

BALTIMORE COUNTY PUBLIC SCHOOLS

DATE: February 21, 2002

TO: BOARD OF EDUCATION

FROM: Dr. J. Hairston, Superintendent

SUBJECT: Recommendations for Award of Contracts
Board Exhibit - March 12, 2002

ORIGINATOR: Robert Haines, Deputy Superintendent of Business Services

RESOURCE
PERSON(S): Patrick Fannon, Controller; Richard Gay, Purchasing Manager

RECOMMENDATION

That the Board of Education approves the recommendations for award of contracts Board Exhibit for the March 12, 2002 board meeting.

See the attached list of contract recommendations presented for consideration by the Board of Education of Baltimore County.

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Appendix I - Recommendations for Award of Contracts - Board Exhibit

Recommendations for Award of Contracts
Board Exhibit - March 12, 2002

The following contract recommendations are presented for consideration by the Board of Education of Baltimore County.

- | | | |
|----|--|---|
| 1. | <u>Class School Rings, Division</u>
<u>Three-Year Bid</u>
Contract # 4-415-02 (Non-BOPS Funds) | Estimated Annual Award: \$60,000
Projected Award Value: \$180,000
Jostens, Inc. |
|----|--|---|

A multi-year bid to facilitate individual purchase of class school rings was issued on January 10, 2002 to seven vendors. Proposals were received from three vendors. The term of the contract covers a three-year period on a rotating basis for each division.

The specifications are designed to divide the county high schools into three divisions. This bid was issued on behalf of the students in Division I, which includes Kenwood, Owings Mills, Patapsco, Perry Hall, and Randallstown High Schools.

A point formula was established and the proposals were evaluated based on price, service, availability of a service center and product quality. Each criterion reflects a series of points for the components of the specifications.

Jostens, Inc., Timonium, MD
J. Jenkins & Sons, Inc., Baltimore, MD
Balfour, Inc., Baltimore, MD

Based upon the evaluation of all proposals, award of contract is recommended to Jostens, Inc., Timonium, MD, as the lowest responsive bidder for the three-year term of the contract. Funding will be provided by each high school student and/or parent/guardian.

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|----|--|--|
| 2. | <u>Contracted Services: Carpet & Installation</u>
<u>Three-Year Bid</u>
Contract # 3-331.-02 | Estimated Annual Award: \$50,000
Projected Award Value: \$150,000 |
|----|--|--|

A bid for a three-year contract to furnish and install carpeting, carpet padding, cove base, and repair existing carpeting on an "as needed" basis for Baltimore County Public Schools was issued on December 6, 2001 to seventeen contractors. Proposals were received from five vendors of which two of the vendors were determined to be non-responsive to the specifications. The specifications were developed in conjunction with the Office of Maintenance and the bidders at a pre-bid conference.

Recommendation of award is to the following contractors as the responsive and responsible bidders offering the most favorable bid prices.

Award	Company Name	Item #1 Mohawk Collegiate 26	Item #2 Pathcraft Scholastic 26
Primary	Most, Inc., Baltimore, MD	\$15.20	\$14.65
Secondary	Corridor Flooring Associates, Baltimore, MD	\$15.50	\$16.75
Tertian	CB Flooring LLC Columbia MD	\$18.50	\$19.50

Funding for the services under this contract will be provided through the operating budget of the Office of Maintenance.

3. Contracted Services: Sanitary Drain Cleaning and Videoing Services Three-Year Bid Estimated Annual Award: \$20,000
Projected Award Value: \$60,000

Contract # 3-339-02

A bid for a three-year contract to provide drain cleaning services by regular drain cleaning with a sewer machine and/or in combination with a high pressure water jet was issued on December 13, 2001 to seven contractors. Included were provisions for camera/videoing of the inside of the drains on an "as needed" basis to determine their condition. Proposals were received from six vendors of which one of the vendors was determined to be non-responsive to the specifications. The specifications were developed in conjunction with the Office of Maintenance and the bidders at a pre-bid conference.

Recommendation of award is to the following contractors as the responsive and responsible bidders offering the most favorable bid prices.

