

ORDINANCE

2021-12-02-0904

APPROVING THE FOLLOWING CONTRACTS ESTABLISHING UNIT PRICES FOR GOODS AND SERVICES FOR AN ESTIMATED ANNUAL COST OF \$842,000.00, INCLUDED IN THE RESPECTIVE DEPARTMENT'S FY 2022 ADOPTED BUDGET: (A) B2B SUPPLIES USA, LLC, DBA PRINTING SUPPLIES USA, LLC, ZAPOPAN BUSINESS GROUP, LLC, DBA WORLD WIDE IMAGING SUPPLIES, AND CENTRAL JERSEY OFFICE EQUIPMENT FOR INK AND TONER CARTRIDGES; (B) WAGNER AUTOMATION, INC., FOR AUTOMATIC GATE ACCESS SYSTEM INSTALLATION, PREVENTIVE MAINTENANCE AND REPAIRS FOR THE SAN ANTONIO AIRPORT SYSTEM; AND (C) SAT RADIO COMMUNICATIONS, LTD., DBA INDUSTRIAL COMMUNICATIONS FOR INSTALLATIONS, REMOVALS, AND REPAIR OF EMERGENCY VEHICLE EQUIPMENT FOR SAFD AND THE AVIATION DEPARTMENT.

* * * * *

WHEREAS, the City is able to obtain significant savings by purchasing various materials and services on an annual contract basis; and

WHEREAS, this ordinance approves contracts with (A) B2B Supplies USA, LLC, dba Printing Supplies USA LLC, Zapopan Business Group, LLC, dba World Wide Imaging Supplies and Central Jersey Office Equipment for ink and toner cartridges; (B) Wagner Automation, Inc., for automatic gate access system installation, preventive maintenance and repairs for the San Antonio Airport System; and (C) SAT Radio Communications, LTD., dba Industrial Communications, for installations, removals and repair of emergency vehicle equipment for the San Antonio Fire Department (SAFD) and the Aviation Department; and

WHEREAS, all expenditures will be in accordance with the applicable fiscal year's budget approved by City Council; **NOW THEREFORE**:


BE IT ORDAINED BY THE CITY COUNCIL OF THE CITY OF SAN ANTONIO:

SECTION 1. The following bids to furnish the City with goods and services on an annual basis as shown on the attached bid tabulation sheets are hereby accepted, subject to and contingent upon the deposit of all required bonds, performance deposits, insurance certificates and endorsements: (A) B2B Supplies USA, LLC, dba Printing Supplies USA LLC, Zapopan Business Group, LLC, dba World Wide Imaging Supplies and Central Jersey Office Equipment for ink and toner cartridges; (B) Wagner Automation, Inc., for automatic gate access system installation, preventive maintenance and repairs for the San Antonio Airport System; and (C) SAT Radio Communications, LTD., dba Industrial Communications, for installations, removals and repair of emergency vehicle equipment for the San Antonio Fire Department (SAFD) and the Aviation Department. The bid tabulation sheets are attached hereto and incorporated herein for all purposes as **Exhibit I**. Copies of the bids are available for inspection in the offices of the Purchasing Division of the Finance Department.

SECTION 2. Funds will be encumbered upon issuance of purchase orders, and payment is authorized to the vendors identified herein. All expenditures will be in accordance with the Fiscal Year 2022 budget, and such other appropriations necessary to fund the contracts through their terms as evidenced by subsequent ordinances.

SECTION 3. This ordinance is effective immediately upon passage by eight affirmative votes; otherwise it is effective on the tenth day after passage.

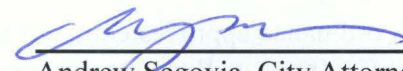
PASSED and APPROVED this 2nd day of December, 2021.


M A Y O R
Ron Nirenberg

ATTEST:

APPROVED AS TO FORM:


Debbie Racca-Sittre, Acting City Clerk


Andrew Segovia, City Attorney



City of San Antonio

City Council Meeting December 2, 2021

9.

