

7/28/04

REVISED

RFP's #03-15, 03-16, and 03-17
CAD (Computer Aided Dispatch), Radio Control, and 911 Telephony Systems
June 9, 2004

EXECUTIVE SUMMARY

On June 9, 2004 the Procurement Office opened proposals for the CAD, Radio Control and 911 Telephony systems for the new 911 Center, which is currently under construction. Nine (9) companies submitted proposals. Of those nine, one was rejected because it did not meet the requirement of submitting a Bid Bond with its proposal.

The eight remaining proposals were reviewed by Jon Samuels of Synergem Emergency Services, LLC, the County's consultant for this project, John Murray, Communications Director, and Carl Hayden, IT Director for technical compliance to prepare a Summary Report for the Interview Committee. Of the eight proposals, four (4) companies were selected for interviews based on the criteria listed in the RFP's. Because each company's system had certain different configurations, each company was given an opportunity to submit their "Best and Final Offer" based on the issues that arose during review of their proposals and the interviews.

The interview committee was composed of the following:

- Marion Lyles, Chair, Purchasing, Real Estate & Grounds Committee
- John Murray, Communications Director
- Carl Hayden, IT Director
- Henry Gordon, EMA Director
- Ronald Butts, Fire Chief
- Wayne Garland, EMS Director, Oconee Memorial Hospital

Committee meetings and interviews were held on June 29, 30, July 1, 12, and 16, 2004. Marianne Dillard, Procurement Director, and Jon Samuels moderated all meetings and interviews.

The Interview Committee scored the candidates and voted unanimously on their recommendation based not only on price but also more importantly, on qualifications, upgradability, scalability, and maintainability.

Committee Recommendation:

The Committee recommendation is to award the CAD System to New World Systems of Troy, MI. Extensive demonstrations and numerous contacts with current users of this system convinced the committee that this product provided the best set of present capabilities, the most promising future improvements and the most cost-effective mix of product and support available.

Their second recommendation is to award the Radio Control and the 911 Telephony systems to Positron Public Safety Systems of Atlanta, Georgia. Positron is a long established leader among suppliers to the public safety community. Its products are proven in hundreds of locations, its maintenance and support abilities have been proven over two decades here in Oconee County, and its selection to provide both critical systems places all important system components in the care of one vendor. This last point is considered vital by the committee, who feared that dividing this responsibility would adversely impact support in case of off-hour system problems.

Final Pricing:

| | |
|--------------------------------|--------------------|
| New World Systems | \$410,785 |
| Positron Public Safety Systems | 532,696 |
| Contingency (8%) | <u>75,478</u> |
| RECOMMENDED AWARD | \$1,018,959 |

Funding Recommendation:

Although the County has funds on hand that, when supplemented by State reimbursements that are already promised, are sufficient for this procurement, it is the recommendation of John Murray and Jon Samuels that the County procure these systems with a short-term Municipal Lease/Purchase. They based this recommendation on the following:

1. Insufficient funds will be on hand in 2/05 to make full payment for these systems. The County faces an interim shortfall of \$606,706. While, this shortfall will be resolved by 6/05 when State wireless reimbursement funds will become available, a short-term financial bridging instrument is needed and this lease appears to be the least costly alternative.
2. There are infrastructure expenses associated with the final completion of the 911 center in the new law enforcement facility that can be paid using funds. These payments will be required prior to 2/05 and these expenditures further increase the interim shortfall.
3. The fire departments, rescue squads, emergency management, other small local police departments, and the jail have immediate needs for improved information management software and those needs can be satisfied using these funds.
4. The lease can be paid in full at anytime without penalty. The effective interest rate is 2.4%, which is mitigated by interest earned by these funds while invested in an interest bearing account.
5. A short-term lease protects the County against any delay in the State's promised reimbursements.
6. A lease provides leverage for the County in dealing with its vendors since payment is made over a period of time, dependent upon vendor performance.
7. Projected 911 surcharge revenues will easily pay all lease charges without requiring any supplemental County funding.

Oconee County is going to have the most advanced Communications/911 Center in the state, with the most modern and advanced systems and software. It is incumbent upon us all as good stewards to ensure that the First Responders in all county agencies have their systems and technology elevated to the same standard. Any excess funding can be reviewed and managed by the Public Safety Committee in conjunction with the chairman of the County Council Public Safety Committee.

