

BOCC APPROVED FEBRUARY 17, 2021
BOARD OF BIDS AND CONTRACTS FEBRUARY 11, 2021

2. ON-CALL DATA DROP/CABLE INSTALLATION -- VARIOUS DEPARTMENTS

FUNDING - VARIOUS DEPARTMENTS

(Request sent to 31 Vendors)

RFB #20-0061 Contract

	Cablecom, Inc.	Comm-Tech Services Co., Inc.	Decker Electric, Inc.
1. Service Call – For identification of need and quote	\$60.00/hr	\$0.00	\$0.00
2. Business Hour Rate for Labor Only - One Person	\$60.00	\$48.00	\$50.00
3. Business Hour Rate for Labor Only - Two People	\$90.00	\$96.00	\$85.00
4. After Hours Rate for Labor Only - One Person	\$90.00	\$72.00	\$72.00
5. After Hours Rate for Labor Only - Two People	\$125.00	\$144.00	\$115.00
6. Percentage Mark-Up on Cost of Materials and Parts	35%	15%	15%
7. Percentage Mark-Up on Allowed Equipment Rental	15%	10%	12%
Acknowledge Addendum	Yes	No	Yes
	Gateway Wireless & Network Services	Mill-Tel, Inc.	Vision Communications KS, Inc.
1. Service Call – For identification of need and quote	\$0.00	\$0.00	\$0.00
2. Business Hour Rate for Labor Only - One Person	\$60.00	\$48.00	\$45.00
3. Business Hour Rate for Labor Only - Two People	\$110.00	\$65.00	\$85.00
4. After Hours Rate for Labor Only - One Person	\$90.00	\$72.00	\$67.50
5. After Hours Rate for Labor Only - Two People	\$165.00	\$97.00	\$127.50
6. Percentage Mark-Up on Cost of Materials and Parts	23%	7%	8%
7. Percentage Mark-Up on Allowed Equipment Rental	5%	7%	8%
Acknowledge Addendum	Yes	Yes	Yes
	WhiteNet Solutions, LLC dba WhiteNet Solutions		
1. Service Call – For identification of need and quote	\$70.00		
2. Business Hour Rate for Labor Only - One Person	\$62.00		
3. Business Hour Rate for Labor Only - Two People	\$114.00		
4. After Hours Rate for Labor Only - One Person	\$93.00		
5. After Hours Rate for Labor Only - Two People	\$171.00		
6. Percentage Mark-Up on Cost of Materials and Parts	20%		
7. Percentage Mark-Up on Allowed Equipment Rental	20%		
Acknowledge Addendum	Yes		
	\$510.00		
	0.40		
No Bid	Alzatex, Inc.	Graybar	Smart Cabling Solutions
	United Cable Direct, Inc.		

On the recommendation of Josh Lauber, on behalf of various departments, Jennifer Blasi moved to **accept the overall low bids from Mill-Tel, Inc. and Vision Communications KS, Inc.** for a contract period of two (2) years with three (3) one (1) year options to renew. Anna Meyerhoff seconded the motion. The motion passed unanimously.

In the past, the county has utilized external vendors for low voltage cabling needs when the need exceeded the capabilities within County IT's limited resources. Much like any on-call service contract, this will give the county a contracted rate for this type of work. The work includes data and telephone cable runs, terminations, patching, and also includes fiber optic terminating and splicing that the county is unable to provide.

Notes:

These are newly contracted on-call services.

In 2020 the county paid \$324,812.34 to Mill-Tel, Inc.

After Hours Rate for Labor will only occur in rare circumstances and allowances to provide next day business hours services/goods are acceptable.