2021-12-02-0904

Ordinance approving the following contracts establishing unit prices for goods and services for an estimated annual cost of \$842,000.00, included in the respective department's FY 2022 Adopted Budget: (A) B2B Supplies USA, LLC, dba Printing Supplies USA, LLC, Zapopan Business Group, LLC, dba World Wide Imaging Supplies, and Central Jersey Office Equipment for ink and toner cartridges; (B) Wagner Automation, Inc., for automatic gate access system installation, preventive maintenance and repairs for the San Antonio Airport System; and (C) SAT Radio Communications, LTD., dba Industrial Communications, for installations, removals and repair of emergency vehicle equipment for SAFD and the Aviation Department. [Ben Gorzell Jr., Chief Financial Officer; Troy Elliott, Deputy Chief Financial Officer, Finance]

Councilmember Viagran moved to Approve on the Consent Agenda. Councilmember Courage seconded the motion. The motion carried by the following vote:

Aye: Nirenberg, Bravo, McKee-Rodriguez, Viagran, Rocha Garcia, Castillo, Cabello
Havrda, Pelaez, Courage, Perry

Absent: Sandoval

Exhibit I

City of San Antonio
Bid Tabulation

Exhibit I

Opened:	April 26, 2021									
For:	Annual Contract for Ink and Toner Cartridges	Non-Local	Non-Local	Non-Local	Local	Non-Local	Non-Local	Local	Non-Local	Local
		Printing Supplies USA LLC 666 Plainsboro Rd Suite 1237 Plainsboro, NJ 08536 609-799-3800	Central Jersey Office Equipment 2 Howell Rd Freehold, NJ 07728	Coast to Coast Computer Products Inc. 4277 Valley Fair Street Simi Valley, CA 93063	Dahill Office Technology Corporation dba Xerox Business Solutions Southwest 8200 IH-10 West, Ste 400 San Antonio, TX 78230	Enhanced Laser Products 9075 Katy Fwy Houston, TX 77024	Gateway Printing & Office Supply, Inc. 14803 Bulverde Rd San Antonio, TX 78247	San Antonio Lighthouse for the Blind 2305 Roosevelt Ave. San Antonio, TX 78210	The Tree House Inc 40 Prospect Avenue. Norwood, MA 02062	World Wide Imaging Supplies 10823 Gulfdate St San Antonio, TX 78216
600013707	VF									
SECTION A, ITEMIZED LIST		OEM								
A	BROTHER									
	Core % Discount Offered	20%	NO BID	NO BID	NO BID	16%	NOT SPECIFIED	15-30%	20-32%	20%
	Catalog Discount Offered	20%	20%	NO BID	NO BID	25%	18%	15%	32%	0%
	Estimated Annual Total - Core	\$1,660.00	NO BID	NO BID	NO BID	\$1,766.06	\$1,965.00	\$1,737.72	\$1,541.95	\$2,209.20
	Estimated Annual Total - Non-Core	\$1,660.00	NO BID	NO BID	NO BID	\$1,576.84	NO BID	\$1,857.78	\$1,429.52	\$2,761.50
B	CANON									
	Core % Discount Offered	15%	NO BID	NO BID	NO BID	30%	NOT SPECIFIED	15-45%	18-25%	20%
	Catalog Discount Offered	15%	15%	NO BID	NO BID	25%	10%	17%	32%	0%
