor Reputation/Past Performance	<b>25</b>		22	25	22	22
Product Quality and Packaging	<b>15</b>		15	15	15	15
Overall Cost to Acquire Products	<b>15</b>		15	15	15	15
Vendors Return Policy/Warranties	<b>10</b>		10	10	10	10
Sales, Delivery, and Service Locations	<b>10</b>		10	10	10	10
	<b>100</b>		94	85	94	94

	<b>Max Points</b>	Graybar Electric	ICOP Digital	Industrial Comm	IVS	Longs Electronics
Responsive Proposal	<b>Yes/No</b>	Yes	Yes	Yes	Yes	Yes
Products/Service Meet Intent of Commodity	<b>Yes/No</b>	Yes	Yes	Yes	Yes	No
HUB Vendor	<b>Yes/No</b>	No	No	Yes	No	
Price Competitiveness	<b>25</b>	22	22	22	22	
Vendor Reputation/Past Performance	<b>25</b>	25	22	25	22	
Product Quality and Packaging	<b>15</b>	15	15	15	15	
Overall Cost to Acquire Products	<b>15</b>	15	10	15	10	
Vendors Return Policy/Warranties	<b>10</b>	10	10	10	10	
Sales, Delivery, and Service Locations	<b>10</b>	10	10	10	10	
	<b>100</b>	97	89	97	89	

	<b>Max Points</b>	Relm Wireless	Rz Comm	S&P Comm	Safety Vision	Sigma Surveillance
Responsive Proposal	<b>Yes/No</b>	Yes	No	Yes	Yes	Yes
Products/Service Meet Intent of Commodity	<b>Yes/No</b>	Yes		Yes	Yes	Yes
HUB Vendor	<b>Yes/No</b>	Yes		No	No	Yes
Price Competitiveness	<b>25</b>	10		22	22	22
Vendor Reputation/Past Performance	<b>25</b>	25		25	22	25
Product Quality and Packaging	<b>15</b>	15		15	15	15
Overall Cost to Acquire Products	<b>15</b>	15		15	15	15
Vendors Return Policy/Warranties	<b>10</b>	10		5	10	10
Sales, Delivery, and Service Locations	<b>10</b>	10		10	10	10
	<b>100</b>	85		92	94	97

## Proposal # 285-08 Radio Communications Products Vendor Analysis

	<b>Max Points</b>	Superior Alarms	TCB Surveillance	TFE	Williams- Pyro	Zepto Sales
Responsive Proposal	<b>Yes/No</b>	Yes	No	Yes	Yes	Yes
Products/Service Meet Intent of Commodity	<b>Yes/No</b>	Yes		Yes	Yes	Yes
HUB Vendor	<b>Yes/No</b>	No		Yes	No	No
Price Competitiveness	<b>25</b>	22		22	22	22
Vendor Reputation/Past Performance	<b>25</b>	22		22	22	25
Product Quality and Packaging	<b>15</b>	15		15	15	15
Overall Cost to Acquire Products	<b>15</b>	15		15	10	10
Vendors Return Policy/Warranties	<b>10</b>	10		10	10	10
Sales, Delivery, and Service Locations	<b>10</b>	10		10	10	10
	<b>100</b>	94		94	89	92