

NOTICE OF AWARD
COUNTY OF BERGEN
ADMINISTRATION & FINANCE, DIVISION OF PURCHASING
REGISTERED COOPERATIVE PRICING SYSTEM #11-BeCCP
REGISTERED BERGEN COUNTY COOPERATIVE CONTRACT PURCHASING SYSTEM #CK04
ONE BERGEN COUNTY PLAZA, HACKENSACK, N.J. 07601

Service/Commodity:	Maintain Existing & Provide Additional Lightning Detection Systems
Bergen County Bid #:	13-65.1 N
Contract Period:	36-Months 02/05/2014 - 02/04/2017
Board of Chosen Freeholders Resolution:	#39-14 dated February 19, 2014

PRICES:

Unit prices quoted shall be firm unless otherwise stated herein, net exclusive of all taxes and must include all transportation, delivery and unloading costs, fully prepaid FOB destination, inside delivery debris removed.

AVAILABILITY OF COUNTY CONTRACT PRICES AND AGREEMENT:

The County Supplier agrees to make his products and county contract prices available to all Local Government Jurisdictions (Municipalities, Authorities and Public School Districts et al) which are enrolled in the County's Registered Cooperative Programs. Each Local Government deciding to take advantage of the subject prices shall itself be directly responsible for having drawn up and executed whatever Contractual Instrument it deems necessary for governing business relations between itself and the supplier.

DELIVERY ARRANGEMENTS, PLACEMENT OF ORDERS AND UNAPPROVED SUBSTITUTES:

All deliveries are to be made within the time period stated on the "Price Information Sheet". If the delivery time is not stated on the "Price Information Sheet" then delivery shall be ten (10) days of the receipt of order. Vendor must accept written Purchase Orders or authorized verbal request from authorized Personnel. Emergency deliveries are to be made within twenty-four (24) hours of receipt of a telephone request from Authorized Personnel. Participants are authorized to accept only those items covered by County Contract. Compliance with this requirement is a joint responsibility of the participant and the vendor.



Christine Healey, MPA, QPA
Purchasing Agent

CH/jh

VENDOR INFORMATION

In order to assure that all future correspondence is directed to the correct address, assure proper ordering expedite future payments, and in accord with I.R.S. regulations, the following information must be provided with this bid.

Name of Business: Earth Networks, Inc.

Correspondence Address (including zip code):

12410 Milestone Ctr Drive

Suite 300

Germantown, MD 20876

Purchase Order Address (including zip code):

12410 Milestone Ctr Drive

Suite 300

Germantown MD 20874

Payment Address (including zip code):

Dept 0152

PO Box 120152

Dallas, TX 75312-0152

Telephone Number (including area code): (214) 250-4018

Email Address: acctreceivable@earthnetworks.com

Fax Number (including area code): (214) 547-4283

Employer I.D.# or S.S.#: 52-2252566

FAILURE TO PROVIDE ALL OF THE ABOVE INFORMATION MAY RESULT IN REJECTION OF THIS BID.

VENDOR INFORMATION

In order to assure that all future correspondence is directed to the correct address, assure proper ordering, expedite future payments, and in accord with I.R.S. regulations, the following information must be provided with this bid.

Name of Business: COST SAVINGS SYSTEMS LLC

Correspondence Address (including zip code):

9401 SPRINGHOUSE DRIVE

CHESTERFIELD, VA 23832

Purchase Order Address (including zip code):

Payment Address (including zip code):

Telephone Number (including area code): (804) 921-4451

Fax Number (including area code): (877) 994-7431

E Mail Address: tlg@stormgrid.com

FAILURE TO PROVIDE ALL OF THE ABOVE INFORMATION MAY RESULT IN REJECTION OF THIS BID.