	Estimated Annual Total - Core	\$1,221.08	NO BID	NO BID	NO BID	\$1,226.40	\$1,483.00	\$1,300.80	\$1,149.72	\$1,820.40
	Estimated Annual Total - Non-Core	\$1,221.08	NO BID	NO BID	NO BID	\$1,314.00	NO BID	\$1,630.46	\$1,138.25	\$2,275.50
C	DELL									
	Core % Discount Offered	5%	12%	15%	NO BID	10%	NOT SPECIFIED	NO BID	10-22%	20%
	Catalog Discount Offered	5%	15%	NO BID	NO BID	25%	NO BID	5%	10%	0%
	Estimated Annual Total - Core	\$2,491.55	\$2,332.44	\$501.50	NO BID	\$198.00	\$2,427.00	NO BID	\$2,357.75	\$3,068.40
	Estimated Annual Total - Non-Core	\$2,491.55	\$2,253.14	\$590.00	NO BID	\$165.00	NO BID	NO BID	\$2,585.52	\$3,835.50
D	EPSON									
	Core % Discount Offered	5%	NO BID	NO BID	NO BID	19-20%	NOT SPECIFIED	15-20%	20%	20%
	Catalog Discount Offered	5%	12%	NO BID	NO BID	25%	0%	5%	30%	0%
	Estimated Annual Total - Core	\$190.75	NO BID	NO BID	NO BID	\$117.63	\$180.00	\$140.65	\$136.36	\$214.80
	Estimated Annual Total - Non-Core	\$190.75	NO BID	NO BID	NO BID	\$109.50	NO BID	\$159.49	\$119.32	\$268.50
E	HP PRODUCTS									
	Core % Discount Offered	32%	35-55%	NO BID	NO BID	20-50%	NOT SPECIFIED	28-40%	49-56%	20%
	Catalog Discount Offered	32%	23%	NO BID	NO BID	30%	18%	25%	42% Ink / 45% Toner	0%
	Estimated Annual Total - Core	\$115,023.33	\$117,298.97	NO BID	NO BID	\$115,182.20	\$127,625.08	\$155,597.54	\$107,085.53	\$156,084.00
	Estimated Annual Total - Non-Core	\$115,023.33	\$174,344.27	NO BID	NO BID	\$158,409.79	NO BID	\$179,167.58	\$124,504.07	\$195,105.00
F	LEXMAR									
	Core % Discount Offered	25%	NO BID	NO BID	NO BID	30%	NOT SPECIFIED	20%	32%	20%
	Catalog Discount Offered	25%	35%	NO BID	NO BID	25%	22%	20%	35%	0%
	Estimated Annual Total - Core	\$1,079.21	NO BID	NO BID	NO BID	\$1,045.80	\$1,293.00	\$1,192.65	\$1,013.76	\$1,447.20
	Estimated Annual Total - Non-Core	\$1,079.21	NO BID	NO BID	NO BID	\$1,120.50	NO BID	\$1,192.66	\$969.03	\$1,809.00
G	XEROX									
	Core % Discount Offered	25%	NO BID	NO BID	NO BID	30%	NOT SPECIFIED	30%	35%	20%
	Catalog Discount Offered	25%	35%	NO BID	NO BID	25%	15%	25%	38%	0%
	Estimated Annual Total - Core	\$878.68	NO BID	NO BID	NO BID	\$1,019.20	\$1,163.00	\$1,019.06	\$946.27	\$1,122.00
	Estimated Annual Total - Non-Core	\$878.68	NO BID	NO BID	NO BID	\$1,092.00	NO BID	\$1,091.85	\$902.60	\$1,402.50
	# of items bid	112/112	84/112	1/112	0/112	93/112	111/112	107/112	111/112	111/112
	Payment Terms	Net 30	Net 30	Net 30	Net 30	Net 30	Net 30	Net 30	Net 30	Net 30
	Percentage between lowest responsive non-local bid and local bid							29%		
	Price Differential							\$100,998.38		
	Estimated Annual Total	\$245,091.32	\$296,230.29	\$1,091.65	NO BID	\$284,345.47	\$136,136.73	\$346,089.70	\$245,881.97	\$373,424.70
	Estimated Annual Award	\$245,091.32		INCOMPLETE			INCOMPLETE			

