



# The County of El Dorado

## Chief Administrative Office

Procurement & Contracts Division  
Phone (530)621-5830

TO: ALL BIDDERS

RE: BID # 24-0072  
Avaya IP Phone J179

The apparent low qualified bidder for the subject bid is Prospect Communications of San Diego, CA.

A spreadsheet is attached for your review.

Board of Supervisors Policy C-17, Section 3.3.1, Subsection F, contains the procedure for the protest process. Copies are available upon request.

A purchase order will be issued ten (10) business days following the date this notification is posted on the following websites:

<https://pssystem.planetbids.com/portal/48157/portal-home>

<https://www.eldoradocounty.ca.gov/County-Government/Procurement-and-Contracts/Bid-Results>

All bids are on file in the Procurement & Contracts Office and are available to review by appointment between 8:00 a.m. – 12:00 p.m. and 1:00 p.m. – 4:00 p.m., Monday through Friday.

For questions, please contact Rick Blake, Sr. Buyer at (530) 621-5873.

Thank you for your participation in the competitive bid process.

Purchasing Agent

**BID #24-0072 - Evaluation  
New Avaya IP Phone J179**

Name of Firm		A3 Communications ✓ dba: Blue Violet Networks		Archie Supply LLC ✓		Atlas Systems, Inc ✓	
City/State		Fountain Valley, GA		Greenboro, NC		Auburn Hills, MI	
Telephone		714-754-4000 714-540-1900 <a href="mailto:morwig@blueviolet.net">morwig@blueviolet.net</a>		540-818-5822 336-294-1586 <a href="mailto:ashley@archiesupply.com">ashley@archiesupply.com</a>		248-853-5700 x220 248-853-5757 <a href="mailto:chris@atlasphones.com">chris@atlasphones.com</a>	
Fax #							
Email:							
ARO Delivery Time		15 Days		30 Days		5-6 Days	
LVN Certified?		No		No		No	
Invoice Terms		Net 45		Net 45		Net 45	
Description	QTY	Price	Ext. Total	Price	Ext. Total	Price	Ext. Total
Avaya J179, 24-Key Self-Labeling Gigabit VoIP Telephone #700513569	400	\$ 269.11	\$ 107,644.00	\$ 157.92	\$ 63,168.00	\$ 136.88	\$ 54,752.00
Sub-Total			\$ 107,644.00		\$ 63,168.00		\$ 54,752.00
LVP		No	\$ -	No	\$ -	No	\$ -
Prompt Payment Disc.		Net 45	\$ -	Net 45	\$ -	Net 45	\$ -
Grand Total:			\$ 107,644.00		\$ 63,168.00		\$ 54,752.00
NOTES:		Part #AVA-700513569		Part #700513569		Part #700513569	

*Reviewed 8/13 JJ*

**BID #24-0072 - Evaluation  
New Avaya IP Phone J179**

<b>Name of Firm</b>		Barrett Financial Solutions ✓		Civvy Streets Distribution ✓		Cymbal Communications ✓	
<b>City/State</b>	Houston, TX	Sacramento, CA		Bartlett, IL			
<b>Telephone</b>	281-793-5592	916-802-2822		630-213-9022			
<b>Fax #</b>	281-903-5032	yun_embly@civvystreets.com		michele@cymbalcomm.com			
<b>Email:</b>	<a href="mailto:info@chandrabarrett.com">info@chandrabarrett.com</a>						
<b>ARO Delivery Time</b>	30 Days	14 Days		10 Days			
<b>LVN Certified?</b>	No	No		No			
<b>Invoice Terms</b>	Net 45	Net 45		Net 45			
<b>Description</b>	<b>QTY</b>	<b>Price</b>	<b>Ext. Total</b>	<b>Price</b>	<b>Ext. Total</b>	<b>Price</b>	<b>Ext. Total</b>
Avaya J179, 24-Key Self-Labeling Gigabit VoIP Telephone #700513569	400	\$ 181.17 ✓	\$ 72,468.00 ✓	\$ 158.23 ✓	\$ 63,292.00 ✓	\$ 143.00 ✓	\$ 57,200.00 ✓
<b>Sub-Total</b>			\$ 72,468.00		\$ 63,292.00		\$ 57,200.00
<b>LVP</b>		No	\$ -	No	\$ -	No	\$ -
<b>Prompt Payment Disc.</b>		Net 45	\$ -	Net 45	\$ -	Net 45	\$ -
<b>Grand Total:</b>			\$ 72,468.00 ✓		\$ 63,292.00 ✓		\$ 57,200.00 ✓
<b>NOTES:</b>		Part #700513569		Part #700513569		Part #J179	