2013.05.22
10:00:00



COUNTY OF BERGEN
DEPARTMENT OF ADMINISTRATION AND FINANCE
DIVISION OF PURCHASING
One Bergen County Plaza – 3RD Floor – Hackensack, NJ 07601-7076
(201) 336-7100 FAX (201) 336-7105

Kathleen A. Donovan
County Executive

Edward J. Trawinski
County Administrator

Christine Healey, QPA
Purchasing Agent

**SUPPORTING CERTIFICATION TO AWARD NEGOTIATED CONTRACT TO
CSS (COST SAVING SYSTEMS, LLC) AND WEATHER BUG BY EARTH NETWORKS.**

On May 22, 2013 no responses were received to initial bid #13-65 indicating there was an inability to purchase compatible hardware for the current WDT systems. The hardware provider for WDT, Inc. has gone bankrupt and WDT, Inc. does not have a new hardware provider in place. WDT has continued to monitor existing systems.

With portions of WDT hardware needing repair and/or replacement, the Parks Department determined the current working hardware can be consolidated and used at certain locations. After consolidation of hardware, the Parks Department determined a need for full system replacement where WDT hardware was not in full working order identifying the locations of Overpeck Golf/Park, Darlington Golf/Swim and Van Saun. In addition the original contract with WDT was deemed a cooperative contract leaving the County Cooperative members using the prior WDT contract in the same situation of not having available hardware replacement options.

On August 1, 2013 a second bid was rejected by Bergen County, the one bid response received did not meet the specified price requirements or bid requirements for repair and/or replacement of current hardware. The bid requested itemized pricing for hardware, installation and monitoring.

Bid #13-65.1 submission only included the following costs:

Locations	2nd Rejected Bid Submission Pricing
Darlington Golf/Swim	\$ 21,347
Orchard Hills	\$ 14,706
Rockleigh Golf	\$ 27,987
Valley Brook	\$ 14,706
Overpeck Golf	\$ 21,347
Overpeck Park	\$ 67,830
Van Saun Park	\$ 14,706
Total Costs	\$182,629.

Riverside Park
 Van Saun Park
 Overpeck Golf/Park
 Darlington Golf/Swim

As per NJSA 40A:11-5, after two failed bidding attempts to receive a responsive bid contracts were nego. to award CSS (COST SAVINGS SYSTEMS, LLC) and WEATHER BUG BY EARTH NETWORKS contracts. The contracts will include pricing for new hardware, installation, monitoring of new systems, replacement and repair of existing hardware, monitoring of current systems and addition of new locations permitting Bergen County and County Cooperative members options for repair or replacement.

Included in the proposal is the addition of new site proposals for use by Bergen County's Cooperative members (example: breakdown of 1 horn, 2 horn, 3 horn, etc. depending on the size of any new location); itemized hardware costs and the flat rate of \$750 per site visit to repair new hardware installed by Earth Networks.

Also included in this Cooperative Contract is a proposal by CSS to repair or replace currently installed hardware (hardware provided by WDT from Course Alert) at the rate of \$125.00 per hour. Course Alert hardware is currently installed at the five (5) Bergen County golf courses, Overpeck Park and Van Saun Park and at numerous locations of current County Cooperative members. CSS has also submitted a proposal for new site installation and site partial or complete replacement.

The current negotiated proposal submitted from CSS (Cost Savings Systems, LLC) and Weather Bug by Earth Networks provides for a savings over the previous bid submission for the same specified locations. CSS has added additional savings of repairing current hardware and avoiding the expense of complete replacement at many sites. Both proposals include options for additional sites.

Locations	Negotiated Price Submission Earth Networks
Darlington Golf/Swim	\$ 19,212.00
Overpeck Golf /Park	\$ 62,928.00
Van Saun Park	\$ 9,765.00
Valley Brook	\$ 14,391.00
Orchard Hills	\$ 14,391.00
Rockleigh	\$ 26,523.00
Total Cost	\$147,210.00
Negotiated Contract's Savings over 2nd Rejected Bid Submission Total Cost for Earth Networks	\$ 35, 419.00
Riverside Park (new addition)	\$ <u>14,850.00</u>

*Itemized pricing of Hardware and Site Visits is included in the attachments to the Resolution documentation for Earth Networks.