Deleted Items: Remanufactured-Epson and Compatible-Epson and Xerox are deleted and will not be re-bid. Category Bio-Based is deleted and will not be re-bid.

City of San Antonio
Bid Tabulation

Opened: April 26, 2021										
For:	Annual Contract for Ink and Toner Cartridges	Local	Non-Local	Non-Local	Local	Non-Local	Non-Local	WITHDREW Non-Local	Local	Non-Local
		World Wide Imaging Supplies 10823 Gulfdate St San Antonio, TX 78216 210-495-5400	Central Jersey Office Equipment 2 Howell Rd Freehold, NJ 07728	Coast to Coast Computer Products Inc. 4277 Valley Fair Street Simi Valley, CA 93063	Dahill Office Technology Corporation dba Xerox Business Solutions Southwest 8200 IH-10 West, Ste 400 San Antonio, TX 78230	Enhanced Laser Products 9075 Katy Fwy Houston, TX 77024	Gateway Printing & Office Supply, Inc. 14803 Bulverde Rd San Antonio, TX 78247	Printing Supplies USA LLC 666 Plainsboro Rd Suite 1237 Plainsboro, NJ 08536	San Antonio Lighthouse for the Blind 2305 Roosevelt Ave. San Antonio, TX 78210	The Tree House Inc 40 Prospect Avenue. Norwood, MA 02062
600013707		VF								
SECTION A, ITEMIZED LIST		REMANUFACTURED								
A	BROTHER									
	Core % Discount Offered	35%	NO BID	15%	41.18%	60%	NO BID	60%	40%	NO BID
	Catalog Discount Offered	0%	NO BID	NO BID	NO BID	25%	NO BID	60%	45%	NO BID
	Estimated Annual Total - Core	\$790.15	NO BID	\$1,320.05	\$597.87	\$303.88	NO BID	\$444.78	\$873.16	NO BID
B	Estimated Annual Total - Non-Core	\$1,215.62	NO BID	\$1,553.00	\$1,016.38	\$569.78	NO BID	\$444.78	\$800.39	NO BID
	CANON									
	Core % Discount Offered	35%	NO BID	15%	41%	60%	NO BID	60%	40%	NO BID
	Catalog Discount Offered	0%	NO BID	NO BID	NO BID	25%	NO BID	60%	NO BID	NO BID
C	Estimated Annual Total - Core	\$391.95	NO BID	\$1,278.40	\$435.92	\$153.20	NO BID	\$255.52	\$245.33	NO BID
	Estimated Annual Total - Non-Core	\$603.00	NO BID	\$1,504.00	\$741.06	\$287.25	NO BID	\$255.52	\$224.88	NO BID
	DELL									
	Core % Discount Offered	35%	NO BID	15%	41.18%	70-75%	NO BID	60%	40%	NO BID
D	Catalog Discount Offered	0%	NO BID	NO BID	NO BID	25%	NO BID	60%	NO BID	NO BID
	Estimated Annual Total - Core	\$864.77	NO BID	\$1,637.10	\$724.47	\$433.30	NO BID	\$362.40	\$1,280.83	NO BID
	Estimated Annual Total - Non-Core	\$1,330.42	NO BID	\$1,926.00	\$1,231.60	\$1,137.75	NO BID	\$362.40	\$1,174.10	NO BID
	EPSON									
E	Core % Discount Offered	Deleted	Deleted	Deleted	Deleted	Deleted	Deleted	Deleted	Deleted	Deleted
	Catalog Discount Offered									
	Estimated Annual Total - Core									
	Estimated Annual Total - Non-Core									
F	HP PRODUCTS									
	Core % Discount Offered	35%	NO BID	10-15%	41%	70-75%	NO BID	60%	40%	NO BID
	Catalog Discount Offered	0%	NO BID	NO BID	NO BID	35%	NO BID	60%	NO BID	NO BID
	Estimated Annual Total - Core	\$52,220.31	NO BID	\$120,844.40	\$57,735.19	\$21,733.94	NO BID	\$20,055.03	\$99,704.69	NO BID
G	Estimated Annual Total - Non-Core	\$80,338.94	NO BID	\$141,837.00	\$98,149.82	\$55,491.80	NO BID	\$20,055.03	\$91,395.96	NO BID
	LEXMAR									
	Core % Discount Offered	35%	NO BID	15%	NO BID	55%	NO BID	60%	NO BID	NO BID
	Catalog Discount Offered	0%	NO BID	NO BID	NO BID	25%	NO BID	60%	NO BID	NO BID
H	Estimated Annual Total - Core	\$730.60	NO BID	\$1,201.05	NO BID	\$432.00	NO BID	\$672.00	NO BID	NO BID
	Estimated Annual Total - Non-Core	\$1,124.00	NO BID	\$1,413.00	NO BID	\$720.00	NO BID	\$672.00	NO BID	NO BID
	XEROX									
	Core % Discount Offered	35%	NO BID	15%	NO BID	NO BID	NO BID	60%	NO BID	NO BID
I	Catalog Discount Offered	0%	NO BID	NO BID	NO BID	25%	NO BID	60%	NO BID	NO BID
	Estimated Annual Total - Core	\$464.75	NO BID	\$1,406.75	NO BID	NO BID	NO BID	\$213.66	NO BID	NO BID
	Estimated Annual Total - Non-Core	\$715.00	NO BID	\$1,655.00	NO BID	NO BID	NO BID	\$213.66	NO BID	NO BID
	# of items bid	88/112		89/112	91/112	62/112	0/112	103/112	76/112	0/112
J	Payment Terms	Net 30	Net 30	Net 30	Net 30	Net 30	Net 30	Net 30	Net 30	Net 30
	Percentage between lowest responsive non-local bid and local bid									
	Price Differential									
	Estimated Annual Total	\$140,791.25	NO BID	\$277,576.35	\$160,633.54	\$81,265.40	NO BID	\$44,012.78	\$195,700.54	NO BID
	Estimated Annual Award	\$140,791.25				INCOMPLETE		INCOMPLETE		

