

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. Msrianne 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%)	75,478
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 2005 to make full payment for these systems. The County faces an interim shortfall of \$696,706. 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 2005 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

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Respectfully submitted,



Marianne A. Dillard
Procurement Director

July 23, 2004

Response		Yes	No	Not sure	Yes	No
RSP 03-16 Radio Control						
1. Are R/P Recorders used?	Did not bid					
4. Initial proposed price:						
4.1 Capital		2.1 \$151,291			2.1 \$419,225	
4.2 Operating over five years		3.2 \$108,612			3.2 \$138,303	
5. Advantages and Disadvantages		3.1 Proven technology, Fair price 3000 compliance, Field support, training			3.1 Proven technology, Fair price 3000 compliance, Field support, training	
3.1 Proven advantages						
3.2 Proven disadvantages						
4. Bid and Purchase						
4.1 Capital		4.1 \$316,638			4.1 \$289,272	
4.2 Operating over five years		4.2 \$188,481			4.2 \$201,275	
5. Proposed advantages or B&E		5.1 Excellent support, positive			5.1 Added support, very professional	
		5.2 Achieved compatibility with Fairview 889 network			5.2 Compatible with Spectrum 801 network. Responsive due to network, equipment	
		5.3 Success through team support			5.3 Success through team support	
6. Ranking		1			2	
6.1 Initial		1			2	
6.2 Final						
RSP 03-17 Telephony						
1. Are R/P Recorders used?	Did not bid					
2. Are R/P Recorders used?	Yes					
2.1 Capital	2.1 \$358,166				2.1 \$345,110	
2.2 Operating over five years	2.2 \$201,100				2.2 \$82,256	
3. Advantages and Disadvantages	3.1 Local service, excellent support, UAD				3.1 Local service, local support and other new technology, 2 month local service	
3.1 Proven advantages						
3.2 Proven disadvantages						
4. Bid and Final price						
4.1 Capital	4.1 \$313,988				4.1 \$166,121	
4.2 Operating over five years	4.2 \$176,192				4.2 \$60,000	
5. Proposed advantages or B&E	5.1 Offered 12.5% discount				5.1 Provided address of (not a problem)	
	5.2 Provided additional responsibility				5.2 Remain in group position but not as fully as competitor	
6. Ranking						
6.1 Initial	3				1	
6.2 Final	3				2	

Total price for software/hardware purchase through these RFPs: \$963,481
 \$21,278
 \$942,203

RFP process completed by: [Signature]
 Date: 03/23/09
 Approved by: [Signature]
 Date: 03/23/09

Total cost of recurring plans over 5-year period: \$0 (system)
 Total capital investment: \$0
 Financial benefit over 5-year period: \$0
 Total cost of ownership and payables over 5-year period: \$0
 Total available for operating expenses over 5-year period: \$0

I hereby verify that to the best of my knowledge, the information above is correct.
 [Signature]
 Project Manager

Notes

1. The proposed capital expenditure for the recommended procurement (New World CDD) was \$947,481. Peripherals or "accessory" systems required to support new programs and new job management programs will add about \$617,000 to this cost. (Since many of these components are procured at market prices available at the time of purchase, this estimate represents a "best estimate" only.)
2. In addition, the County must pay five years of maintenance and support costs of \$677,000 at a rate of \$127,600 per year. These figures compare favorably with similar systems in other hospitals, as well as systems in the OCSO.
3. The capital expenditure required by this procurement and the cost of the commodity systems to be paid out of the approved 3-1-1 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 \$300,000 per year if historic trends continue. As of 8/30/04, the 3-1-1 capital account totaled \$337,528.

