



**Board Meeting for May 2, 2023**

**BID 23-046 Two Way Portable Radios, Supplies and Accessories District-Wide**

| <b>1</b>  | <b>Motorola CP200 UHF 16 Channel 4 watt handheld radio with LCD display. Item to include battery, charger, antenna and belt clip. 2-year warranty. Price should include programming, freight, and delivery.</b>  |          |          |                      |       |                 |                                    |   |    |          |                      |   |   |    |          |                      |                               |   |    |          |                      |                               |   |    |          |                      |   |   |    |          |                      |
|---|--|----------|----------|----------------------|-------|-----------------|------------------------------------|---|----|----------|----------------------|---|---|----|----------|----------------------|-------------------------------|---|----|----------|----------------------|-------------------------------|---|----|----------|----------------------|---|---|----|----------|----------------------|
|   | <table border="1"> <thead> <tr> <th>Supplier</th> <th>QTY</th> <th>UOM</th> <th>Price</th> <th>Recommendation</th> </tr> </thead> <tbody> <tr> <td>Discount Two-Way Radio Corporation</td> <td>1</td> <td>EA</td> <td>No Bid</td> <td></td> </tr> <tr> <td>[ALT1] Discount Two-Way Radio Corporation</td> <td>1</td> <td>EA</td> <td>\$212.55</td> <td>1st Vendor of Choice</td> </tr> <tr> <td>[ALT1] Stolz Telecom</td> <td>1</td> <td>EA</td> <td>\$325.65</td> <td>2nd Vendor of Choice</td> </tr> <tr> <td>[ALT1] American Radio Systems</td> <td>1</td> <td>EA</td> <td>\$375.00</td> <td>3rd Vendor of Choice</td> </tr> <tr> <td>Industrial Communications (SAT Radio Communications I</td> <td>1</td> <td>EA</td> <td>\$513.30</td> <td>4th Vendor of Choice</td> </tr> </tbody> </table> | Supplier | QTY      | UOM                  | Price | Recommendation  | Discount Two-Way Radio Corporation | 1 | EA | No Bid   |                      | [ALT1] Discount Two-Way Radio Corporation             | 1 | EA | \$212.55 | 1st Vendor of Choice | [ALT1] Stolz Telecom          | 1 | EA | \$325.65 | 2nd Vendor of Choice | [ALT1] American Radio Systems | 1 | EA | \$375.00 | 3rd Vendor of Choice | Industrial Communications (SAT Radio Communications I | 1 | EA | \$513.30 | 4th Vendor of Choice |
| Supplier  | QTY  | UOM      | Price    | Recommendation       |       |                 |                                    |   |    |          |                      |   |   |    |          |                      |                               |   |    |          |                      |                               |   |    |          |                      |   |   |    |          |                      |
| Discount Two-Way Radio Corporation                    | 1  | EA       | No Bid   |                      |       |                 |                                    |   |    |          |                      |   |   |    |          |                      |                               |   |    |          |                      |                               |   |    |          |                      |   |   |    |          |                      |
| [ALT1] Discount Two-Way Radio Corporation             | 1  | EA       | \$212.55 | 1st Vendor of Choice |       |                 |                                    |   |    |          |                      |   |   |    |          |                      |                               |   |    |          |                      |                               |   |    |          |                      |   |   |    |          |                      |
| [ALT1] Stolz Telecom                                  | 1  | EA       | \$325.65 | 2nd Vendor of Choice |       |                 |                                    |   |    |          |                      |   |   |    |          |                      |                               |   |    |          |                      |                               |   |    |          |                      |   |   |    |          |                      |
| [ALT1] American Radio Systems                         | 1  | EA       | \$375.00 | 3rd Vendor of Choice |       |                 |                                    |   |    |          |                      |   |   |    |          |                      |                               |   |    |          |                      |                               |   |    |          |                      |   |   |    |          |                      |
| Industrial Communications (SAT Radio Communications I | 1  | EA       | \$513.30 | 4th Vendor of Choice |       |                 |                                    |   |    |          |                      |   |   |    |          |                      |                               |   |    |          |                      |                               |   |    |          |                      |   |   |    |          |                      |
| <b>2</b>  | <b>Maxon America TP5416U UHF Portable Radio. Item to include battery, antenna, belt clip, and charger. 16 channel - heavy duty. 3-year warranty. Price should include programming, freight, and delivery.</b>  |          |          |                      |       |                 |                                    |   |    |          |                      |   |   |    |          |                      |                               |   |    |          |                      |                               |   |    |          |                      |   |   |    |          |                      |
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| Supplier  | QTY  | UOM      | Price    | Recommendation       |       |                 |                                    |   |    |          |                      |   |   |    |          |                      |                               |   |    |          |                      |                               |   |    |          |                      |   |   |    |          |                      |
| [ALT1] School Specialty LLC                           | 1  | EA       | \$106.54 | 1st Vendor of Choice |       |                 |                                    |   |    |          |                      |   |   |    |          |                      |                               |   |    |          |                      |                               |   |    |          |                      |   |   |    |          |                      |
| Industrial Communications (SAT Radio Communications I | 1  | EA       | \$192.12 | 2nd Vendor of Choice |       |                 |                                    |   |    |          |                      |   |   |    |          |                      |                               |   |    |          |                      |                               |   |    |          |                      |   |   |    |          |                      |
| [ALT1] American Radio Systems                         | 1  | EA       | \$250.00 | 3rd Vendor of Choice |       |                 |                                    |   |    |          |                      |   |   |    |          |                      |                               |   |    |          |                      |                               |   |    |          |                      |   |   |    |          |                      |
| [ALT1] Stolz Telecom                                  | 1  | EA       | \$267.20 | 4th Vendor of Choice |       |                 |                                    |   |    |          |                      |   |   |    |          |                      |                               |   |    |          |                      |                               |   |    |          |                      |   |   |    |          |                      |
| <b>3</b>  | <b>Maxon America 3416U - UHF Portable Radio. Item to include antenna, belt clip, battery, and charger. 1-year warranty. Price should include free programming, delivery, and freight.</b>  |          |          |                      |       |                 |                                    |   |    |          |                      |   |   |    |          |                      |                               |   |    |          |                      |                               |   |    |          |                      |   |   |    |          |                      |
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| Supplier  | QTY  | UOM      | Price    | Recommendations      |       |                 |                                    |   |    |          |                      |   |   |    |          |                      |                               |   |    |          |                      |                               |   |    |          |                      |   |   |    |          |                      |
| [ALT1] School Specialty LLC                           | 1  | EA       | \$106.54 | 1st Vendor of Choice |       |                 |                                    |   |    |          |                      |   |   |    |          |                      |                               |   |    |          |                      |                               |   |    |          |                      |   |   |    |          |                      |
| Industrial Communications (SAT Radio Communications I | 1  | EA       | \$126.87 | 2nd Vendor of Choice |       |                 |                                    |   |    |          |                      |   |   |    |          |                      |                               |   |    |          |                      |                               |   |    |          |                      |   |   |    |          |                      |
| [ALT2] Stolz Telecom                                  | 1  | EA       | \$173.96 | 3rd Vendor of Choice |       |                 |                                    |   |    |          |                      |   |   |    |          |                      |                               |   |    |          |                      |                               |   |    |          |                      |   |   |    |          |                      |
| American Radio Systems                                | 1  | EA       | \$195.00 | 4th Vendor of Choice |       |                 |                                    |   |    |          |                      |   |   |    |          |                      |                               |   |    |          |                      |                               |   |    |          |                      |   |   |    |          |                      |