Deleted Items: Remanufactured-Epson and Compatible-Eps

City of San Antonio
Bid Tabulation

Opened: April 26, 2021										
For: Annual Contract for Ink and Toner Cartridges		Non-Local	Non-Local	Local	Non-Local	Non-Local	WITHDREW Non-Local	Local	Non-Local	Local
		Central Jersey Office Equipment 2 Howell Rd Freehold, NJ 07728	Coast to Coast Computer Products Inc. 4277 Valley Fair Street Simi Valley, CA 93063	Dahill Office Technology Corporation dba Xerox Business Solutions Southwest 8200 IH-10 West, Ste 400 San Antonio, TX 78230	Enhanced Laser Products 9075 Katy Fwy Houston, TX 77024	Gateway Printing & Office Supply, Inc. 14803 Bulverde Rd San Antonio, TX 78247	Printing Supplies USA LLC 666 Plainsboro Rd Suite 1237 Plainsboro, NJ 08536	San Antonio Lighthouse for the Blind 2305 Roosevelt Ave. San Antonio, TX 78210	The Tree House Inc 40 Prospect Avenue Norwood, MA 02062	World Wide Imaging Supplies 10823 Gulfdate St San Antonio, TX 78216 210-495-5400
600013707 VF										
SECTION A, ITEMIZED LIST		COMPATIBLE								
A	BROTHER									
	Core % Discount Offered	70-75%	NO BID	NO BID	60%	NOT SPECIFIED	60%	40%	NO BID	35%
	Catalog Discount Offered	30%	NO BID	NO BID	25%	30%	60%	NO BID	NO BID	0%
	Estimated Annual Total - Core	\$1,353.68	NO BID	NO BID	\$303.88	\$123.83	\$444.78	\$43.11	NO BID	\$1,238.97
	Estimated Annual Total - Non-Core	\$947.58	NO BID	NO BID	\$569.78	NO BID	\$444.78	\$28.74	NO BID	\$1,906.11
B	CANON									
	Core % Discount Offered	38-80%	NO BID	NO BID	60%	NOT SPECIFIED	60%	NO BID		35%
	Catalog Discount Offered	30%	NO BID	NO BID	25%	30%	60%	NO BID	NO BID	0%
	Estimated Annual Total - Core	\$960.75	NO BID	NO BID	\$153.20	\$491.99	\$255.52	NO BID	NO BID	\$619.15
	Estimated Annual Total - Non-Core	\$672.53	NO BID	NO BID	\$287.25	NO BID	\$255.52	NO BID	NO BID	\$952.54
C	DELL									
	Core % Discount Offered	75-81%	NO BID	NO BID	70%	NOT SPECIFIED	60%	NO BID	NO BID	35%
	Catalog Discount Offered	30%	NO BID	NO BID	25%	30%	60%	NO BID	NO BID	0%
	Estimated Annual Total - Core	\$1,516.77	NO BID	NO BID	\$433.30	NO BID	\$362.40	NO BID	NO BID	\$1,602.38
	Estimated Annual Total - Non-Core	\$1,061.74	NO BID	NO BID	\$1,137.75	NO BID	\$362.40	NO BID	NO BID	\$2,465.20
D	EPSON									
	Core % Discount Offered	Deleted	Deleted	Deleted	Deleted	Deleted	Deleted	Deleted	Deleted	Deleted
	Catalog Discount Offered									
	Estimated Annual Total - Core									
E	HP PRODUCTS									
	Core % Discount Offered	30-88%	NO BID	NO BID	70-75%	NOT SPECIFIED	60%	NO BID	NO BID	35%
	Catalog Discount Offered	30%	NO BID	NO BID	35%	30%	60%	NO BID	NO BID	0%
	Estimated Annual Total - Core	\$94,980.53	NO BID	NO BID	\$21,873.74	\$65,565.01	\$20,055.03	NO BID	NO BID	\$72,064.60
F	LEXMAR									
	Core % Discount Offered	85%	NO BID	NO BID	55%	NOT SPECIFIED	60%	NO BID	NO BID	35%
	Catalog Discount Offered	30%	NO BID	NO BID	25%	30%	60%	NO BID	NO BID	0%
	Estimated Annual Total - Core	\$3,311.88	NO BID	NO BID	\$432.00	NO BID	\$672.00	NO BID	NO BID	\$899.88
G	XEROX									
	Core % Discount Offered	Deleted	Deleted	Deleted	Deleted	Deleted	Deleted	Deleted	Deleted	Deleted
	Catalog Discount Offered									
	Estimated Annual Total - Core									
# of items bid										
Payment Terms										
Percentage between lowest responsive non-local bid and local bid										11%
Price Differential										\$20,391.09
Estimated Annual Total		\$173,612.19	NO BID	NO BID	\$81,405.65	\$66,182.33	\$43,584.26	\$71.85	NO BID	\$194,003.27
Estimated Annual Award		\$173,612.19			INCOMPLETE	INCOMPLETE		INCOMPLETE		\$194,003.27

