



DEPARTMENT OF INFORMATION AND TECHNOLOGY SERVICES

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<http://www.co.washtenaw.mi.us>

Date: June 11, 2010

To: Public Safety & Justice Committee
From: Information & Technology Services

Subject: Bid #6538 Preliminary Evaluation

Information & Technology Services has completed a preliminary evaluation of Bid 6538, Audio Visual Equipment and Installation for 14A-1 District Court. Based upon our preliminary bid evaluation, we have determined that the vendor with the most complete solution and product offering is AVI Systems Inc which submitted an overall solution price of \$207,108.00. The reasons for AVI's preliminary selection is submittal of competitive pricing, detailed configurations, non-subcontracted installation, complete solutions of similar installations and accuracy and completeness of required bid information.

Of the two respondents, AVI was second in pricing, behind Thalner Electronic Labs Inc. at \$115,293.00. Thalner has submitted a bid response, which is incomplete and not capable of being evaluated, based upon the information provided. To this extent the only meaningful information provided was partial pricing but with no reference made to the products or configurations being offered. This is not the first time an incomplete bid of this quality has been submitted by this vendor, a vendor who by now is very familiar with County procedure.

Please consider proceeding with a preliminary awarding of the services requested in bid 6538 to AVI Systems Inc. as initial investigations deem them to be the best solution provider and in the best interest of the Washtenaw County at this time. Further vetting of the vendor's response will be required in order to proceed with issuing a contract and purchase order. If in the event further investigation of AVI Systems Inc eliminates them from further consideration, the award will be made to the next most responsive and responsible bidder.

The timeline for evaluation and installation is as follows:

- 1) Review of bid configurations for functionality and cost. June 16th
- 2) Award bid and enter into contract negotiations June 16th*
- 3) Issue purchase order June 22nd

* Internal processing and vendor interaction can affect contract timelines.

The installation phase will commence upon issuance of purchase order, will run from 45 to 60 days and consist of the following steps:

1) Design review & Sign off	Day	1
2) Final equipment list	Day	3
3) Equipment Order	Day	5
4) Construction Drawing Sign-Off	Day	8
5) Cable Installation (if required)	Day	10
6) Equipment Received	Day	17
7) Off site Pre-fabrication	Day	17
8) System Programming	Day	20
9) On-site Installation	Day	20
10) System Commissioning	Day	34
11) Walk Thru and Punch List	Day	36
12) Substantial Completion Sign Off	Day	36
13) Punch List Resolution	Day	42
14) As Built Drawings	Day	42
15) Project Documentation	Day	42
16) Client Training	Day	42
17) Job Close	Day	45

Steve Farat
Department of Information & Technology Services

RFP 6538 - Audio Visual Equipment and Installation for 14A-1 District Court

VENDOR NAME:	<i>Sunguard</i>	<i>At&T</i>	<i>Thalner - Tel systems</i>	<i>AVI Systems</i>
Configuration Pricing Summary:	No Bid	No Bid		
Conf A, Ctrm 1			\$ 43,347.00	\$ 60,391.00
Conf A, Add-Alternate				
Conf B, Ctrm 2			\$ 11,494.00	\$ 23,298.00
Conf B, Add-Alternate				
Conf C, Ctrm 3			\$ 11,194.00	\$ 23,298.00
Conf C, Add-Alternate				
Conf D, Jury Assembly			\$ 18,726.00	\$ 30,241.00
Conf D, Add-Alternate				
Conf E, Media Cart			\$ 16,452.00	\$ 18,085.00
Conf F, Digital Signage			\$ 14,080.00	\$ 51,795.00
Conf F, Add-Alternate				

Total Pre-negotiation Cost \$ 115,293.00 \$ 207,108.00

Outsourcing Installation			Yes	No
CUB Document			Yes	Yes
Bid Bond			Yes	Yes
T&L Pricing Included:			Not included	Yes
Manufacturer's Affiliation Y/N			Not included	Yes
Proposal Security Requirements Y/N			Not Included	Yes
Preliminary Timeline			Not included	Yes

Additional Pricing

Polycom MGC-25 IP 12			Not Included	\$ 24,989.00
Polycom MGC-25 install & conf			Not Included	inc.
Polycom RMX1000			Not Included	\$ 31,758.00
Polycom RMX1000 install & conf			Not Included	inc.
Polycom HDX7000w/MPPlus software			Not Included	\$ 13,630.00
Polycom HDX7000 install & conf			Not Included	inc.