**BID #24-0072 - Evaluation  
New Avaya IP Phone J179**

<b>Name of Firm</b>		Functions5 Technology Group ✓		Kijero LLC ✓		Morgan Ingland LLC ✓	
<b>City/State</b>		Rochester, NY		Morgan Hill, CA		Morgan Hill, CA	
<b>Telephone</b>		585-295-8900		669-220-6802		415-991-2400	
<b>Fax #</b>		585-295-6001					
<b>Email:</b>		<a href="mailto:lgermain@fstechology.com">lgermain@fstechology.com</a>		<a href="mailto:issac@kijero.com">issac@kijero.com</a>		<a href="mailto:issac@kijero.com">issac@kijero.com</a>	
<b>ARO Delivery Time</b>		10 Days		3 Weeks		21-28 Days	
<b>LVN Certified?</b>		No		No		No	
<b>Invoice Terms</b>		Net 45		Net 45		Net 45	
<b>Description</b>	<b>QTY</b>	<b>Price</b>	<b>Ext. Total</b>	<b>Price</b>	<b>Ext. Total</b>	<b>Price</b>	<b>Ext. Total</b>
Avaya J179, 24-Key Self-Labeling Gigabit VoIP Telephone #700513569	400	\$ 139.95	\$ 55,980.00	\$ 153.60	\$ 61,440.00	\$ 277.37	\$ 110,948.00
<b>Sub-Total</b>		No	\$ 55,980.00	No	\$ 61,440.00	No	\$ 110,948.00
<b>LVP</b>		Net 45	\$ -	Net 45	\$ -	Net 45	\$ -
<b>Prompt Payment Disc.</b>			\$ -		\$ -		\$ -
<b>Grand Total:</b>			\$ 55,980.00		\$ 61,440.00		\$ 110,948.00
<b>NOTES:</b>		Part #700513569		Part #700513569		Part #700513569	

**BID #24-0072 - Evaluation  
New Avaya IP Phone J179**

<b>Name of Firm</b>		Planet Holdings Inc. ✓		<b>Precision West</b>		Telecommunications dba: ✓		<b>Prospect Communications</b> ✓	
<b>City/State</b>		Pembroke Pines, FL		Rocklin, CA		San Diego, CA			
<b>Telephone</b>		909-667-2423		916-660-9828		858-459-3200			
<b>Fax #</b>		714-443-3283		916-660-9830		858-459-3287			
<b>Email:</b>		<a href="mailto:issac@kijero.com">issac@kijero.com</a>		<a href="mailto:msavickas@precision-west.com">msavickas@precision-west.com</a>		<a href="mailto:sales@precision-west.com">sales@precision-west.com</a>			
<b>ARO Delivery Time</b>		30 Days		15 Days		3 Days			
<b>LVN Certified?</b>		No		No		No			
<b>Invoice Terms</b>		Net 45		2%/20 Days		Net 45			
<b>Description</b>	<b>QTY</b>	<b>Price</b>	<b>Ext. Total</b>	<b>Price</b>	<b>Ext. Total</b>	<b>Price</b>	<b>Ext. Total</b>	<b>Price</b>	<b>Ext. Total</b>
Avaya J179, 24-Key Self-Labeling Gigabit VoIP Telephone #700513569	400	\$ 134.35 ✓	\$ 53,740.00 ✓	\$ 175.00 ✓	\$ 70,000.00 ✓	\$ 132.00 ✓	\$ 52,800.00 ✓		
<b>Sub-Total</b>			\$ 53,740.00		\$ 70,000.00		\$ 52,800.00		
<b>LVP</b>		No	\$ -	No	\$ -	No	\$ -		
<b>Prompt Payment Disc.</b>		Net 45	\$ -	2%/20	\$ (1,400.00)	Net 45	\$ -		
<b>Grand Total:</b>			\$ 53,740.00 ✓		\$ 68,600.00 ✓		\$ 52,800.00 ✓		
<b>NOTES:</b>		Part #700513569		Part #700513569		Part #700513569			