Deleted Items: Remanufactured-Epson and Compatible-Eps

City of San Antonio
Bid Tabulation

Opened: April 26, 2021												
For:	Annual Contract for Ink and Toner Cartridges	Non-Local	Non-Local	Non-Local	Non-Local	Non-Local	Non-Local	Non-Local	Local	Non-Local	Local	
		Central Jersey Office Equipment 2 Howell Rd Freehold, NJ 07728	Coast to Coast Computer Products Inc. 4277 Valley Fair Street Simi Valley, CA 93063	Dahill Office Technology Corporation dba Xerox Business Solutions Southwest 8200 IH-10 West, Ste 400 San Antonio, TX 78230	Enhanced Laser Products 9075 Katy Fwy Houston, TX 77024	Gateway Printing & Office Supply, Inc. 14803 Bulverde Rd San Antonio, TX 78247	Printing Supplies USA LLC 666 Plainsboro Rd Suite 1237 Plainsboro, NJ 08536	San Antonio Lighthouse for the Blind 2305 Roosevelt Ave. San Antonio, TX 78210	The Tree House Inc 40 Prospect Avenue. Norwood, MA 02062	World Wide Imaging Supplies 10823 Gulfdate St San Antonio, TX 78216		
600013707		VF										
SECTION A, ITEMIZED LIST		BIO-BASED										
A	BROTHER											
	Core % Discount Offered	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
	Catalog Discount Offered	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
	Estimated Annual Total - Core	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
B	Estimated Annual Total - Non-Core	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
	CANON											
	Core % Discount Offered	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
	Catalog Discount Offered	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
C	Estimated Annual Total - Core	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
	Estimated Annual Total - Non-Core	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
	DELL											
	Core % Discount Offered	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
D	Catalog Discount Offered	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
	Estimated Annual Total - Core	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
	Estimated Annual Total - Non-Core	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
	EPSON											
E	Core % Discount Offered	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
	Catalog Discount Offered	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
	Estimated Annual Total - Core	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
	Estimated Annual Total - Non-Core	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
F	HP PRODUCTS											
	Core % Discount Offered	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
	Catalog Discount Offered	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
	Estimated Annual Total - Core	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
G	Estimated Annual Total - Non-Core	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
	LEXMAR											
	Core % Discount Offered	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
	Catalog Discount Offered	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
	Estimated Annual Total - Core	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
	Estimated Annual Total - Non-Core	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
	XEROX											
	Core % Discount Offered	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
	Catalog Discount Offered	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
	Estimated Annual Total - Core	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
	Estimated Annual Total - Non-Core	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
	# of items bid	0/112	0/112	0/112	0/112	0/112	0/112	0/112	0/112	0/112	0/112	
	Payment Terms	Net 30	Net 30	Net 30	Net 30	Net 30	Net 30	Net 30	Net 30	Net 30	Net 30	
	Percentage between lowest responsive non-local bid and local bid											
Price Differential												
Estimated Annual Total	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID		
Estimated Annual Award												