3-1-1 funds held in escrow by BellSouth	4,050
Wireless funds collected by the State and not committed	317,675
General funds procured by the County (Column 8)	54,441
Total	51,201,004
4. CDD ratings were determined by system capabilities. Operators by County personnel, confirmed by releases some of which were obtained independently of the vendor, indicate that New World provided capabilities that exceed those present in the other systems (See print-out of discussion of Orange proposed system available on SC website). In addition, New World brought partners to the table who were far superior to those included in other proposals.
5. While BellSouth would provide CDD/IMS, use of data sharing and team analysis tool, the concept has never been deployed in an operational environment (the \$475,000 initial cost plus \$80,000 annual maintenance fee exceed New World's partner, SMS Institute, as the national leader in telephone interface and that vendor cost at 2 hours per hour) than matching product in a recent cost.
6. The County's proposal was costly because of the need to the use Malloy's component in order to achieve compatibility with the State Phil video 300 min rail radio system. Posidon was able to achieve compatibility with its network center and this was able to provide a system at a greatly reduced price.
7. System administration in the Center telephone controller was analyzed even to the last 500 users. Sales personnel indicated that Posidon was the principal engineer charged with demonstrating it (indicated in my meeting and would soon be replaced). The TCI product is promising but the comparison determined that Posidon was the better fit because the Lifetime 100 is a proven performer. The system has a built-in remote "watchdog" function that will alert the Posidon call center when a problem exists even before it affects performance. Posidon also has two, over-lapping call centers and a major maintenance facility in Atlanta. TCI's system was not nearly as robust.
8. Posidon has demonstrated its ability to support its equipment in this County over a period of year.
9. Posidon has a strong relationship with BellSouth while TCI has a much weaker (weaker) and probably less leverage with the phone company.
10. The committee felt strongly that one important factor was an important to avoid, from accounting when problems occur. The estimated cost of hardware price is about \$68,000 (minus the option and County price).
11. Posidon has indicated they will maintain a local maintenance presence, including an immediate County vendor relationship.
12. The County's 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.
13. The financial model on the following page shows the projected cost of the project.

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

Assumptions:

- 1. Currently available funds are not available.
- 2. 9-1-1 funds held in escrow by OCO.
- 3. All other funds identified by the State and not committed.
- 4. General funds appropriated by the County Council.
- 5. Total funds held in escrow by Defendants (disbursements) about \$1,241,344.
- 6. The State has agreed to an annual review of the County's reimbursements other than the amount raised. Consequently, Ocoosa County can expect that the State will reimburse for the following program in accordance with Title 23 Section 23-27-95 about 2005 as follows:
 - a. GIS mapping equipment and software = 11279.
 - b. ANPA/CD control (a) 705.
 - c. CAD equipment, software and five years of maintenance 7154.
- 7. The State will continue to allocate wireless funds in a manner similar to its historic pattern with growth expected to average 6% per annum from next five years.
- 8. The County will continue to collect telephone surcharges as the present rate (\$33.577 per month) and use expect a growth of 4% per annum.

Funds Available Based on Assumptions:

Funds available for available or held in escrow	
Escrowed State reimbursements	\$82,127
a. New World CAD (\$410,283 x .20)	82,046
b. CAD equipment (\$350,000 x .23)	80,700
c. Five years CAD maintenance (\$171,440 x .20)	34,288
d. GIS mapping equipment and software (\$65,000 x .13)	8,450
e. Position telephone equipment (\$227,002 x .36)	81,631
	\$3,291,044

Government (2000 - 2010)

Total Funds Available from revenues in hand and other sources (not including off-budget)	\$1,253,000
Total funds available over five years	2,202,042

Total funds available over five years

Proposed Procurement:

Category (Investment)	
1. New World CAD (\$410,283)	\$110,702
2. CAD equipment (\$350,000)	313,038
3. Five year CAD maintenance (\$171,440)	34,288
4. GIS mapping equipment and software (\$65,000)	8,450
5. Capitalize equipment in complete system	627,000
Total capital investment	

Operating costs over five years (not including out of pocket)

Total cost of procurement over five years	\$1,615,056
Five-year reserve for upgrades and other prime sales applications	613,110

Five-year reserve for upgrades and other prime sales applications

Use include any other capital over five-year system lifecycle

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

Geones 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	

Afternoon Bid Opening: Tom Drake, Dennis Hurford, John Smith, Jon Smeets, Carolyn Morris, Marianne Dilks, Ann Albersen

03-15
03-16
03-17

Oscar County LEC
CAD System
Radio Control System
9-1-1 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	87	1	83	2		
Wayne Garland	82	2	96	1	81	3		
Henry Gordon	83	2	89	1	79	3		
Carl Hayden	79	3	98	1	77	2		
Marion Lyles								
John Murray	80	2	100	1	76	3		
Total/Ranking CAD	385	12	480	5	359	13		
03-16, LEC Radio Control					Score	Ranking	Score	Ranking
Ronald Butts					94	1	58	2
Wayne Garland					96	1	74	2
Henry Gordon					88	1	64	2
Carl Hayden					83	1	63	2
Marion Lyles								
John Murray					95	1	76	2
Total/Ranking Radio					456	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	66	3			85	2	86	1
Carl Hayden	65	3			69	2	94	1
Marion Lyles								
John Murray	73	2			95	1	85	2
Total/Ranking Telephony	375	13			408	10	426	7