The Current negotiated contract with CSS (Cost Savings Systems, LLC) presented a proposal to repair and maintain the hardware currently installed by Course Alert and to install a new system at Riverside County Park and Van Saun County Park with a provision for additional future installation sites and repair.

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<u>ations</u>	<u>CSS Price Submission</u>
Darlington Golf/Swim	\$ 2,900.00*
Overpeck Golf/Park	\$ 2,900.00*
Van Saun Park (voice commands)*	\$16,400.00
Riverside Park	\$15,165.00
Valley Brook	\$ 2,900.00*
Orchard Hills	\$ 2,900.00*
Rockleigh	\$ 2,900.00*
Total cost	\$46,065.00

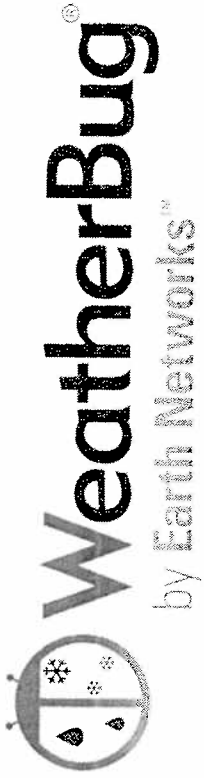
*CSS will use a portion of the hardware stored at Van Saun Park.

A total cost savings of \$136,564.00 using the option of hardware repair and not complete replacement. Savings also includes an additional new site installation.

*CSS will repair or install new horns at current locations at the hourly rate of \$95.00 per hour plus a travel rate. The cost of \$2,900.00 is to have CSS install an SG EFM Sensors at each of the five (5) golf courses. The installation of SG EFM Sensors will provide on site location that will remain operational if internet access is lost at any of the sites.

Bergen County Parks Department will use the contract with CSS to monitor and repair or replace hardware at the following sites: Darlington Golf/Swim, Overpeck Golf/Park, Van Saun Park, Valley Brook Golf, Orchard Hills Golf and Rockleigh Golf.

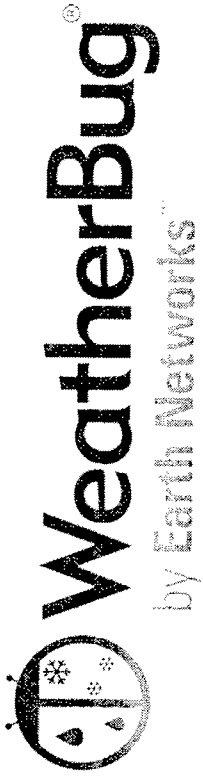
Bergen County Parks Department will use the contract with Earth Networks to monitor and install a complete new system at Riverside County Parks.



WeatherBug Outdoor Alerting Multi-Unit Pricing

Each unit below is priced with an "informer" which is the indoor unit that communicates with the lightning network. For multi-horn locations, each horn unit does not necessarily need an informer as some horns may be able to communicate with a main horn unit via 900 MHz radio communications. If this is the case, the costs of the radio controlled units may be reduced.

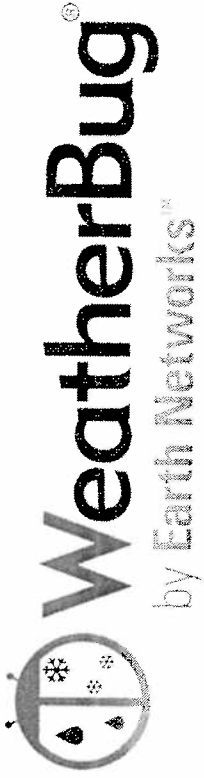
Outdoor Alerting System Units	Quantity	Price	Notes
1 Outdoor Alerting System Includes: 1 Horn/Strobe Unit* 1 Informer* 1 Installation 1 Lightning Alerting Data Feed and StreamerRT License**	1	\$8,500	*The number of actual Outdoor Alerting Systems and Informers may vary by topography and other factors and should be dependent upon a thorough review of all proposed sites by an Earth Networks/WeatherBug representative. **Included in year one with the purchase of systems. Renewals in year two at \$1500 annually per site (site is defined as a Golf Course, Park, School or other independent location.
2 Outdoor Alerting Systems Include: 2 Horn/Strobe Units* 2 Informers* 2 Installations 2 Lightning Alerting Data Feeds and a StreamerRT License**	2	\$15,675	*The number of actual Outdoor Alerting Systems and Informers may vary by topography and other factors and should be dependent upon a thorough review of all proposed sites by an Earth Networks/WeatherBug representative. **Included in year one with the purchase of systems. Renewals in year two at \$1500 annually per site (site is defined as a Golf Course, Park, School or other independent location.



