

BALTIMORE COUNTY PUBLIC SCHOOLS

DATE: September 7, 2005

TO: **BOARD OF EDUCATION**

FROM: Dr. Joe A. Hairston, Superintendent

SUBJECT: **RECOMMENDATIONS FOR AWARD OF CONTRACTS**

ORIGINATOR: J. Robert Haines, Deputy Superintendent, Business Services

PERSON(S): Rick Gay, Manager, Office of Purchasing
Michael Sines, Executive Director, Department of Physical Facilities

RECOMMENDATION

That the Board of Education approves the following contract recommendations.

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

RLG/caj

Appendix I – Recommendations for Award of Contracts – Board Exhibit

**Recommendations for Award of Contracts
Board Exhibit – September 7, 2005**

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

- 1. Contract:** IBM Hardware, Software and Services for the CGI/AMS Information System Upgrade
Contract #: RGA-167-06
(09-21-04-A The Community College of Baltimore County)

Term: Annual **Extension:** 0 **Contract Ending Date:** 12/31/05 (tentative)
Estimated annual award value: \$1,345,738
Estimated total award value: \$1,345,738

Bid issued: NA
Pre-bid meeting date: NA
Due date: NA
No. of vendors issued to: NA
No. of bids received: NA
No. of no-bids received: NA

Description:

In accordance with §5-112 (a) (3) of the Education Article of the Annotated Code of Maryland, the Office of Purchasing would like to “piggy-back” off of a current contract with the Community College of Baltimore County award for IBM hardware, system software, and services.

The current version of the financial management system is hosted on hardware owned by Baltimore County Government (BCG). Due to the significant changes in technology and architecture, it was determined that it would be in the best interest of both BCG and BCPS to host the upgraded financial system separately. The analysis included criteria for the:

- Support of current anticipated capacity plus expected growth given current knowledge of the systems
- Maintenance of a similar configuration to BCG so as to provide reciprocating disaster recovery support
- Support of multiple environments necessary to ensure the success of the upgrade as well as post implementation maintenance activities including:
 - Production
 - Data conversion
 - Development
 - Testing
 - Training
 - Backup and recovery
 - Reporting

The purchase price includes:

- IBM computer hardware and Storage Area Network (SAN)
- Operating system software license fees and 3-year software maintenance
- Configuration and installation services
- One-year hardware maintenance fee

Ongoing costs will include hardware maintenance fees expected to be approximately \$125,000 per year.

Recommendation:

Recommendation of award to:

Computer Application Specialist, Inc.
(CAS/Severn)

Laurel, Maryland

Responsible school or office:

Office of Technology

Contact person:

Bob Diehl

Funding source:

Operating Budget

2. Contract: Information Technology Contracted Staffing Services
Contract #: JMI-605-06

Term: 3 year **Extension:** 0 **Contract Ending Date:** 8/31/08 (tentative)
Estimated annual award value: \$840,000
Estimated total award value: \$2,520,000

Bid issued: June 16, 2005
Pre-bid meeting date: June 30, 2005
Due date: July 18, 2005
No. of vendors issued to: 56
No. of bids received: 12
No. of no-bids received: 1

Description:

A bid was issued to qualify and select contractor(s) to provide skilled labor to perform programming and analysis support services on an as-needed basis for school system programs. Two separate skill sets were identified: Cognos/Visual Basic Developer and MS Exchange/SQL Engineer. Proposals were sorted by price per skill set. Key experiences, skills, and knowledge were identified. The recommended bidders are those who have been deemed qualified in their skill set(s) and offer the lowest hourly rates. This is an as-needed services contract that will be employed on the basis of availability of staff, rate, skill set, continuity of services, and availability of funding.

Recommendation:

Recommendation of award to:

Artisys Corporation	Columbia, MD
Bramha Infotech	Lawrenceville, NJ
The A. E. Brodhurst Corporation	Columbia, MD
Computer Temporaries, Inc.	Largo, MD
Datalogic Consulting	Irvine, CA
Engineering Technology Associates, Inc.	Troy, MI
Nexgen Infosys Inc.	Edison, NJ
Radiant Systems Inc.	Ft. Lauderdale, FL
Sidhu Associates, Inc.	Hunt Valley, MD
Technisource, Inc.	Baltimore, MD
Tidal Technologies Corporation	Glen Burnie, MD

Responsible school or office: Department of Technology

Contact person: Bob Diehl and Gary Schlimme

Funding source: Operating Budget

3. Contract: Office Equipment
Contract #: PCR-203-06

Term: 2 year **Extension:** 2 year **Contract Ending Date:** 9/1/09 (tentative)
Estimated annual award value: \$50,000
Estimated total award value: \$200,000

Bid issued: June 16, 2005
Pre-bid meeting date: July 7, 2005
Due date: July 27, 2005
No. of vendors issued to: 20
No. of bids received: 5
No. of no-bids received: 3

Description:

This contract provides for the purchase of duplicating equipment, dictation equipment, and typewriters for schools and offices.

