Torres Rojas, Genara FOI #14990

From: jennifer@fibertechs.net
Sent: Tuesday, June 10, 2014 5:29 PM
To: Duffy, Daniel
Cc: Torres Rojas, Genara; Van Duyne, Sheree; American, Heavyn-Leigh
Subject: Freedom of Information Online Request Form

Information:

First Name: Jennifer
Last Name: Rinaldi
Company: Safety Net Corp
Mailing Address 1: 121 Hawkins Pl.
Mailing Address 2: 214
City: Boonton
State: NJ
Zip Code: 07005
Email Address: jennifer@fibertechs.net
Phone: 973-263-2500
Required copies of the records: Yes

List of specific record(s):
RE: Collective SOLICITATION 25947 TITLE:Multi-Facility Fiber Optic Contract to Maintain, Repair, Terminate, Splice, Test and Tract Fiber Optic Cables. Please provide the following information: 1. Company names and addresses of all bidders 2. The winning bidders name and the winning bid amount with unit pricing. if any. with item descriptions and cost per each item and quantity: 3. The same as above for the second best and third best bidders: name and the winning bid amount with unit pricing. if any. with item descriptions and cost per each item and quantity: 4. List of disqualified bidders, if any, and the reason for disqualification. 5. If the bid was awarded based on a scoring system provide the scores of the top Three bidders per category of evaluation and 6. WEBE or minority status of the top 3 bidders. Thank you for your help.

THE PORT AUTHORITY OF NY & NJ

FOI Administrator

October 20, 2014

Ms. Jennifer Rinaldi
Safety Net Corp.
121 Hawkins Pl.
Boonton, NJ 07005

Re: Freedom of Information Reference No. 14990

Dear Ms. Rinaldi:

This is a response to your June 10, 2014 request, which has been processed under the Port Authority's Freedom of Information Code, (the "Code", copy attached), for copies of records related to "Collective Solicitation 25947 Title: Multi-Facility Fiber Optic Contract to Maintain, Repair, Terminate, Splice, Test and Tract Fiber Optic Cables. Please provide the following information: 1. Company names and addresses of all bidders 2. The winning bidders name and the winning bid amount with unit pricing. If any. With item descriptions and cost per each item and quantity: 3. The same as above for the second best and third best bidders: name and the winning bid amount with unit pricing. If any. With item descriptions and cost per each item and quantity: 4. List of disqualified bidders, if any, and the reason for disqualification. 5. If the bid was awarded based on a scoring system provide the scores of the top Three bidders per category of evaluation and 6. WEBE or minority status of the top 3 bidders."

Material responsive to your request and available under the Code can be found on the Port Authority's website at http://www.panynj.gov/corporate-information/foi/14990-C.pdf. Paper copies of the available records are available upon request.

Certain material responsive to your request is exempt from disclosure pursuant to exemption (1) of the Code.

Please refer to the above FOI reference number in any future correspondence relating to your request.

Sincerely,

Heavyn-Leigh American
FOI Officer

Attachment

225 Park Avenue South, 17th FL
New York, NY 10003
T: 212 435 3642 F: 212 435 7555

THE PORT AUTHORITY OF NY & NJ

Lillian D. Valenti
Director, Procurement

December 19, 2011

EMAIL DELIVERY: kobrian@camelotgrp.com

Camelot Communications
2 Washington Street
New York, NY 10004

Attn: Mr. Kevin O'Brien, Director

RE: AGENCY WIDE FIBER OPTIC MAINTENANCE AND ASSET TRACKING SERVICES – AWARD OF REQUIREMENTS CONTRACT - PURCHASE ORDER #4500062958, CONTRACT #4600008935

Dear Mr. O'Brien:

Your bid addressing the subject contract has been accepted. The term of this Contract shall be for three (3) years effective December 20, 2011 through December 19, 2014, subject to earlier termination or extension as provided for in the Contract. The Total Estimated Contract Price for this period is $3,144,044.

In accordance with the insurance provisions of the above referenced Contract, and prior to the commencement of work, you shall submit an original Certificate of Insurance to the Port Authority of NY & NJ, Risk Management, 225 Park Avenue South, 12th Floor, New York, New York 10003. This Certificate must also be annotated with the following CITS tracking number: 3873N.

Your facility contact is Mr. Rich Thompson, who can be reached at 201-395-5249. If you have any questions concerning the award of this Contract, please contact Jeanette Anderson at (201) 395-3430.

For invoicing and correspondence purposes, Purchase Order # 4500062958 has been assigned to this Contract. Any billing inquiries should be directed to Archie Grimball at 201 216-6482.