WeatherBug Outdoor Alerting Multi-Unit Pricing

Each unit below is priced with an "informer" which is the indoor unit that communicates with the lightning network. For multi-horn locations, each horn unit does not necessarily need an informer as some horns may be able to communicate with a main horn unit via 900 MHz radio communications. If this is the case, the costs of the radio controlled units may be reduced.

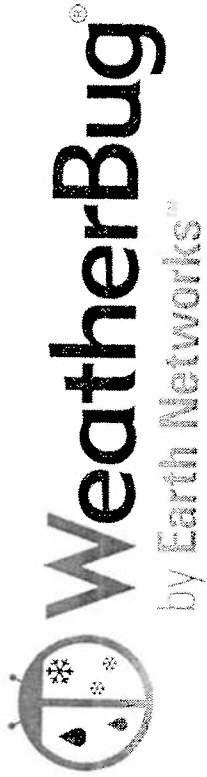
<p>3 Outdoor Alerting Systems Include: 3 Horn/Strobe Unit*s 3 Informers* 3 Installations 3 Lightning Alerting Data Feeds and a StreamerRT License**</p>	3	\$23,275	<p>*The number of actual Outdoor Alerting Systems and Informers may vary by topography and other factors and should be dependent upon a thorough review of all proposed sites by an Earth Networks/WeatherBug representative.</p> <p>** Included in year one with the purchase of systems. Renews in year two at \$1500 annually per site (site is defined as a Golf Course, Park, School or other independent location).</p>
<p>4 Outdoor Alerting Systems Include: 4 Horn/Strobe Units* 4 Informers* 4 Installations 4 Lightning Alerting Data Feeds and a StreamerRT License**</p>	4	\$30,875	<p>*The number of actual Outdoor Alerting Systems and Informers may vary by topography and other factors and should be dependent upon a thorough review of all proposed sites by an Earth Networks/WeatherBug representative.</p> <p>** Included in year one with the purchase of systems. Renews in year two at \$1500 annually per site (site is defined as a Golf Course, Park, School or other independent location).</p>
<p>5 Outdoor Alerting Systems Include: 5 Horn/Strobe Units* 5 Informers* 5 Installations 5 Lightning Alerting Data Feeds and a StreamerRT License**</p>	5	\$38,475	<p>*The number of actual Outdoor Alerting Systems and Informers may vary by topography and other factors and should be dependent upon a thorough review of all proposed sites by an Earth Networks/WeatherBug representative.</p> <p>** Included in year one with the purchase of systems. Renews in year two at \$1500 annually per site (site is defined as a Golf Course, Park, School or other independent location).</p>



WeatherBug Outdoor Alerting Multi-Unit Pricing

Each unit below is priced with an "informer" which is the indoor unit that communicates with the lightning network. For multi-horn locations, each horn unit does not necessarily need an informer as some horns may be able to communicate with a main horn unit via 900 MHz radio communications. If this is the case, the costs of the radio controlled units may be reduced.

