

**West Orange Public Schools  
West Orange, New Jersey 07052**

**BID SUMMARY AND CONTRACT AWARD RECOMMENDATION**

On authorization of the Business Administrator formal bids were solicited for Fire Alarm Repairs District Wide for all schools Bid 18-09. This solicitation was made by advertised Public Notice appearing in the Star Ledger on March 5, 2018.

Bids were sent to the following vendors:

Alarm and Communication Technologies		Open Systems Integrators
Vanwell Electronics	Associated Fire Protection	UTC
Rapid Fire Security	Sal Electric Co. Inc.	Applied Protection
Haigs Service Corp	Fire Security Technologies, Inc.	Construction Journal
Education Intelligence Inc.	APS Corporation	Allied fire & Safety
Systems Electronic, Inc.		

Sealed bids were opened and read aloud on Wednesday April 4, 2018 at 11:15AM at the Administration Building in Room 111.

Those in attendance were:

<u>Name</u>	<u>Firm</u>
John Calavano	WOBOE
Robert Csigi	WOBOE
Kathy McCormick	WOBOE
Frank Aloia	FST
Julio Ross	System Electronics
Luis Gomez	Sal Electric
Mario Mienkowski	Vanwell Electronics

Proposals were received from the following companies:

Sal Electric Co., Inc.	Labor rate (Straight Time)	\$95.00 per hour
	Material Costs	10% Discount off MRSP/List
Open Systems Integrators, Inc.	Labor rate (Straight Time)	\$109.00 per hour
	Material Costs	10% Discount off MRSP/List
Alarm and Communication Technologies, Inc.	Labor rate (Straight Time)	\$95.00 per hour
	Material Costs	10% Discount off MRSP/List
Allied Fire & Safety Equipment Co., Inc	Labor rate (Straight Time)	\$122.00 per hour
	Material Costs	15% Discount off MRSP/List
Systems Electronic, Inc.	Labor rate (Straight Time)	\$98.00 per hour
	Material Costs	10% Discount off MRSP/List
Fire Security Technologies, Inc.	Labor rate (Straight Time)	\$103.00 per hour
	Material Costs	15% Discount off MRSP/List
Vanwell Electronics	Labor rate (Straight Time)	\$84.50 per hour
	Material Costs	25% Discount off MRSP/List

Vanwell Electronics was the low bidder but was disqualified because the labor bid rate was below the prevailing wage rate.

The base bids of both Alarm and Communication Technologies, Inc. and Sal Electric Co., Inc. were identical: Straight Time Labor: \$95.00 per hour; Material Cost Discount off MSRP/List: 10%. Costs for labor and material for the optional years were used to determine the lowest bidder. Alarm and Communication Technologies stayed consistent with no increase in labor and material costs for each of the two optional years. Conversely, Sal Electric Co., Inc. increased the cost of labor and material for each of the two optional years.

Recommend award of a contract for a period of one (1) year July 1, 2018 – June 30, 2019 to Alarm and Communication Technologies, Wharton, NJ 07885 for Fire Alarm Repairs District Wide for a Labor Rate (Straight Time) \$95.00 per hour, Material Costs 10% Discount off MSRP/List. Alarm and Communication Technologies has two (2) one (1) year renewal options. July 1, 2019 – June 30, 2020, Fire Alarm Repairs District Wide for a Labor Rate (Straight Time) \$95.00 per hour, Material Costs 10% Discount off MSRP/List, July 1, 2020 – June 30, 2021, Fire Alarm Repairs District Wide for a Labor Rate (Straight Time) \$95.00 per hour, Material Costs 10% Discount off MSRP/List.