**BID #24-0072 - Evaluation  
New Avaya IP Phone J179**

<b>Name of Firm</b>		Questivity, Inc. ✓		Synergy Telecom Inc ✓		Technicrousa Inc. ✓	
<b>City/State</b>		Santa Clara, CA		Indianapolis, IN		Bolingbrook, IL	
<b>Telephone</b>		408-641-3826		800-201-7590		630-526-1800	
<b>Fax #</b>		408-615-1771		317-713-1658			
<b>Email:</b>		<a href="mailto:twisha@questivity.com">twisha@questivity.com</a>		<a href="mailto:lisa.gemmer@synergy-tel.com">lisa.gemmer@synergy-tel.com</a>		<a href="mailto:brian.wilson@technicrousa.com">brian.wilson@technicrousa.com</a>	
<b>ARO Delivery Time</b>		1-2 Weeks		3-5 Days		3 Days	
<b>LVN Certified?</b>		No		No		No	
<b>Invoice Terms</b>		Net 45		Net 45		Net 45	
<b>Description</b>	<b>QTY</b>	<b>Price</b>	<b>Ext. Total</b>	<b>Price</b>	<b>Ext. Total</b>	<b>Price</b>	<b>Ext. Total</b>
Avaya J179, 24-Key Self-Labeling Gigabit VoIP Telephone #700513569	400	\$ 225.00 ✓	\$ 90,000.00 ✓	\$ 134.84 ✓	\$ 53,936.00 ✓	\$ 263.99 ✓	\$ 105,596.00 ✓
<b>Sub-Total</b>		No	\$ 90,000.00	No	\$ 53,936.00	No	\$ 105,596.00
<b>LVP</b>		Net 45	\$ -	Net 45	\$ -	Net 45	\$ -
<b>Prompt Payment Disc.</b>							
<b>Grand Total:</b>			\$ 90,000.00 ✓		\$ 53,936.00 ✓		\$ 105,596.00 ✓
<b>NOTES:</b>		Part #700513569		Part #700513569		Part #700513569	

**BID #24-0072 - Evaluation  
New Avaya IP Phone J179**

<b>Name of Firm</b>		Telesource Services, Inc. ✓		vPrime Tech Inc. ✓	
<b>City/State</b>		Bolton, MA		Houston, TX	
<b>Telephone</b>		248-335-3000 x520		833-333-1314	
<b>Fax #</b>		248-335-0470		833-777-1314	
<b>Email:</b>		<a href="mailto:mhasitings@tsrc.com">mhasitings@tsrc.com</a>			
<b>ARO Delivery Time</b>		10 Days		14 Days	
<b>LVN Certified?</b>		No		No	
<b>Invoice Terms</b>		Net 45		Net 45	
<b>Description</b>	<b>QTY</b>	<b>Price</b>	<b>Ext. Total</b>	<b>Price</b>	<b>Ext. Total</b>
Avaya J179, 24-Key Self-Labeling Gigabit VoIP Telephone #700513569	400	\$ 144.99 ✓	\$ 57,996.00 ✓	\$ 261.70 ✓	\$ 104,680.00 ✓
<b>Sub-Total</b>		No	\$ 57,996.00	No	\$ 104,680.00
<b>LVP</b>		Net 45	\$ -	Net 45	\$ -
<b>Prompt Payment Disc.</b>			\$ -		\$ -
<b>Grand Total:</b>			\$ 57,996.00 ✓		\$ 104,680.00 ✓
<b>NOTES:</b>		Part #700513569-N		Part #700513569	