<p>6 Outdoor Alerting Systems Include: 6 Horn/Strobe Units* 6 Informers* 6 Installations 6 Lightning Alerting Data Feeds and a StreamerRT License**</p>	6	\$46,075	<p>*The number of actual Outdoor Alerting Systems and Informers may vary by topography and other factors and should be dependent upon a thorough review of all proposed sites by an Earth Networks/WeatherBug representative.</p> <p>** Included in year one with the purchase of systems. Renewals in year two at \$1500 annually per site (site is defined as a Golf Course, Park, School or other independent location).</p>
<p>7 Outdoor Alerting Systems Include: 7 Horn/Strobe Units* 7 Informers* 7 Installations 7 Lightning Alerting Data Feeds and a StreamerRT License**</p>	7	\$53,675	<p>*The number of actual Outdoor Alerting Systems and Informers may vary by topography and other factors and should be dependent upon a thorough review of all proposed sites by an Earth Networks/WeatherBug representative.</p> <p>** Included in year one with the purchase of systems. Renewals in year two at \$1500 annually per site (site is defined as a Golf Course, Park, School or other independent location).</p>
<p>8 Outdoor Alerting Systems Include: 8 Horn/Strobe Units* 8 Informers* 8 Installations 8 Lightning Alerting Data Feeds and a StreamerRT License**</p>	8	\$61,275	<p>*The number of actual Outdoor Alerting Systems and Informers may vary by topography and other factors and should be dependent upon a thorough review of all proposed sites by an Earth Networks/WeatherBug representative.</p> <p>** Included in year one with the purchase of systems. Renewals in year two at \$1500 annually per site (site is defined as a Golf Course, Park, School or other independent location).</p>



WeatherBug Outdoor Alerting Multi-Unit Pricing

Each unit below is priced with an "informer" which is the indoor unit that communicates with the lightning network. For multi-horn locations, each horn unit does not necessarily need an informer as some horns may be able to communicate with a main horn unit via 900 MHz radio communications. If this is the case, the costs of the radio controlled units may be reduced.

<p>9 Outdoor Alerting Systems Include: 9 Horn/Strobe Units* 9 Informers* 9 Installations 9 Lightning Alerting Data Feeds and a StreamerRT License**</p>	<p>9</p>	<p>\$68,875</p>	<p>*The number of actual Outdoor Alerting Systems and Informers may vary by topography and other factors and should be dependent upon a thorough review of all proposed sites by an Earth Networks/WeatherBug representative. **Included in year one with the purchase of systems. Renewals in year two at \$1500 annually per site (site is defined as a Golf Course, Park, School or other independent location).</p>
<p>10 Outdoor Alerting Systems Include: 10 Horn/Strobe Units* 10 Informers* 10 Installations 10 Lightning Alerting Data Feeds and a StreamerRT License**</p>	<p>10</p>	<p>\$76,475</p>	<p>*The number of actual Outdoor Alerting Systems and Informers may vary by topography and other factors and should be dependent upon a thorough review of all proposed sites by an Earth Networks/WeatherBug representative. **Included in year one with the purchase of systems. Renewals in year two at \$1500 annually per site (site is defined as a Golf Course, Park, School or other independent location).</p>
<p>WeatherBug Weather Station and Flat Panel Display- full standard installation included.</p>	<p>1</p>	<p>\$7,240</p>	<p>This is the WeatherBug Commercial Grade Weather Station and HP 21" Weather Display with installation for all components.</p>
<p>WeatherBug Weather Station, Flat Panel Display and HD PTZ Camera –full standard installation included</p>	<p>1</p>	<p>\$14,740</p>	<p>This is the WeatherBug Commercial Grade Weather Station and HP 21" Weather Display and the High Definition Pan/Tilt/Zoom Camera with installation for all components.</p>
<p>WeatherBug Weather Station, Flat Panel Display and HD PTZ Camera and Lightning Sensor–full standard installation included</p>	<p>1</p>	<p>\$19,240</p>	<p>This is the WeatherBug Commercial Grade Weather Station and HP 21" Weather Display and the High Definition Pan/Tilt/Zoom Camera and WeatherBug Total Lightning Network Lightning Sensor with installation for all components.</p>