



Date: April 24, 2012

To: H. Stephen Williamson, President and CEO

From: Frank Gresh, CIO

Re: Rugged Tablet RFP #2012-0001 Recommendation

RFP# 2012-0001 was released on April 3rd, 2012. There were three responses received. The proposers are: Howard Technology Solutions of Mississippi, PCS Mobile of Colorado, and Paradigm System Solutions of Minnesota.

After reviewing all of the proposals, I find that PCS Mobile is the Lowest Secure Bidder with a compliant proposal that meets or exceeds all of our specifications. I would like to recommend we purchase the Rugged Convertible Tablets from PCS Mobile. The reasons for this recommendation are as follows:

- PCS Mobile has the background and experience to provide this solution for EMSA.
- I spoke with the references provided by PCS Mobile and they all had very positive comments and experiences with PCS Mobile.
- Their value added offering known as the “Self-Maintainer” program will provide EMSA with the ability to perform many warranty repairs in-house which will improve the turnaround time for repairs and reduce other costs associated with devices being out for repair. Included in the “Self-Maintainer” program are two additional tablets (that will bring the total to 60 devices we receive).
- The cost for the Getac V200 model is \$355.78 less per device than the Panasonic CF-19 (cost savings of over \$20,000), not including the additional cost for the Panasonic Protection Plus Warranty. If you include the 5-year warranty from Panasonic, the savings by going with Getac (with its included warranty) is \$980.78 less per device (cost savings of over \$56,000).

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

EMSA RFP#2012-0001
 Proposal Summaries

	Howard Technology Solutions	PCS Mobile	Paradigm System Solutions
Device Proposed	Lenovo ThinkPad X220*	Getac V200	Panasonic CF-19
Per item price with five year warranty	\$1,819.00*	\$3,039.22	\$4,020.00
Total Project Cost with accessories required and five year warranty	\$124,410.00*	\$198,371.58	\$251,936.20
Bid Status	Non-compliant	Compliant and lowest	Compliant

* The proposal from Howard Solutions proposed a device that is not rugged, does not meet the required standards for ruggedness (MIL-STD-810G and IP65) and has been deemed non-compliant. Their pricing is provided here for reference only.