Respectfully submitted:


Marianne A. Dillard
Procurement Director

July 27, 2004

RFP's #03-15, 03-16, and 03-17
CAD (Computer Aided Dispatch), Radio Control, and 911 Telephony Systems
June 9, 2004

EXECUTIVE SUMMARY

On June 9, 2004 the Procurement Office opened proposals for the CAD, Radio Control and 911 Telephony systems for the new 911 Center, which is currently under construction. Nine (9) companies submitted proposals. Of those nine, one was rejected because it did not meet the requirement of submitting a Bid Bond with its proposal.

The eight remaining proposals were reviewed by Jon Samuels of Synergem Emergency Services, LLC, the County's consultant for this project, John Murray, Communications Director, and Carl Hayden, IT Director for technical compliance to prepare a Summary Report for the Interview Committee. Of the eight proposals, four (4) companies were selected for interviews based on the criteria listed in the RFP's. Because each company's system had certain different configurations, each company was given an opportunity to submit their "Best and Final Offer" based on the issues that arose during review of their proposals and the interviews.

The interview committee was composed of the following:

- Marion Lyles, Chair, Purchasing, Real Estate & Grounds Committee
- John Murray, Communications Director
- Carl Hayden, IT Director
- Henry Gordon, EMA Director
- Ronald Butts, Fire Chief
- Wayne Garland, EMS Director, Occree Memorial Hospital

Committee meetings and interviews were held on June 29, 30, July 1, 12, and 16, 2004. Marianne Dillard, Procurement Director, and Jon Samuels moderated all meetings and interviews.

The Interview Committee scored the candidates and voted unanimously on their recommendation based not only on price but also more importantly, on qualifications, upgradability, scalability, and maintainability.

Committee Recommendation:

The Committee recommendation is to award the CAD System to New World Systems of Troy, MI. Extensive demonstrations and numerous contacts with current users of this system convinced the committee that this product provided the best set of present capabilities, the most promising future improvements and the most cost-effective mix of product and support available.

Their second recommendation is to award the Radio Control and the 911 Telephony systems to Positron Public Safety Systems of Atlanta, Georgia. Positron is a long established leader among suppliers to the public safety community. Its products are proven in hundreds of locations, its and its selection to provide both these critical systems places all important hardware components in the care of one vendor. This last point is considered vital by the committee, who feared that dividing this responsibility would adversely impact support in case of off-hour system problems.

Final Pricing:

| | |
|--------------------------------|---------------|
| New World Systems | \$410,785 |
| Positron Public Safety Systems | 532,696 |
| Contingency (8%) | <u>75,478</u> |

RECOMMENDED AWARD \$1,018,959

Funding Recommendation:

Although the County has funds on hand that, when supplemented by State reimbursements that are already promised, are sufficient for this procurement, it is the recommendation of John Murray and Jon Samuels that the County procure these systems with a short-term Municipal Lease/Purchase. They based this recommendation on the following:

1. Insufficient funds will be on hand in 2/05 to make full payment for these systems. The County faces an interim shortfall of \$606,706. While, this shortfall will be resolved by 6/05 when State wireless reimbursement funds will become available, a short-term financial bridging instrument is needed and this lease appears to be the least costly alternative.
2. There are infrastructure expenses associated with the final completion of the 911 center in the new law enforcement facility that can be paid using funds. These payments will be required prior to 2/05 and these expenditures further increase the interim shortfall.
3. The fire departments, rescue squads, emergency management, other small local police departments, and the jail have immediate needs for improved information management software and those needs can be satisfied using these funds.
4. The lease can be paid in full at anytime without penalty. The effective interest rate is 2.4%, which is mitigated by interest earned by these funds while invested in an interest bearing account.
5. A short-term lease protects the County against any delay in the State's promised reimbursements.
6. A lease provides leverage for the County in dealing with its vendors since payment is made over a period of time, dependent upon vendor performance.
7. Projected 911 surcharge revenues will easily pay all lease charges without requiring any supplemental County funding.