Award	Company Name	Hourly Rate
<u>Anger Type (Cleaning</u>		
Primary	Roto Rooter, Baltimore, MD	\$115.00
Secondary	Denver-Flek Inc., Baltimore MD	\$120.00
<u>Jet Water Cleaning:</u>		
Primary	Roto Rooter, Baltimore, MD	\$150.00
Secondary	Jet Blast, Baltimore, MD	\$229.00
Ter	Denver-Elek Inc, Baltimore, MD	Q
<u>Videoing Services:</u>		
Primary	Roto Rooter, Baltimore, MD	\$130.00
Secondary	Denver-Elek Inc., Baltimore, MD	\$250.00

Funding for the services under this contract will be provided through the operating budget of the Office of Maintenance.

4. Contracted Services: Information Technology Estimated Annual Award: \$397,500
Two-Year Bid Projected Award Value: \$795,000
Contract # 2-285-02

A bid for Information Technology contracted services was issued December 27, 2002 to 57 vendors. Responses were received from 22 vendors of which two vendors submitted a no-bid response. The bid was designed to provide programming and analysis support services on an as needed basis for school system programs. Nine separate skill sets were identified, with a multiple award for each skill set to ensure availability of services. Services will be employed on the basis of lowest rates as first choice depending on the bidder's availability. Refer to Attachment A for price tabulation. Bold type indicates an award bidder.

A five-person committee reviewed the proposals. The recommended bidders in each skill set offer the lowest hourly rates in that skill set.

Recommendation of award is to Aijlon LLC, Towson, MD; Bell Tech Logix, Columbia, MD; CPSI, Columbia, MD; DISYS, Bethesda, MD; Exclusive Network Entertainment, (Corporate Headquarters) West Hills, CA; Intellimark, Columbia, MD; Kforce, Tampa, FL; NexGen, Edison, NJ; S. Smith Associates, Baltimore, MD; SM Consulting, Linthicum, MD; and Shantech, Owings Mills, MD. Funding will be provided through the operating budget of the Department of Technology.

5. Trucks, 2002 Award Value: \$635,406
Contract # 2-286-02

A bid for the purchase of trucks and automobiles was issued on January 17, 2002 to 28 vendors. Responses were received from eight vendors of which two vendors submitted a no-bid response. The bid for one item was considered non-responsive for failure to meet floor specification requirements. Refer to Attachment B for the bid tabulation and truck utilization.

Awards of contract are recommended to: Criswell Chevrolet, Washington, DC; Miller Brothers Chevrolet, Ellicott City, MD; Adams Chevrolet, Joppa, MD; and Curtis Chevrolet, Washington, DC. Funding will be provided by a multi-year lease/purchase agreement.

