

JEFFERSON COUNTY BOARD OF EDUCATION  
EQUAL OPPORTUNITY/AFFIRMATIVE ACTION EMPLOYER

COMPETITIVE NEGOTIATION TABULATION

PROPOSAL NO.:	3124
APPROVAL DATE:	July 25, 2023
ITEM(S) QUOTED:	WEAPONS DETECTION SYSTEM
DATE PROPOSAL RECEIVED:	July 7, 2023
CONTRACT PERIOD:	July 25, 2023 through July 24, 2025 with three (3) annual renewals at the option of both parties.
VENDOR INSTRUCTIONS:	No shipments/services are to be made against the contract. Purchase Orders will be issued.
RECOMMENDATION:	Awarded to Johnson Controls Security Solutions as the best evaluated offeror based on the evaluation criteria set forth in the Request for Proposal.

WEAPONS DETECTION SYSTEM - (JCPS NO. 1300690-2015136)

The following prices are those submitted by: ADT COMMERCIAL LLC

Provide cost for each section below. This cost must include all costs associated with support, maintenance, installing, and all other aspects of the project as specified in the RFP and contract.

**Purchase option**

Price per single lane unit. \$119,033.00

Price per dual lane unit. \$164,275.00

TOTAL PRICE \$ \_\_\_\_\_

**Lease option**

Yearly price per single lane unit. \$26,635.00

Yearly price per dual lane unit. \$36,693.00

TOTAL PRICE \$ \_\_\_\_\_

\*4-year single lane unit subscription:

Year 1 - \$26,635.00

Year 2 - \$26,635.00

Year 3 - \$26,635.00

Year 4 - \$26,635.00

Total - \$106,540.00

\*\*4-year dual lane unit subscription:

Year 1 - \$36,693.00

Year 2 - \$36,693.00

Year 3 - \$36,693.00

Year 4 - \$36,693.00

Total - \$146,772.00

Please note that any damages resulting from vandalism for accidental breakage that occur beyond the scope of Evolv's warranty will be serviced on a time and materials basis.

WEAPONS DETECTION SYSTEM - (JCPS NO. 1300690-2015136)

The following prices are those submitted by: COMMUNICATIONS TECHNOLOGIES, INC.

Provide cost for each section below. This cost must include all costs associated with support, maintenance, installing, and all other aspects of the project as specified in the RFP and contract.

**Purchase option**

Price per single lane unit. \$16,124.00

Price per dual lane unit. \$32,248.00

TOTAL PRICE \$ \_\_\_\_\_

**Lease option**

Yearly price per single lane unit. \$ Not needed

Yearly price per dual lane unit. \$ Not needed

TOTAL PRICE \$ \_\_\_\_\_

WEAPONS DETECTION SYSTEM - (JCPS NO. 1300690-2015136)

The following prices are those submitted by: DELTA SERVICES LLC.

Provide cost for each section below. This cost must include all costs associated with support, maintenance, installing, and all other aspects of the project as specified in the RFP and contract.

**Purchase option**

Price per single lane unit.	<u>\$123,330.00</u>
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Price per dual lane unit.	<u>\$166,170.00</u>
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TOTAL PRICE	<u>\$289,500.00</u>
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**Lease option**

Yearly price per single lane unit.	<u>\$30,395.00</u>
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Yearly price per dual lane unit.	<u>\$39,882.00</u>
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TOTAL PRICE	<u>\$70,277.00</u>
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\*Yearly after 1st Year:

Single lane unit - \$27,177.00

Dual lane unit - \$36,664.00

Total - \$63,841.00

WEAPONS DETECTION SYSTEM - (JCPS NO. 1300690-2015136)

The following prices are those submitted by: EMERGENCY RADIO SERVICE, LLC DBA ERS WIRELESS

Provide cost for each section below. This cost must include all costs associated with support, maintenance, installing, and all other aspects of the project as specified in the RFP and contract.

**Purchase option**

Price per single lane unit.	<u>\$95,636.90</u>
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Price per dual lane unit.	<u>\$127,687.59</u>
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TOTAL PRICE	<u>\$223,324.49</u>
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**Lease option**

Yearly price per single lane unit.	<u>\$58,802.15</u>
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Yearly price per dual lane unit.	<u>\$80,835.41</u>
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TOTAL PRICE	<u>\$139,637.56</u>
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WEAPONS DETECTION SYSTEM - (JCPS NO. 1300690-2015136)

The following prices are those submitted by: JOHNSON CONTROLS SECURITY SOLUTIONS, LLC.

Provide cost for each section below. This cost must include all costs associated with support, maintenance, installing, and all other aspects of the project as specified in the RFP and contract.

**Purchase option\***

Price per single lane unit. (Hardware)*	<u>\$66,092.15*</u>
Yearly Price per Single Lane Unit Software*	<u>\$15,531.90*</u>
Price per dual lane unit. (Hardware) *	<u>\$76,317.49*</u>
Yearly Price per Dual Lane Unit Software*	<u>\$22,960.00*</u>
TOTAL PRICE	<u>\$180,901.54*</u>

**Lease option**

Yearly price per single lane unit.	<u>\$27,151.48*</u>
Yearly price per dual lane unit.	<u>\$36,402.92*</u>
TOTAL PRICE	<u>\$63,554.40*</u>

Reflects 60 Month Term.

Rugged outdoor units as specified in RFP.

Lease Option includes Software and Hardware.

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The following prices are those submitted by: VINCENNES ELECTRONICS DBA VEI COMMUNICATIONS

Provide cost for each section below. This cost must include all costs associated with support, maintenance, installing, and all other aspects of the project as specified in the RFP and contract.

**Purchase option**

Price per single lane unit. \$132,570.00

Price per dual lane unit. \$179,301.60

TOTAL PRICE      \$Total price  
includes equipment and 4-year  
software and service.

**Lease option**

Yearly price per single lane unit. \$29,700.00

Yearly price per dual lane unit. \$40,068.00

TOTAL PRICE      \$Total price  
includes equipment and 4-year  
software and service.

WEAPONS DETECTION SYSTEM - (JCPS NO. 1300690-2015136)

The following prices are those submitted by: XTRACT ONE TECHNOLOGIES DBA ENCORE TECHNOLOGIES

Provide cost for each section below. This cost must include all costs associated with support, maintenance, installing, and all other aspects of the project as specified in the RFP and contract.

**Purchase option**

Price per single lane unit. \$ \_\_\_\_\_

Price per dual lane unit. \$48,900.00

TOTAL PRICE \$ \_\_\_\_\_

NOTE: A single lane SmartGateway has the same ingress capacity as a dual-lane from competitors.

**Lease option**

Yearly price per single lane unit. \$ \_\_\_\_\_

Yearly price per dual lane unit. \$ 16,630.00

TOTAL PRICE \$ \_\_\_\_\_

NOTE: A single lane SmartGateway has the same ingress capacity as a dual-lane from competitors.

All other cost/information is included with proposals. The proposals are on file in the Purchasing/Bid Department.