



Interoffice Memorandum

August 22, 2017

TO: Mayor Teresa Jacobs
and the Board of County Commissioners

FROM: Carrie Woodell, Manager, Procurement Division

CONTACT: Rafael Mena, Chief Information Officer, Office of Accountability,
(407) 836-5201

SUBJECT: Award of Invitation for Bids Y17-630-MG, Allegion's AD-400 Wireless
Access Control Door Locks and Installation for the Clerk of Courts

ACTION REQUESTED:

Approval to award Invitation for Bids Y17-630-MG, Allegion's AD-400 Wireless Access Control Door Locks and Installation for the Clerk of Courts, to the low responsive and responsible bidder, Convergent Technologies LLC, for the total contract award amount of \$139,834.

PROCUREMENT:

Purchase of 38 cipher door locks for six different County facilities to be upgraded to Allegion's AD-400 wireless access control system.

FUNDING

Funding is available in account 1023-043-2072-3810.

APPROVALS:

The Information Systems and Services Division and the Business Development Division concur with this recommendation.

REMARKS:

Two bids were received in response to the Invitation for Bids and were evaluated for price, responsiveness and responsibility. Securitas Electronic Security, Inc. was deemed non-responsive because they qualified their bid by adding their own terms and conditions. Convergent Technologies LLC was determined to be the low responsive and responsible bidder and is recommended for award.

The pricing submitted by Convergent Technologies LLC is considered reasonable. The County has been using these wireless locks for over three years. During this time we have installed over 40 new locks. Allegion wireless locks are a product of Lenel OnGuard Door Access, which was approved as a Standardization by Procurement in February 2016.

Award of Invitation for Bids Y17-630-MG, Allegion's AD-400 Wireless Access Control Door Locks and Installation for the Clerk of Courts

Staff analysis estimated every wireless lock install, including labor, to be approximately \$3,500 per door. The bid provided by Convergent Technologies LLC is 7.9% greater than the estimate, which is within a reasonable range of our estimate. Further analysis determined that the Clerk of Courts records room has some installations which require additional labor costs and parts due to the nature of the building.

Bid tabulation is as follows:

Convergent Technologies LLC	\$139,834
Securitas Electronic Security, Inc.	Non-Responsive