

BOCC APPROVED APRIL 14, 2021  
BOARD OF BIDS AND CONTRACTS APRIL 8, 2021

3. OUTDOOR WARNING SYSTEMS -- EMERGENCY MANAGEMENT  
FUNDING -- EMERGENCY MANAGEMENT  
(Sent to 11 vendors)

#21-0007 Contract					
Outdoor Warning Systems		HQE Systems	Joe Goddard Enterprises, LLC	Phillips Southern Electric Co., Inc.	West Shore Service Inc.
Turn-key Siren Installation, Per Siren	\$ Flat Rate	\$8,995.00	\$6,000.00	\$8,900.00	\$5,800.00
Siren Removal, Per Siren	\$ Flat Rate	\$5,155.00	\$1,000.00 or free with new installation	\$1,500.00	\$1,600.00 (with installation of new siren)
Preventative Maintenance Per Siren:	\$ Flat Rate	\$1,858.24	\$300.00	\$600.00	N/A
1/5 of the system annually (31 sirens)	\$ Flat Rate	\$23,035.24	\$9,300.00	\$18,600.00	\$9,610.00
1/4 of the system annually (38 sirens)	\$ Flat Rate	\$27,064.08	\$11,400.00	\$22,800.00	\$11,210.00
1/3 of the system annually (51 sirens)	\$ Flat Rate	\$37,010.16	\$15,300.00	\$30,600.00	\$14,280.00
1/2 of the system annually (76 sirens)	\$ Flat Rate	\$55,588.20	\$22,800.00	\$76,600.00	N/A
Full System annually (152 sirens)	\$ Flat Rate	\$101,881.32	\$45,600.00	\$91,200.00	N/A
Routine Call-out for Repair Charge	\$ Hourly or Flat Rate	\$64.00/Hour or \$464.00/Day	\$100.00/Hour	\$125.00 HR	\$480.00
Weekend and/or Holiday Call-out Repair Charge	\$ Hourly or Flat Rate	\$64.00/Hour or \$464.00/Day	\$125.00/Hour	\$200.00 HR	\$650.00
24 HR. Emergency Response (within a 3 hour response time)	\$ Hourly or Flat Rate	\$64.00/Hour or \$464.00/Day	\$125.00/Hour	\$200.00 HR	\$650.00
New Siren Sales/Purchases below MSRP	Percent Below	15% below on ATI/Federal Signal 30% below MSRP on SIRcom	15% off MSRP	5%	15%
Cost-plus percent mark-up for all parts	Percent Mark-up	8.10%	15% Mark-up	15%	12%
Battery Replacement	Ea.	\$375.00	N/A	N/A	N/A
Warranty on repairs	Weeks/Months	1 year or through duration of maintenance period	30 days	2 weeks	24 months
No Bids		Blue Valley Public Safety, Inc.		Safetycom, Inc.	

On the recommendation of Lee Barrier, on behalf of Emergency Management, Jennifer Blasi moved to **accept the proposal from Joe Goddard Enterprises, LLC and to establish contract pricing for a period of two (2) years with three (3) one (1) year options to renew.** Anna Meyerhoff seconded the motion. The motion passed unanimously.

A committee comprised of Julie Stimson, Jon Marr, and Cody Charvat - Emergency Management; Alyssa Dickman - Emergency Communications; Jessica Ostmeyer - Finance; Britt Rosencutter and Lee Barrier - Purchasing reviewed all proposal responses based on criteria set forth in the RFP and unanimously chose Joe Goddard Enterprises, LLC.

The objective of this RFP is to find a factory certified and credentialed subject matter expert (SME) partner in outdoor warning systems who could provide both equipment sales and maintenance for our mixed-manufacturer outdoor warning system. The goal is to select a vendor who could support total system planning; upgrades with the most cost effective and creative solutions available; acquire contract pricing for preventative maintenance; routine repair; turnkey installation of new sirens; and removal/storage of old sirens.

Questions and Answers

Russell Leeds: Counselor, I supervise and oversee Emergency Management. I have had no specific discussions about the contents of this RFP or this decision but just to get your input?

Kirk Sponsel: Technically you work within the Manager's office is that correct?

Russell Leeds: That is correct.

Kirk Sponsel: You just have some oversight of this department is that correct?

Russell Leeds: Correct.

Kirk Sponsel: Were you involved at all in the decision making process?

Russell Leeds: I was not.

Kirk Sponsel: Okay and does the Manager's office directly benefit from the results of this purchase?

Russell Leeds: Not that I can articulate.

Kirk Sponsel: Not more than potentially other departments might?

Russell Leeds: Correct.

Kirk Sponsel: Okay with that I certainly appreciate your oversight. If you do want to abstain or defer, you certainly can. At this time I do feel comfortable with you participating if you want to.

Russell Leeds: Jon, can you give us a brief overview of the siren system this is going to impact and why this is important, just for the record?

Jon Marr: We were looking for a subject matter expert contractor who could help us with the maintenance of our outdoor warning system. We have 152 sirens located all throughout the county and we have a great need for master strategic planning and total planning for as well as a subject matter expert. We have never had a subject matter vendor. This will be the first time that we have sought one out.

Anna Meyerhoff: What is a subject matter expert vendor?

Jon Marr: There are companies that specialize in outdoor warning systems. They are factory certified and they have skills and software that could help us plan the acoustics of outdoor warning systems and how far sound travels through topography and other noise pollutions.