Oconee County is going to have the most advanced Communications/911 Center in the state, with the most modern and advanced systems and software. It is incumbent upon us all as good stewards to ensure that the First Responders in all county agencies have their systems and technology elevated to the same standard. Any excess funding can be reviewed and managed by the Public Safety Committee in conjunction with the chairman of the County Council Public Safety Committee.

Respectfully submitted:



Marianne A. Dillard
Procurement Director

July 23, 2004

Oconee County IEC

- RFP 03-15 CAD System opened June 9, 2004, 2 pm;
 RFP 03-16 Radio Control System opened June 9, 2004, 2:30 pm;
 RFP#03-17, 9-1-1 Telephony System opened June 9, 2004, 3 pm.

| Respondent Address | Beltsouth Business Systems Columbia, SC | New World Systems Troy, MI | Peshon Public Safety Systems Atlanta, GA | Family Communications Toccoa, GA |
|--|--|--|---|-------------------------------------|
| RFP 03-15 CAD System | | | | |
| 1. Met RFP Requirements involving bonds, addenda, etc. | Yes | Yes | Yes, except for CAD customer requirement. Have numerous seats but not 500 locations. | Did not bid. |
| 2. Initial proposed price | | | | |
| 2.1 Capital | 2.1 \$524,465 | 2.1 \$795,090 | 2.1 \$342,562 | |
| 2.2 Operating over five years | 2.2 \$255,505 | 2.2 \$117,650 | 2.2 \$131,543 | |
| 3. Advantages and Disadvantages | | | | |
| 3.1 Principal advantages | 3.1 Local telephone provider; expert in recovery of state funds; user-friendly software and excellent regional; case sharing and trend analysis; Excellent product QC. | 3.1 Most capable software; excellent coverage 911 and shut-in-check system. Partnership with SAS Institute leader in trend analysis. Link to O'Shaughnessy with County two years. Have demonstrated regional data sharing. | 3.1 Price. Good solid software. Excellent remote monitoring. Data servability is excellent. Superb after sales service record. Have demonstrated remote data sharing. | |
| 3.2 Principal disadvantages | 3.2 Some important facilities absent; project schedule indicated may over-optimistic. | 3.2 Case, but price included many items considered optional by others. Extended project schedule. | 3.2 Very little in trend analysis. | |
| 4. Best and Final price | | | | |
| 4.1 Capital | 4.1 \$414,999 | 4.1 \$410,765 | 4.1 \$380,598 | |
| 4.2 Operating over five years | 4.2 \$201,355 | 4.2 \$141,940 | 4.2 \$154,271 | |
| 5. Principal differences in B&E | | | | |
| 5.1 | 5.1 Offered across-the-board 12.5% discount. | 5.1 Restructured pricing as an "incentive" in Oconee County as a reference site. | 5.1 Offered expanded supervisory and hospital coverage. | |
| 5.2 | 5.2 Expanded hospital and supervisory coverage. | 5.2 Included several "options" on basic price. | 5.2 Offered "free" CAD seats for multiple vans. | |
| 5.3 | 5.3 Amended project plan. | 5.3 Amended project plan. | | |
| 5.4 | 5.4 Amended corrections portion but cannot use 9-1-1 funds (\$163,110). | 5.4 Amended corrections portion but cannot use 9-1-1 funds (\$163,110). | | |
| 6. Bidding | | | | |
| 6.1 Initial | 1 | 1 | | |
| 6.2 Final | 3 | | | |