Deleted Items: Remanufactured-Epson and Compatible-Eps

City of San Antonio Bid Tabulation

Opened: September 15, 2021 For: Annual Contract For Automatic Gate Access System For SAAS 6100014194		LS	Local
		Estimated Annual Quantity	Wagner Automation Inc. 4741 Shavano Oak San Antonio, TX 78249 210-492-0062
Item	Description	Estimated Annual Quantity	
1	Linear Induction Magnetic Gate Operators and Replacement and Optional Parts		
1A	Vmag Model# VM1220 - (208-240 VAC, Single or 3-Phase), or approved equal Unit Price Extended Price Manufacturer Name Product No. Warranty	1	\$18,181.80 \$18,181.80 VMAG vm-1220 5 Years
1B	Vmag Model# VM1420 - (440-480 VAC, Single or 3-Phase), or approved equal Unit Price Extended Price Manufacturer Name Product No. Warranty	1	\$19,656.00 \$19,656.00 VMAG vm-1420 5 Years
1C	Vmag Model# VM1425 - (440-480VAC, 3-Phase), or approved equal Unit Price Extended Price Manufacturer Name Product No. Warranty	1	\$22,440.00 \$22,440.00 VMAG vm-1425 5 Years
1D	RF1 - Reaction Fins (6.58 feet ea.), or approved equal. Unit Price Extended Price Manufacturer Name Product No.	9	\$1,015.00 \$9,135.00 VMAG RF1M
1E	RF1RHK- Reaction Fin End Kit Right Hand Side, or approved equal. Unit Price Extended Price Manufacturer Name Product No.	6	\$585.00 \$3,510.00 VMAG RF1RE
1F	RF1LHK- Reaction Fin End Kit Left Hand Side, or approved equal. Unit Price Extended Price Manufacturer Name Product No.	6	\$585.00 \$3,510.00 VMAG RF1LE
1G	VMSSCC - 316 Stainless Steel NEMA 4X Control Cabinet Upgrade, or approved equal. Unit Price Extended Price Manufacturer Name Product No.	1	\$2,745.60 \$2,745.60 VMAG vmsscc
1H	P1 - Programmer with Cable, or approved equal. Unit Price Extended Price Manufacturer Name Product No.	1	\$592.80 \$592.80 VMAG vmpgmr
1I	VMUPS - Uninterruptable Power Supply 120-240 VAC Pure Sine Wave Output, or approved equal. Unit Price Extended Price Manufacturer Name Product No.	2	\$7,152.60 \$14,305.20 VMAG vmups
2	High Speed Hydraulic Slide Gate Operators Unit Price Extended Price Manufacturer Name Product No. Warranty	1	\$14,230.00 \$14,230.00 Hysecurity Slidedriver 50 VF3 5 Years
3	Aluminum Cantilever Slide Gates		
3A	20' x 7' + 1 Aluminum Cantilever Heavy Duty Fortress Gates, or approved equal. Unit Price Extended Price Manufacturer Name Product No. Warranty	1	\$7,380.00 \$7,380.00 Tymetal 20'x7'+1' 5 Years

City of San Antonio Bid Tabulation

Opened: September 15, 2021 For: Annual Contract For Automatic Gate Access System For SAAS 6100014194		LS	Local
		Estimated Annual Quantity	Wagner Automation Inc. 4741 Shavano Oak San Antonio, TX 78249 210-492-0062
Item	Description	Estimated Annual Quantity	
3B	20' x 8' + 1 Aluminum Cantilever Heavy Duty Fortress Gates, or approved equal.	1	
	Unit Price		\$7,670.00
	Extended Price		\$7,670.00
	Manufacturer Name		Tymetal
	Product No.		20'x8'+1'
	Warranty		5 Years
3C	30' x 6' +1 Aluminum Cantilever Heavy Duty Fortress Gates, or approved equal.	1	
	Unit Price		\$9,188.00
	Extended Price		\$9,188.00
	Manufacturer Name		Tymetal
	Product No.		30'x6'+1'
	Warranty		5 Years
4	Hydraulic Slide Gate Operators	1	
	Unit Price		\$11,441.00
	Extended Price		\$11,441.00
	Manufacturer Name		Hysecurity
	Product No.		Slidedriver 40
	Warranty		5 Years
5	Vehicle Detector and Inductive Detector Loops		
5A	Vehicle Detector or approved equal.	20	
	Unit Price		\$245.00
	Extended Price		\$4,900.00
	Manufacturer Name		Renc
	Product No.		BX_4
5B	Inductive Detector Loops, or approved equal.	1	
	Unit Price		\$950.00
	Extended Price		\$950.00
	Manufacturer Name		Wagner
	Product No.		In ground loop
6	On-call Preventive Maintenance and Diagnostics	100	
	Preventive Maintenance Hourly Rate		\$150.00
	Extended Price		\$15,000.00
7	Labor – Rates for Replacements/Repair		
7A	Labor Rate-Standard Replacement/Repair	10	
	Per Hour		\$150.00
	Extended Price		\$1,500.00
7B	Labor Rate-Overtime Replacement/Repair	5	
	Per Hour		\$250.00
	Extended Price		\$1,250.00
8	Other replacement/repair Parts not listed		
	Annual Estimated Expenditure: \$30,000.00		
	Parts Mark up above Contractor's Cost		50%
	Extended Price		\$45,000.00
	Payments Terms		3%, 10 days
	Estimated Annual Total		\$212,585.40
	Estimated Annual Award		\$212,585.40