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**4** TS 3416U - UHF Portable Radio. Item to include antenna, belt clip, battery, and charger. 1-year warranty. Price should include programming, delivery, and freight.

| Supplier  | QTY | UOM | Price    | Recommendations      |
|---|-----|-----|----------|----------------------|
| [ALT1] School Specialty LLC                           | 1   | EA  | \$106.54 | 1st Vendor of Choice |
| Industrial Communications (SAT Radio Communications I | 1   | EA  | \$126.87 | 2nd Vendor of Choice |
| [ALT2] Stolz Telecom                                  | 1   | EA  | \$173.96 | 3rd Vendor of Choice |
| American Radio Systems                                | 1   | EA  | \$195.00 | 4th Vendor of Choice |

**5** Percentage discount on other Portable Radios that were not listed above. Unit should include radio, battery, antenna, belt clip, charger, and warranty. Programming, freight, delivery should be included with the percentage discount.

| Supplier  | QTY | UOM | % Discount | Recommendations |
|---|-----|-----|------------|-----------------|
| Discount Two-Way Radio Corporation                    | 1   | EA  | 35.0%      | Recommended     |
| Stolz Telecom   | 1   | EA  | 30.0%      | Recommended     |
| Industrial Communications (SAT Radio Communications I | 1   | EA  | 28.0%      | Recommended     |
| American Radio Systems                                | 1   | EA  | 25.0%      | Recommended     |
| School Specialty LLC                                  | 1   | EA  | 14.0%      | Recommended     |

**6** Percentage discount on supplies and materials for portable radios. Items include but not limited to: chargers, batteries, belt clips, antennas, desktop microphone, etc.

| Supplier  | QTY | UOM | % Discount | Recommendations |
|---|-----|-----|------------|-----------------|
| Discount Two-Way Radio Corporation                    | 1   | EA  | 35.0%      | Recommended     |
| Stolz Telecom   | 1   | EA  | 30.0%      | Recommended     |
| Industrial Communications (SAT Radio Communications I | 1   | EA  | 28.0%      | Recommended     |
| American Radio Systems                                | 1   | EA  | 25.0%      | Recommended     |
| School Specialty LLC                                  | 1   | EA  | 14.0%      | Recommended     |



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| <b>7 Programming Charges (price per unit).</b>        |     |     |          |                      |  |
|---|-----|-----|----------|----------------------|--|
| Supplier  | QTY | UOM | Price    | Recommendations      |  |
| Industrial Communications (SAT Radio Communications I | 1   | EA  | \$0.00   | Recommended          |  |
| Discount Two-Way Radio Corporation                    | 1   | EA  | \$0.00   | Recommended          |  |
| School Specialty LLC                                  | 1   | EA  | \$0.00   | Recommended          |  |
| American Radio Systems                                | 1   | EA  | \$25.00  | Recommended          |  |
| Stolz Telecom   | 1   | EA  | \$40.50  | Recommended          |  |
| <b>8 Tech Service Charges (price per hour).</b>       |     |     |          |                      |  |
| Supplier  | QTY | UOM | Price    | Recommendations      |  |
| American Radio Systems                                | 1   | EA  | \$69.00  | 1st Vendor of Choice |  |
| Industrial Communications (SAT Radio Communications I | 1   | EA  | \$112.50 | 2nd Vendor of Choice |  |
| Stolz Telecom   | 1   | EA  | \$115.00 | 3rd Vendor of Choice |  |
| Discount Two-Way Radio Corporation                    | 1   | EA  | No Bid   |                      |  |
| School Specialty LLC                                  | 1   | EA  | No Bid   |                      |  |