

Date: November 6, 2017

To: Jim Winham, Interim CEO

Through/CC: Angela Lehman, CRO and Compliance Officer

Kent Torrence, CFO

From: Frank Gresh, CIO

Re: Sierra Wireless Gateway RFP Recommendation RFP# IT2017-0001

RFP# IT2017-0001 was released on October 2, 2017. The purpose of the RFP was to solicit proposal from qualified vendors to replace our seven-year-old wireless gateways in our ambulance fleet. There were four responses received. The proposers are: DH Wireless Solutions of Battle Creek, Michigan; Island Tech Services of Ronkonkoma, New York; PCS Mobile of Denver, Colorado; and Brite Computers of Victor, New York.

After reviewing all the proposals, staff finds that Island Tech Services (ITS) is the Lowest Secure Bidder with a compliant proposal that meets or exceeds all our specifications. Staff recommends we purchase the Sierra Wireless Gateways from ITS. The reasons for this recommendation are as follows:

- ITS has the background, ability, capacity, skill, and experience needed to perform under the requirements of this RFP.
- ITS provides a manufacturer certified helpdesk support that will provide faster response
 to problems than our present experience with Sierra Wireless (the manufacturer). This
 service offering from ITS will significantly improve maintenance, support, and service for
 EMSA
- ITS provided the most comprehensive response and solution to eliminating Wi-Fi dead spots inside the vehicle.
- ITS has the most demonstrated history of working with EMS customers in their proposal.
- ITS' price is under the FY2018 budgeted amount for this project.

Should you have any additional questions, please feel free to ask.

EMSA RFP#IT2017-0001 Proposal Pricing Evaluation

		DH Wireless Solutions				Island Tech Services				PCS Mobile				Brite Computers		
Item	Quantity	Eac	Each		Extended		Each		Price		Each		Price		h	Price
Sierra Wireless MG90 Gateway SKU 1102695	105	\$	1,191.26	\$	125,082.30	\$	1,320.00	\$	138,600.00	\$	1,346.32	\$	141,363.60	\$	1,421.11	\$ 149,216.55
Sierra Wireless MG90 Mounting Brkt SKU 6001024	105	\$	58.50	\$	6,142.50	\$	70.00	\$	7,350.00	\$	63.16	\$	6,631.80			Not Proposed
Recommended Antenna	105	\$	199.50	\$	20,947.50	\$	171.00	\$	17,955.00	\$	194.96	\$	20,470.80	\$	207.50	\$ 21,787.50
Improved Interior Wi-Fi Recommendation*	105	\$	13.30	\$	1,396.50	\$	9.00	\$	945.00	\$	-	\$	_			N/A
Installation	102	\$	255.00	\$	26,010.00	\$	275.00	\$	28,050.00	\$	168.00	\$	17,136.00	\$	282.33	\$ 28,797.66
Professional Services				\$	2,940.00			\$	-			\$	-			
Support – 1 Year	105	\$	135.00	\$	14,175.00	\$	130.00	\$	13,650.00	\$	131.58	\$	13,815.90			Not Proposed
Support – 3 Years	105			\$	-			\$	-			\$	-			
Support – 5 Years	105			\$	-			\$				\$	-			
Total Proposal exclusive of support (Device, Bracket, Installation, Antenna) Total Proposal inclusive of support (Device, Bracket, Installation, Antenna,				\$ 181,122.30				\$ 191,955.00				\$ 185,602.20		Not a valid proposal		
one year support)				\$	195,297.30			\$	205,605.00			\$	199,418.10		Not a va	lid proposal
*Not included in pricing comparison	ļ															ļ