Recommendation:

Recommendation of award to:

Advance Business Systems	Cockeysville, MD
Duplicator Sales Co.	Towson, MD
Joseph J. Enoch, Inc.	Timonium, MD
Rapid Dictating & Equipment	Baltimore, MD
Rudolph Information Systems	Baltimore, MD

Responsible school or office: Office of Purchasing

Contact person: Paul Cramer

Funding source: Operating Budget

4. Contract: Safety Shoes
Contract #: JMI-616-06
(Fairfax County, VA IFB05-753848-41)

Term: 3 year **Extension:** 2 year **Contract Ending Date:** 8/30/09 (tentative)
Estimated annual award value: \$50,000
Estimated total award value: \$250,000

Bid issued: July 9, 2004
Pre-bid meeting date: N/A
Due date: August 8, 2004
No. of vendors issued to: 6
No. of bids received: 6
No. of no-bids received: 0

Description:

In accordance with §5-112 (a) (3) of the Education Article of the Annotated Code of Maryland, the Office of Purchasing would like the Board of Education of Baltimore County's authorization to "piggy-back" off of a current contract with the Fairfax County, VA, award for safety shoes.

Fairfax County, VA, awarded contracts based on the most favorable percentage discount from manufacturers' price lists for various styles of safety shoes.

Recommendation:

Recommendation of award to:

Iron Age Corporation	Pittsburg, PA
Tidewater Safety Shoes Service	Newport News, VA
SAF-GARD Safety Shoe Company	Richmond, VA
Veteran Shoes	Chesterfield, VA
Red Wing Shoe Store	Springfield, VA
Maryland Industrial, Inc.	Baltimore, MD

Responsible school or office: Office of Grounds

Contact person: Roland Nickoles

Funding source: Operating Budget

5. Contract: Telephone Repair Supplies and Equipment
Contract #: PCR-207-06

Term: 3 year **Extension:** 3 year **Contract Ending Date:** 9/1/11 (tentative)
Estimated annual award value: \$100,000
Estimated total award value: \$600,000

Bid issued: June 16, 2005
Pre-bid meeting date: July 7, 2005
Due date: July 27, 2005
No. of vendors issued to: 33
No. of bids received: 7
No. of no-bids received: 0

Description:

This contract provides for the purchase of new and refurbished telephone repair supplies and equipment. This is an as-needed services' contract that will be employed on the basis of availability and need for equipment and availability of funding.

Recommendation:

Recommendation of award to:

Black Box Resale Service, Inc.	Brooklyn Park, MN
Delta Telephone & Cabling, Inc.	Crofton, MD
Optivior Technologies, Inc.	Ellicott City, MD
Questron, Inc.	Columbia, MD
Millenium Technologies, LLC.	Baltimore, MD
1 Nation Technology Corporation	Oldsmar, FL

Responsible school or office: Department of Technology, Business Operations

Contact person: Judson Porter

Funding source: Operating Budget

6. Contract: Upgrade to WinSNAP School Lunch Software
Contract #: JNI-722-06

Term: 1 year **Extension:** 14 year **Contract Ending Date:** 9/30/20 (tentative)
Estimated first year award value: \$49,990
Estimated cost per each additional year: \$6,800
Estimated total award value: \$145,190

Bid issued: NA
Pre-bid meeting date: NA
Due date: NA
No. of vendors issued to: NA
No. of bids received: NA

Description:

A bid was issued to purchase a software upgrade to the Student Meal Tracking System (WinSnap) that is currently in use by BCPS. The initial contract to Snap Systems, Inc., for the purchase equipment/software to provide a comprehensive food service and management system was approved by the Board of Education on June 25, 1992. Snap Systems, Inc., changed its name to School Link Technologies several years ago. This upgrade will allow BCPS to implement the teleform application scanning software which will allow the Office of Food & Nutrition Services to accumulate and organize information that is required by the federal government because of their financial support of the school lunch program.

Superintendent’s Rule 3215 creates guidelines and procedures for sole-source procurement only under specific guidelines. The rule permits a sole-source contract when the Office of Purchasing determines “that it would be advantageous or [that it would be] impractical to seek or utilize another source when the requirement is only available from a single source, and when the compatibility of equipment, accessories, or replacement parts is the paramount consideration.” Similarly, Office of Purchasing procedure OP4002.4 states that a sole-source purchase may arise from the following conditions: copyrighted products, such as software, publications, textbooks, media, or products (specialized and/or advanced technology) which ensure a compatible learning environment for students/faculty at various school sites. Because this is an upgrade of an existing system within BCPS, and it would be more cost effective to upgrade, no solicitation was issued.

