

# PURCHASING AGENDA ITEM

Hernando County School District

**APPROVED**

AGENDA #: 23-1513

**School Board Approval Meeting:**

**June 27, 2023**

**Bid No. 21-968-51 RN**

**Bid Title: Network Cabling Projects**

*Recommend approval of this agenda item under the specific category below:*

- |  |   |   |   |
|--|---|---|---|
| <input type="checkbox"/> Lowest Bid(s)         | <input type="checkbox"/> Request for Proposal(s)        | <input type="checkbox"/> Low Bid(s) Meeting Specification | <input type="checkbox"/> Rejection/Cancellation   |
| <input type="checkbox"/> Revised Award         | <input checked="" type="checkbox"/> Renewal of Contract | <input type="checkbox"/> Sole Source                      | <input type="checkbox"/> Re-Award (Partial/Whole) |
| <input type="checkbox"/> Bid Termination       | <input type="checkbox"/> Revisions/Amendments to Bid    | <input type="checkbox"/> Bid Extension                    | <input type="checkbox"/> Emergency                |
| <input type="checkbox"/> Piggyback Cooperative |   |   |   |

**Bid Contract Period:**

**07/19/2023 through 07/18/2024**

N/A – One Time Purchase

**Contract Type:**

Estimated  
Dollar Amount

Firm, Fixed  
Dollar Amount

Firm, Fixed  
Unit Prices

Firm, Fixed Unit Prices,  
Hourly Rates, Fees and/or  
Percentages

**Renewal Options:**

No. of Terms  
Remaining  
1

Length of  
Each Term (month)

Length of  
Each Term (year)  
1

None

**Rationale/Reason:**

Bidders Electronically  
Downloaded From Public  
Purchase Website:

Bids Received:

No Bids:

Late Bids:

Rejected Bids:

N/A – Bids Not  
Required: Renewal

**Submitted By:**

Nielson McDonald  
Director of Purchasing & Warehousing

**School(s):** District Wide

**Requested By:**

Jill Renihan  
Director of Safe Schools  
  
Darin Defilippo  
Telecommunications Manager

**Department(s):** District-Wide

Recommended award, description of items and prices: (See attached)

**T/C CODE: 2151**

This contract has been established with contractor(s) to provide firm hourly rates, to include all supervision, personnel, materials, supplies, equipment, vehicles, etc., in order to provide services as requested, to District sites. All fees, charges and expenses of any kind, (travel time, gas, etc.) shall be included in the hourly rates, excluding costs for required parts, supplies and materials, unless supplies and materials will be provided by the District. NO additional costs/expenses shall be permitted, except as stated in the bid documents.

**A3 Communications, Inc. (V-50880)**

<b>1. Labor Rate (straight time) During Normal or Regular Business Hours, Monday-Friday, 7:00 am to 4:00 pm:</b>	
Foreman w/Truck	\$ 125.00 / Hour
Supervisor w/Truck	\$ 85.00 / Hour
Journeyman	\$ 75.00 / Hour
Helper	\$ 65.00 / Hour
<b>2. School not in Session, Nights, Weekends &amp; Holidays:</b>	
Foreman w/Truck	\$ 187.50 / Hour
Supervisor w/Truck	\$ 127.50 / Hour
Journeyman	\$ 112.50 / Hour
Helper	\$ 97.50 / Hour
Percentage Mark-Up on Manufacture(s) List Price for Parts, Supplies & Materials, Regardless of Manufacturer Shall Apply:	20 %

**Additional Pricing, if applicable:** N/A

**Contact Information:**

A3 Communications, Inc.  
 7360 Bryan Dairy Road, Suite 200  
 Seminole, FL 33777

Kirby Rich  
 (803) 744-5000 ext. 5010  
[krich@a3communications.com](mailto:krich@a3communications.com)

Norman D'Accardi  
 (904) 886-0080 ext. 202  
[ndaccardi@a3communications.com](mailto:ndaccardi@a3communications.com)

Purchase Order Email: [insidesales@a3communications.com](mailto:insidesales@a3communications.com)

Authorized Repair Facility to perform any/all repairs, warranty & non-warranty work, service, adjustments, etc.

7360 Bryan Dairy Road, Suite 200  
 Seminole, FL 33777  
 (904) 886-0080

**AFL Enterprise Services, Inc. (V-50437)**

<b>1. Labor Rate (straight time) During Normal or Regular Business Hours, Monday-Friday, 7:00 am to 4:00 pm:</b>	
Foreman w/Truck	\$ 42.00 / Hour
Supervisor w/Truck	\$ 42.00 / Hour
Journeyman	\$ 42.00 / Hour
Helper	\$ 40.00 / Hour
<b>2. School not in Session, Nights, Weekends &amp; Holidays:</b>	
Foreman w/Truck	\$ 50.00 / Hour
Supervisor w/Truck	\$ 50.00 / Hour
Journeyman	\$ 50.00 / Hour
Helper	\$ 42.00 / Hour
Percentage Mark-Up on Manufacture(s) List Price for Parts, Supplies & Materials, Regardless of Manufacturer Shall Apply:	12 %

**Additional Pricing, if applicable:**

Security, Foreman with Truck - \$55.00/Hour

**Contact Information:**

AFL Enterprise Services, Inc.  
170 Ridgeview Center Drive  
Duncan, SC 29334

Lewis Barkley  
(727) 902-7322  
[lewis.barkley@aflglobal.com](mailto:lewis.barkley@aflglobal.com)  
Purchase Order Email: Same

Authorized Repair Facility to perform any/all repairs, warranty & non-warranty work, service, adjustments, etc.

6306 Benjamin Road  
Tampa, FL 33634  
(727) 902-7322

**MCS of Tampa, Inc. (V-43427)**

<b>1. Labor Rate (straight time) During Normal or Regular Business Hours, Monday-Friday, 7:00 am to 4:00 pm:</b>	
Foreman w/Truck	\$ 57.00 / Hour
Supervisor w/Truck	\$ 57.00 / Hour
Journeyman	\$ 50.00 / Hour
Helper	\$ 40.00 / Hour
<b>2. School not in Session, Nights, Weekends &amp; Holidays:</b>	
Foreman w/Truck	\$ 85.50 / Hour
Supervisor w/Truck	\$ 85.50 / Hour
Journeyman	\$ 75.00 / Hour
Helper	\$ 60.00 / Hour
Percentage Mark-Up on Manufacture(s) List Price for Parts, Supplies & Materials, Regardless of Manufacturer Shall Apply:	25 %

**Additional Pricing, if applicable:** N/A

**Contact Information:**

MCS of Tampa, Inc.  
8510 Sunstate Street  
Tampa, FL 33634

Kristy Arends  
(813) 865-4480  
[karends@mcsoftampa.com](mailto:karends@mcsoftampa.com)

Purchase Order Email: [dmackie@mcsoftampa.com](mailto:dmackie@mcsoftampa.com)

Authorized Repair Facility to perform any/all repairs, warranty & non-warranty work, service, adjustments, etc.

8510 Sunstate Street  
Tampa, FL 33634  
(813) 872-0217