| Responsible | | South Business Systems | New World Systems | Palmetto Public Safety Systems | Palmetto Communications |
|------------------------------------|---------------|------------------------|--|--|-------------------------|
| RFP 03-16 Radio Control | | | | | |
| 1. Met RFP Requirements | Did not bid. | Did not bid. | Yes | Yes | |
| 2. Initial proposed price, | | | | | |
| 2.1 Capital | | | 2.1 \$151,201 | 2.1 \$419,125 | |
| 2.2 Operating over five years | | | 2.2 \$108,616 | 2.2 \$158,000 | |
| 3. Advantages and Disadvantages | | | 3.1 Proves radio, Palmetto 800 compliance. Field support in Atlanta. | 3.1 Proves radio, local contractor. Costly compliance with Palmetto 800. | |
| 3.1 Principal advantages | | | | | |
| 3.2 Principal disadvantages | | | | | |
| 4. Best and Final price | | | 4.1 \$210,628 | 4.1 \$504,672 | |
| 4.1 Capital | | | 4.2 \$188,481 | 4.2 \$201,773 | |
| 4.2 Operating over five years | | | 5.1 Added supervisory position | 5.1 Added supervisory position | |
| 5. Principal differences in B&F | | | 5.2 Achieved compatibility with Palmetto 800 network | 5.2 Compatible with Palmetto 800 network. Expensive due to Motorola component. | |
| 5.3 Support through local vendor. | | | 5.3 | | |
| 6. Ranking | | | 1 | 2 | |
| 6.1 Initial | | | 1 | 2 | |
| 6.2 Final | | | | | |
| RFP 03-17 Telephony | | | | | |
| 1. Met RFP Requirements | Yes | Did not bid. | Yes | Yes | |
| 2. Initial proposed price, | | | | | |
| 2.1 Capital | 2.1 \$358,166 | | 2.1 \$754,287 | 2.1 \$345,110 | |
| 2.2 Operating over five years | 2.2 \$201,360 | | 2.2 \$99,726 | 2.2 \$57,250 | |
| 3. Advantages and Disadvantages | | | 3.1 Lifeline 100 is work horse of the industry. Service is in Atlanta. | 3.1 TCI phones leads in VoIP and other new technologies. Proven local service. | |
| 3.1 Principal advantages | | | | | |
| 3.2 Principal disadvantages | | | | | |
| 4. Best and Final price | | | 4.1 \$313,395 | 4.1 \$306,321 | |
| 4.1 Capital | 4.2 \$176,190 | | 4.2 \$283,309 | 4.2 \$60,000 | |
| 4.2 Operating over five years | | | 5.1 Provided additional radio position | 5.1 Provided additional radio position. | |
| 5. Principal differences in B&F | | | 5.2 Offered a 12.5% discount. | 5.2 Remain non-arming present but not as firm as competition. | |
| 5.2 Provided additional capability | | | 5.3 Expanded maintenance to include local technician. | | |
| 6. Ranking | | | 2 | 1 | |
| 6.1 Initial | 3 | | 1 (original order reversed to get single bid, telephone vendor) | 2 | |
| 6.2 Final | 3 | | | | |

Total price for software/hardware purchased through these RFP's: \$943,481
 8% project contingency: 75,478
 Total cost of supporting peripherals (commodity) systems: \$1,020 (approved by C.C. 10/3/04)
 Total capital investment: \$1,035,959
 Proposed lease/purchase and install amount for systems: \$1,035,956
 Total cost of operating expenses over five years: \$614,040
 Total available for operating expenses over five years: \$2,501,293

I hereby certify that to the best of my knowledge, the calculation of bids is correct.

Manuel A. Dillard
 Procurement Director

Notes

1. The proposed capital expenditure for the recommended procurement (New World CAD/RMS, Positron radio and telephony controllers) is \$943,481.
2. Peripheral or "commodity" systems required to support new programs and new jail management and fire management programs will add about \$617,000 to this cost. (Since many of these components are procured at market prices prevalent at the time of purchase, this estimate represents a "best estimate" total).
3. In addition, the County must pay five years of maintenance and support costs of \$613,030 at a rate of \$122,606 per year. These figures cover telephony in Seneca and dispatch screens in the hospital, as well as systems in the OCSO.
4. The capital expenditure required by this procurement and the cost of the commodity systems must be paid out of the approved 9-1-1 budget and additional funds provided by the one dollar surcharge on all fixed line telephones in the County and wireless reimbursement of funds collected by the State from mobile phone users. Maintenance and support and other operating expenses are also funded through the surcharge and State reimbursements. Surcharge funds and wireless reimbursements should amount to about \$500,000 per year if historic trends continue. As of 8/30/04, the 9-1-1 capital account totaled:

| |
|-------------|
| \$337,928 |
| 41,030 |
| 317,675 |
| \$44,411 |
| \$1,241,044 |
5. 9-1-1 funds held in escrow by BellSouth.
6. 9-1-1 funds held in escrow by GLEC.
7. Wireless funds distributed by the State and not committed.
8. General funds appropriated by the County Council.
9. Total.
10. CAD rankings were determined by system capabilities. Observations by County personnel, confirmed by references some of which were identified independently of the vendor, indicated that New World provided capabilities that exceeded those present in the other systems (See point paper on comparison of Oconee proposed system to other SC systems). In addition, New World brought partners to the table who were far superior to those included in other proposals.
11. While BellSouth could provide CAD/RMS regional data sharing and trend analysis now, the concept has never been deployed in an operational environment and the \$488,000 initial cost plus \$80,000 annual maintenance fee seemed high. New World's partner, SAS Institute, is the national leader in artificial intelligence and that could result in a better trend/pattern matching product at a reduced cost.
12. The Gandy radio proposal was costly because of the need to include Motorola components in order to achieve compatibility with the State Palmetto 800 trunked radio system. Positron was able to achieve compatibility with its in-cab system and, thus, was able to provide a system at a greatly reduced price.
13. System architecture in the Zenon telephony controller was unclear even to the BellSouth team. Sales personnel indicated it was digital but the principal engineer charged with demonstrating it indicated it was Analog and would soon be replaced. The TCI product is promising but the committee determined that Positron was the better fit because:
14. The Lifeline 100 is a proven performer. The system has a built-in remote "watchdog" function that will alert the Positron call center when a problem exists even before it affects performance. Positron also has two, over-lapping call centers and a major maintenance facility in Atlanta. TCI's system was not nearly as robust.
15. Positron has demonstrated its ability to support its equipment in this County over a number of years.
16. Positron has a strong relationship with BellSouth while TCI has a much smaller footprint and probably less leverage with the phone company.
17. The committee felt strongly that one hardware supplier was an important to avoid finger-pointing when problems occurred. The contracted Positron hardware price is about \$68,000 less than the combined Gandy price.
18. Positron has indicated they will maintain a local maintenance presence preserving an important County vendor relationship.
19. The Gandy five-year maintenance estimate was extremely low compared to all competitors and the committee was concerned that the vendor would not be able to support the project over the long-term at this price.
20. The financial model on the following page how this project can be funded.

Oconee County 9-1-1 Upgrade Funding Sources/Possible Disbursements

Assumptions:

1. Currently available funds as of 6/30/04:

| | |
|--|-------------|
| a. 9-1-1 funds held in escrow by CLPC: | 61,030 |
| b. Wireless funds distributed by the State and not committed: | 317,673 |
| c. General funds appropriated by the County Council: | 245,411 |
| Total | \$903,116 |
| 7. 9-1-1 funds held in escrow by BellSouth (Disbursement about 12/04): | \$337,928 |
| Total | \$1,241,044 |
2. The State has completed its initial review of the County's reimbursement plan with no questions raised. Consequently, Oconee County can expect that the State will reimburse for following upgrades in accordance with Title 23 Section 23-47-95 about 3/05, as follows:
 - a. GIS mapping equipment and software: 100%.
 - b. ANI/ALI controller: 70%.
 - c. CAD equipment, software and five years of maintenance: 70%.
4. The State will continue to distribute wireless funds in a manner similar to its historic pattern with growth expected to average 6% per annum over next five years.
5. The County will continue to collect telephone surcharges at the present rate (\$35,577 per month) and can expect a growth of 4% per annum.

Funds Available Based on Assumptions:

Funds on hand or available or held in escrow:

Expected State reimbursement:

- | | |
|---|-----------|
| a. New World CAD (\$410,785 x .20) | \$82,157 |
| b. CAD equipment (\$163,000 x .20) | 32,640 |
| c. Five years CAD maintenance (\$141,440 x .20) | 28,220 |
| d. GIS mapping equipment and software (\$105,000 x 1.0) | 105,000 |
| e. Position telemetry controller (\$227,802 x .2) | 45,560 |
| Total | \$293,577 |

20% error factor applies:

Total Funds Available from revenues on hand and state wireless refund:

Expected annual state wireless refund and revenues from surcharge FY 05-10:

| | | |
|-------------|---------|--------------------|
| \$1,241,044 | 214,861 | \$1,455,905 |
| | | 2,801,295 |
| | | \$3,983,301 |

Total funds available over five years:

Proposed Procurement:

Capital investment:

- | | |
|--|-------------|
| 1. New World CAD/EMS/Map | \$410,785 |
| 2. Position Telemetry controller | 313,658 |
| 3. Position Radio controller | 219,638 |
| 4. 8% contingency | 75,476 |
| 5. Commodity components to complete system | 67,000 |
| Total capital investment: | \$1,086,557 |

Total cost of procurement over five years for maintenance and support:

Total cost of procurement over five years:

| | | |
|-------------|---------|--------------------|
| \$1,086,557 | 613,838 | \$7,248,989 |
|-------------|---------|--------------------|

\$1,734,312

Five-year reserve for upgrades and other public safety applications

¹ Does include any interest earned over five-year system lifecycle

Procurement Strategies

Option One: Piece funds on hand and those that will be received by 505 in interest-bearing account. Contract to lease the system. Pay maintenance as due out of operating funds. Amount leased: \$1,635,939 (if contingency is exercised) at 3.71% for 60 months. First payment of approximately \$366,455 is due one year after contract initiation or about 9/05 (FY06). The lease would probably be paid off as soon as additional upgrade costs, such as jail management and EOC enhancements, are known and impact on budget is fully understood. Will pay about \$196,316 in interest if lease is carried to term, an effective rate of 2.4%. If lease is carried to term and no other enhancements were purchased, ending reserve would be \$3,320,252.

| | FY05 | FY06 | FY07 | FY08 | FY09 | FY10 |
|--|-----------|-----------|-----------|-----------|-----------|-----------|
| Beginning funds on hand 9/04 | 974,170 | 2,002,229 | 2,123,077 | 2,277,483 | 2,453,316 | 2,663,564 |
| Dues payment | 0 | 0 | 0 | 0 | 0 | 0 |
| Lease Payment | 0 | 366,455 | 366,455 | 366,455 | 366,455 | 366,455 |
| Maintenance Payment | 122,606 | 122,606 | 122,606 | 122,606 | 122,606 | 0 |
| Lease Balance | 1,635,939 | 1,269,304 | 903,049 | 536,594 | 170,139 | 0 |
| Funds added by interest, surcharge and wireless reimbursement by end of FY | 1,028,059 | 549,377 | 573,112 | 598,557 | 624,739 | 657,688 |

Notes:

1. Plan provides a bridge while County awaits state reimbursements
2. Allows for orderly consideration of other critical reimbursements such as mobile computing in first responder vehicles
3. Reduces dependence on State funding which could end at any time
4. Ending balance will be used for system replacement due in FY10.

Option Two:

Use available funds and expected state reimbursement for payment. Pay maintenance annually at a cost of \$122,606

| | FY05 | FY06 | FY07 | FY08 | FY09 | End |
|--|------------------------|---------|---------|-----------|-----------|------------------------|
| Funds on hand beginning of FY: | 1,751,803 ¹ | 219,143 | 665,416 | 1,157,634 | 1,654,187 | 1,933,373 ² |
| Capital Procurement: | 1,635,939 | 0 | 0 | 0 | 0 | 0 |
| Maintenance Payment | 122,606 | 122,606 | 122,606 | 122,606 | 122,606 | 0 |
| Funds Balance | (606,760) | 0 | 0 | 0 | 0 | 0 |
| Funds added by interest, surcharge and wireless reimbursement by end of FY | \$21,478 | 568,879 | 573,112 | 598,557 | 624,739 | 657,688 |

Notes:

1. Will require some type of bridge financing to cover period CY2005-6/05 before State reimbursements are available
2. Plan is viability heavily dependent on continued state funding and surcharge remaining at one dollar
3. Surplus can be used to fund mobile computing, EOC upgrades and other public safety needs
4. Ending balance will be used for system replacement due in FY10

² Includes funds on hand and additional two months surcharge funds

³ Includes release of DelSouth escrow funds, wireless reimbursement for initial purchase and annual wireless reimbursement

⁴ This is actually the total available on CY2005 when payment is due

⁵ Contract ends CY2009

RFP No.
03-15
03-16
03-17

Oconee County LEC
CAD System
Radio Control System
911 Telephony System

June 9, 2004
2:00 p.m.
2:30 p.m.
3:00 p.m.