Recommendation:

Recommendation of award to:

School-Link Technologies

Santa Monica, CA

Responsible school or office:

Office of Food and Nutrition Services

Contact person:

Karen C. Levenstein

Funding source:

Operating Budget

7. Contract: Vehicle Parts and Materials
Contract #: MBU-559-06

Term: 3 year **Extension:** 2 year **Contract Ending Date:** 12/31/10 (tentative)
Estimated annual award value: \$2,000,000
Estimated total award value: \$10,000,000

Bid issued: July 7, 2005
Pre-bid meeting date: N/A
Due date: July 28, 2005
No. of vendors issued to: 19
No. of bids received: 8
No. of no-bids received: 0

Description:

A bid was issued for the purchase of vehicle parts and materials commonly used by the Office of Transportation for the maintenance and upkeep of all BCPS-owned vehicles. Vendors/Suppliers were asked to provide percentage mark-up over cost that must be provided by the contractor for all parts or materials they proposed. This is an as-needed contract that allows BCPS to obtain the necessary parts and materials required to ensure all BCPS vehicles remain operational.

Recommendation:

Award of contract is recommended to:

Chesapeake Truck Sales, Inc.	Baltimore, MD
Keller Truck Parts, Inc.	Baltimore, MD
Hickory International, Inc.	Bel Air, MD
Bus Parts Warehouse	Manlius, NY
Beltway International Trucks, LLC	Baltimore, MD
The Baltimore Auto Supply	Baltimore, MD
ATEL Bus & Truck, Inc.	Landover, MD
American Truck & Bus, Inc.	Annapolis, MD

Responsible school or office: Office of Transportation

Contact person: Wayne Hopkins

Funding source: Operating Budget

8. Contract Modification: Additional Construction Management Services – Woodholme Elementary School

Contract #: JMI-619-06

Term: N/A **Extension:** N/A **Contract Ending Date:** N/A
Estimated modification value: \$20,850
Estimated total award value: \$989,285

Bid issued: N/A
Pre-bid meeting date: N/A
Due date: N/A
No. of vendors issued to: N/A
No. of bids received: N/A
No. of no-bids received: N/A

Description:

On August 12, 2003, the Board of Education approved an award of contract in the amount of \$900,000 to Oak Contracting Co., Inc., to provide construction management services for the construction of Woodholme Elementary School. On June 14, 2005, the Board of Education approved a contract modification in the amount of \$68,435 to cover costs of security services and dumpsters for the school.

In order to complete miscellaneous construction items in an expeditious manner, additional construction management services, including labor, are needed for clean-up, punch-list items, and protection of completed work.

Recommendation:

Award of contract modification is recommended to:

Oak Contracting Co., Inc. Towson, MD

Responsible school or office: Office of Engineering and Construction

Contact person: Richard H. Cassell, P.E.

Funding source: Capital Budget

9. Contract: Elevator Replacement – Greenwood Administration Building
Contract #: MBU-562-06

Term: 205 days **Extension:** n/a **Contract Ending Date:** March 31, 2006
Estimated annual award value:
Estimated total award value: \$274,000

Bid issued: July 14, 2005
Pre-bid meeting date: July 22, 2005
Due date: September 1, 2005
No. of vendors issued to: 4
No. of bids received: 2
No. of no-bids received: 0

Description:

A bid was issued for the elevator replacement project at the Greenwood Administration Building. This project consists of ADA modifications to the existing elevator shaft, and replacement of existing equipment with ADA compliant car, controls, and doors. A summary of the bids received is below.

At this time, approval of a 10% contract modification allocation in the amount of \$27,400 is requested to cover any unforeseen conditions and minor changes to the contract, to be authorized and approved by the Building Committee in accordance with Board Policy.

Recommendation:

Award of contract is recommended to:

 Otis Elevator, Inc. Linthicum, MD

Responsible school or office: Office of Engineering and Construction

Contact person: Richard H. Cassell, P.E.

Funding source: Capital Budget

	Bidders' Names	
	Elevator Control Service	Otis Elevator, Inc.
Base Bid	\$498,705	\$274,000
Total	\$498,705	\$274,000

10. Contract: Window Replacement – Summit Park Elementary School
Contract #: JMI-604-06

Term: 8 months **Extension:** NA **Contract Ending Date:** 4/28/06 (tentative)
Estimated annual award value: \$373,098
Estimated total award value: \$373,098

Bid issued: June 16, 2005
Pre-bid meeting date: June 29, 2005
Due date: July 25, 2005
No. of vendors issued to: 9
No. of bids received: 2 (1 bid withdrawn)
No. of no-bids received: 0

Description:

This project consists of the removal and proper disposal of existing windows and installation of new windows and window blinds. A summary of the bids received is below.

At this time, approval of a 10% contract modification allocation in the amount of \$37,309 is requested to cover any unforeseen conditions and minor changes to the contract, to be authorized and approved by the Building Committee in accordance with Board Policy.

Recommendation:

Award of contract is recommended to:

Chilmar Corporation, Inc. Baltimore, MD

Responsible school or office: Office of Engineering and Construction

Contact person: Richard H. Cassell, P.E.

Funding source: Capital Budget

	Bidders' Names
	Chilmar Corporation
Base Bid	\$274,800
Alternate #1 Add: Replacement of doors and frames with new doors and frames as indicated on contract drawings and specifications	88,634
Alternate #2 Add: Prime and paint existing HVAC louvers at all classroom locations	4,664
Alternate #3 Add: Install operable sashes at all fixed window units, type A and B	5,000
Total	\$373,098