City of San Antonio
Bid Tabulation

Opened: September 17, 2021				
For: ANNUAL CONTRACT FOR INSTALLS, REMOVALS AND REPAIRS OF EQUIPMENT FOR SAFD and OTHER CITY VEHICLES				
6100014459			AAS	
Item	Description	Estimated Annual Quantity	Local	Local
			SAT Radio Communications, LTD, dba Industrial Communications 1019 E. Euclid Ave. San Antonio TX 78212 210-226-3682	CDS Properties Inc., dba Southwest Public Safety 9905 Perrin Beitel Rd. San Antonio TX 78217
1	FIRE DEPARTMENT STANDARD REMOVAL (PER VEHICLE):			
1A	Arson Vehicle Standard (Removal)	4		
	Price Each		\$345.00	\$380.00
	Price Total		\$1,380.00	\$1,520.00
1B	Administrative Vehicle Standard (Removal)	4		
	Price Each		\$230.00	\$380.00
	Price Total		\$920.00	\$1,520.00
1C	Prevention Vehicle Standard (Removal)	4		
	Price Each		\$120.00	\$190.00
	Price Total		\$480.00	\$760.00
1D	Command Vehicle Standard (Removal)	4		
	Price Each		\$920.00	\$380.00
	Price Total		\$3,680.00	\$1,520.00
1E	First Responder/Squad Vehicle Standard (Removal)	6		
	Price Each		\$920.00	\$380.00
	Price Total		\$5,520.00	\$2,280.00
2	FIRE DEPARTMENT STANDARD INSTALLATION (PER VEHICLE):			
2A	Arson Vehicle Standard (Install)	4		
	Price Each		\$740.00	\$3,600.00
	Price Total		\$2,960.00	\$14,400.00
2B	Administrative Vehicle Standard (Install)	4		
	Price Each		\$673.00	\$3,600.00
	Price Total		\$2,692.00	\$14,400.00
2C	Prevention Vehicle Standard (Install)	4		
	Price Each		\$240.00	\$475.00
	Price Total		\$960.00	\$1,900.00
2D	Command Vehicle Standard (Install)	4		
	Price Each		\$3,120.00	\$4,200.00
	Price Total		\$12,480.00	\$16,800.00
2E	First Responder/Squad Vehicle Standard (Install)	6		
	Price Each		\$3,005.00	\$4,200.00
	Price Total		\$18,030.00	\$25,200.00
3	FLAT FEE FOR INSTALLATIONS & REMOVALS			
3A	Light Bar (Removal)	7		
	Price Each		\$115.00	\$95.00
	Price Total		\$805.00	\$665.00
3B	Light Bar (Install)	7		
	Price Each		\$221.50	\$475.00
	Price Total		\$1,550.50	\$3,325.00

City of San Antonio
Bid Tabulation

Opened: September 17, 2021			Local		Local	
For: ANNUAL CONTRACT FOR INSTALLS, REMOVALS AND REPAIRS OF EQUIPMENT FOR SAFD and OTHER CITY VEHICLES			SAT Radio Communications, LTD, dba Industrial Communications 1019 E. Euclid Ave. San Antonio TX 78212 210-226-3682		CDS Properties Inc., dba Southwest Public Safety 9905 Perrin Beitel Rd. San Antonio TX 78217	
6100014459			AAS			
Item	Description	Estimated Annual Quantity				
3C	Mobile Data Terminal W/Modem & Antennas (Removal)	7				
	Price Each					
	Price Total					
3D	Mobile Data Terminal W/Modem & Antennas (Install)	7				
	Price Each					
	Price Total					
3E	Vehicle Charger (Removal)	5				
	Price Each					
	Price Total					
3F	Vehicle Charger (Install)	7				
	Price Each					
	Price Total					
3G	Radio and Antenna (Install)	7				
	Price Each					
	Price Total					
3H	Radio and Antenna (Removal)	5				
	Price Each					
	Price Total					
3I	In Cab Light (Install per light)	5				
	Price Each					
	Price per Hour					
3J	Flashlight & Charger (Install)	7				
	Price Each					
	Price Total					
4	HOURLY LABOR RATE FOR NON-STANDARD REPAIRS AND SERVICE per Section 4.5 through 4.5.1	80				
	Non-Standard are all other repairs and services other than Standard vehicles identified in Section 4.4.1 through 4.4.7.2					
	Price per Hour					
	Price Total					
5	TRIP CHARGE- For New Installations:	40				
	Per Section 4.6, The Vendor's technician shall travel to City location or Technical Service facility upon City request. (Each = Round trip charge)					
	Price per Each					
	Price Total					
	Payment Terms					
	Estimated Annual Total					
	Estimated Annual Award					