| Respondent | Intergraph Public Safety | Logistic Systems | Orbacom Systems Inc | Vision Air |
|--------------------------|-----------------------------|-----------------------|------------------------|-----------------------|
| Address | Madison, AL | Missoula, MT | Cinnaminson, NJ | Castle Hayne, NC |
| 03-15, LEC CAD System | yes - not interviewed | yes - not interviewed | yes - not interviewed | yes - not interviewed |
| Bid Bond Submitted | yes | yes | yes | yes |
| Acknowledged Addenda | yes | yes | yes | yes |
| 03-16, LEC Radio Control | | | yes - not interviewed | |
| Bid Bond Submitted | | | yes | |
| Acknowledged Addenda | | | yes | |
| 03-17, LEC 911 Telephony | | | yes - not interviewed | |
| Bid Bond Submitted | | | yes | |
| Acknowledged Addenda | | | yes | |
| Comprehensive Proposal | | | yes - not interviewed | |
| Respondent | Diversified Electronics Inc | Motorola, Inc. | Sprint | |
| Address | Greenville, SC | Greenville, SC | Greenwood, SC | |
| 03-15, LEC CAD System | no response | no response | yes | |
| Bid Bond Submitted | | | no - proposal rejected | |
| Acknowledged Addenda | | | yes | |
| 03-16, LEC Radio Control | no response | no response | yes | |
| Bid Bond Submitted | | | no - proposal rejected | |
| Acknowledged Addenda | | | yes | |
| 03-17, LEC 911 Telephony | no response | no response | yes | |
| Bid Bond Submitted | | | no - proposal rejected | |
| Acknowledged Addenda | | | yes | |

Attended Bid Opening: Tom Drake, Dennis Hurford, John Smith, Jon Samuels, Carolyn Morris, Marianne Dillard, Ann Albertson

RFQ #
03-15
03-16
03-17

Oconee County LEC
CAD System
Radio Control System
911 Telephony System
Committee Ranking

June 9, 2004
2:00 p.m.
2:30 p.m.
3:00 p.m.

| Respondent | Bell South Business Systems | | New World Systems | | Positron Public Safety Systems | | Gunby Communications | |
|--------------------------------|-----------------------------|-----------|-------------------|----------|--------------------------------|-----------|----------------------|-----------|
| | Score | Ranking | Score | Ranking | Score | Ranking | | |
| 03-15, LEC CAD System | | | | | | | | |
| Ronald Butts | 70 | 3 | 97 | 1 | 83 | 2 | | |
| Wayne Garland | 82 | 2 | 96 | 1 | 81 | 3 | | |
| Henry Gordon | 83 | 2 | 89 | 1 | 73 | 3 | | |
| Carl Hayden | 70 | 3 | 98 | 1 | 77 | 2 | | |
| Marion Lyles | | | | | | | | |
| John Murray | 80 | 2 | 100 | 1 | 75 | 3 | | |
| Total/Ranking CAD | 385 | 12 | 480 | 5 | 389 | 13 | | |
| 03-16, LEC Radio Control | | | | | | | | |
| | | | | | Score | Ranking | Score | Ranking |
| Ronald Butts | | | | | 94 | 1 | 58 | 2 |
| Wayne Garland | | | | | 94 | 1 | 74 | 2 |
| Henry Gordon | | | | | 89 | 1 | 54 | 2 |
| Carl Hayden | | | | | 83 | 1 | 63 | 2 |
| Marion Lyles | | | | | | | | |
| John Murray | | | | | 95 | 1 | 70 | 2 |
| Total/Ranking Radio | | | | | 455 | 5 | 329 | 10 |
| 03-17, LEC 9-1-1 Telephony | | | | | | | | |
| | Score | Ranking | | | Score | Ranking | Score | Ranking |
| Ronald Butts | 69 | 3 | | | 83 | 2 | 87 | 1 |
| Wayne Garland | 84 | 2 | | | 78 | 3 | 92 | 1 |
| Henry Gordon | 84 | 3 | | | 85 | 2 | 88 | 1 |
| Carl Hayden | 65 | 3 | | | 65 | 2 | 94 | 1 |
| Marion Lyles | | | | | | | | |
| John Murray | 73 | 2 | | | 95 | 1 | 85 | 3 |
| Total/Ranking Telephony | 375 | 13 | | | 408 | 10 | 426 | 7 |