BALTIMORE COUNTY PUBLIC SCHOOLS
OFFICE OF PURCHASING
CONTRACTED SERVICES: INFORMATION TECHNOLOGY
BID92-285-02

ATTACHMENT A

Vendor	Temporary Programmer-IBM Mainframe	Temporary Programmer Analyst-IBM Mainframe	Temporary Programmer-RS/6000, UNIX/AIX	Temporary Programmer Analyst-RS/6000, UNIX/AIX	Temporary Programmer Analyst	Web Site Developer-Microsoft 2000 Environment	Web Site Developer-UNIX Environment	Network Administrator	Desktop Application Specialist
Ajilon LLC	\$50.00	\$57.00	\$55.00	\$65.00	\$55.00	\$65.00	\$65.00	\$40.00	\$35.00
Bell Tech Lo ix	\$43.50	\$52.50	\$40.50	\$55.00	\$55.00	\$62.00	\$62.00	\$52.00	\$38.50
CB 1Z Business Solutions	\$56.00	\$63.00	\$56.00	\$63.00	\$59.00	\$75.00	\$75.00	\$59.00	\$59.00
CDI	NB								
Ciber Inc	\$80.00	\$87.00	\$85.00	\$90.00	\$80.00	\$90.00	\$95.00	\$75.00	\$55.00
CPSI	\$38.75	\$43.50	\$44.75	\$52.50	\$49.50	\$68.75	\$92.50	\$62.50	\$37.50
DISYS	\$49.00	\$44.00	\$49.00	\$44.00	\$49.00	\$54.00	\$54.00	\$52.00	\$34.00
EDP Contract Services	\$56.00	\$59.00	\$64.00	\$67.00	\$58.00	\$78.00	\$83.00	\$57.00	\$45.00
Exclusive Network Ent	\$47.85	\$47.85	\$52.68	\$52.68	\$47.85	\$37.52	\$37.52	\$34.98	\$33.00
Global	NB								
Intellimark	\$58.00	\$63.00	\$58.00	\$63.00	\$60.00	\$65.00	\$74.00	\$55.00	\$47.00
Jeff Markiewicz & Assoc	\$56.00	\$64.00	\$56.00	\$64.00	\$64.00	\$68.00	\$68.00	\$65.00	\$60.00
Kforce	\$52.25	\$58.75	\$55.18	\$61.94	\$54.36	\$58.93	\$68.45	\$36.25	\$28.15
Mountainto Software	\$115.00	\$125.00	\$100.00	\$125.00	\$75.00	\$90.00	\$125.00	\$75.00	\$65.00
NexGen Infos s Inc	\$39.00	\$42.00	\$45.00	\$49.00	\$44.00	\$42.00	\$44.00	\$42.00	\$38.00
S. Smith & Associates Inc	\$40.00	\$42.00							
	\$42.00	\$48.00	\$45.00	\$52.00	\$48.00	\$55.00	\$58.00	\$55.00	\$42.00
Shantech Inc	\$61.40	\$74.60	\$67.40	\$76.40	\$68.40	\$77.30	\$78.90	\$48.50	\$46.20
SOGETI USA	\$70.00	\$70.00	\$80.00	\$80.00	\$75.00	\$79.00	\$75.00	\$75.00	\$65.00
Triadata	\$52.00	\$65.00	\$55.00	\$70.00	\$55.00	\$60.00	\$65.00	\$65.00	\$65.00

Selection Process - Bold type indicates awarded vendor selected by skill sets.

Intellimark is reconunended in the first three categories because of having provided acceptable contracted services to BOPS in the past. The following bidders did not provide resumes with the required skill sets. They were, therefore, considered non-responsive in those skill sets: SM Consulting in categories 3 and 4; NexGen in categories 3 and 4; Bell Tech in category 3; DISYS in category 2.

ATTACHMENT B

TRUCKS 2002 BID#2-286-02

Vendor	Group XXXIII	Group VIII	Group III	Group XIV* Without spreader	Group XIV* With spreader	Group VI	Group XXV
<u>Quantity</u>	(4)	(2)	(3)	(8)	(1)	(1)	(1)
Adams Chevrolet	\$36,290.00	NB	\$25,948.00	\$34,883.00	\$35,468.00	\$25,848.00	\$17,448.00
Criswell Chevrolet	\$34,659.00	\$36,610.00	\$25,839.00	\$34,123.00	\$36,690.00	\$25,319.00	\$16,410.00
Bob Bell Chevrolet	\$34,951.00	NB	\$25,492.00	\$34,543.00	\$37,052.00	\$24,971.00	\$16,859.00
: : : :	NB	NB	NB	\$39,952.00	\$42,276.00	NB	NB
Miller Brothers	\$34,690.00	\$36,680.00	\$24,848.00	\$36,574.00	\$39,684.00	\$25,215.00	\$16,700.00
Curtis Chevrolet	\$34,974.00	\$36,856.00	24,194.00**	\$35,250.00	\$37,960.00	\$24,144.00	\$16,911.00

*Group XIV - First price is for completed unit serviced and delivered.
 Second price is for completed unit with spreader hook-up installed.

** Group III - Curtis Chevrolet failed to meet floor thickness specification.

***The number in parenthesis in each column represents the number of vehicles, by type, being purchased.

Truck Utilization

GROUP	DESCRIPTION	FACILITIES	TRANSPORTATION	INFORMATION TECHNOLOGY	DISTRIBUTION
Group XXXIII	1 ton utility panel v/hitch		4		
Group VIII	12 ft Aluminum Step Van				2
Group III	Open Utility Body	3			
Group XIV	1 ton dump	9			
Group VI	One ton 4-wheel drive pick-up	1			
Group XXV	One ton Cargo Van			1	