Sincerely,

Lillian D. Valenti

Lillian D. Valenti
Director,
Procurement

2 Montgomery Street, 3rd Floor
Jersey City, NJ 07302
T: 201 395 7477

THE PORT AUTHORITY OF NY & NJ
PROCUREMENT DEPARTMENT
ONE MADISON AVENUE, 7TH FL.
NEW YORK, NY 10010

INVITATION FOR BID/PUBLIC BID OPENING

BID INFORMATION

TITLE: MULTI-FACILITY FIBER OPTIC CONTRACT TO MAINTAIN, REPAIR, TERMINATE, SPLICE, TEST, AND TRACT FIBER OPTIC CABLES

BID NO.: 25947

SUBMIT SEALED BIDS BEFORE THE DUE DATE AND TIME TO THE ABOVE ADDRESS WHERE THEY WILL BE PUBLICLY OPENED AND READ

BID DUE DATE: SEPTEMBER 22, 2011 TIME: 11:00 AM

BUYER NAME: JEANETTE ANDERSON PHONE NO.: (212) 435-3930
FAX#: (212) 435-3959

EMAIL: jeanette.anderson@panynj.gov and ~~naziz@panynj.gov~~

09-22-11 11:19 RCVD

BIDDER INFORMATION
(TO BE COMPLETED BY THE BIDDER)
(PLEASE PRINT)

CAMELOT COMMUNICATIONS
(NAME OF BIDDING ENTITY)

2 WASHINGTON STREET
(ADDRESS)

NEW YORK, NY 10004
(CITY, STATE AND ZIP CODE)

KEVIN O'BRIEN DIRECTOR 2126352680
(REPRESENTATIVE TO CONTACT-NAME & TITLE) (TELEPHONE)

[Ex.1] 2126352775
(FEDERAL TAX I.D. NO.) (FAX NO.)

X BUSINESS CORPORATION ____ PARTNERSHIP ____ INDIVIDUAL

____ OTHER (SPECIFY): ____

PRICING SHEETS - THREE YEAR BASE TERM

A) **Normal Services (SLA Service Level 3)**: The following is a three (3) years estimate of scheduled routine calls for service at all facilities, which will be responded to within five (5) business days during normal working hours.
Note: The Authority estimates below for each type call.

A1 – LABOR

Classification of work	Typical Scope Of Work	# of Estimated Service Calls		# Techs		# Hrs.		Hourly Rate		Total Estimated Price
Assignment and Preparation	Assign strands as requested w/3 inter-mediate patch points, install patches and perform end to end OTDR and Power Loss tests	NJ – 300	X	2	X	4	X	115.70	=	$ 277,680.00
		NY – 300	X	2	X	4	X	129.80	=	$ 311,520.00
Cable Splicing in Man Holes	Typical 72 strand SM cable	NJ – 50	X	2	X	4	X	127.70	=	$ 51,080.00
		NY – 50	X	2	X	4	X	145.00	=	$ 58,000.00
Install Patch Panel	Typical 96 port panel	NJ – 120	X	2	X	2	X	105.25	=	$ 50,520.00
		NY – 120	X	2	X	2	X	129.80	=	$ 62,304.00
Termination in New Patch/ Splice Panel	Typical 72 strand cable terminated with ST or SC connectors and tested end to end	NJ – 120	X	2	X	4	X	115.70	=	$ 110,072.00
		NY – 120	X	2	X	4	X	129.80	=	$ 124,608.00
									SUB-TOTAL (LABOR)	$ 1,045,784.00

A2 - MATERIALS

Classification of work	Item Description *(Submit catalog cuts for each)*	Quantity		Unit Cost		Total Estimated Price
Provide Patch Cords (material)	SM patch cords with ST or ST/SC connectors	2750	X	41.57	=	$ 114,317.50
Splicing Enclosures (material)	Water Proof Enclosure	160	X	287.50	=	$ 46,000.00
Patch Panels (material)	Typical 96 port Patch Panel (ADC or equal)	280	X	332.35	=	$ 93,058.00
					SUB-TOTAL (MATERIALS)	$ 253,375.50

A3 – MISC. MATERIALS – Other miscellaneous materials not included in A2 above.

Bidder shall insert a percentage, if any, mark-up added to, or discount subtracted from, the Net Cost of materials. The markup or discount, if any, shall be firm for the three (3) terms of this Contract.

	Net Material Price		Bidder Discount Markup Percentage*		Bidder's Discount or Markup Price*
Misc. Materials	$100,000.00	X	+.10 (+) or (–) or (0)	=	$ 10,000.00
Net Misc. Material Price				+	$100,000.00
				SUB-TOTAL (MISC. MATERIALS)	110,000.00

3A. TOTAL (Normal Services - Labor + Materials + Misc. Materials)	$ 1,409,159.50

B) **Expedited Services (SLA Service Level 2)**: The following is a three (3) year estimate, of expedited calls for services at all facilities, which will be responded within 4-hours on the same business day if notified by 1:00 PM during normal business hours (Monday through Friday, 8AM – 5PM, except PA holidays).

Note: The Authority estimates a total of 4-hours for each call

Classification of work	Typical Scope Of Work	# of Estimated Service Calls		# Techs		Estimated Hours		Hourly Rate		Total Estimated Price
Vendor Coordination	After fiber has been assigned and prepped, work with electronics vendor for connectivity and service	NJ – 600	X	1	X	4	X	115.78	=	$ 277,872.00
		NY – 600	X	1	X	4	X	142.78	=	$ 342,672.00
Continuity Verification or Trouble Isolation	Respond to a non-critical call regarding suspected problems with in service fiber	NJ – 200	X	2	X	4	X	115.78	=	$ 185,248.00
		NY – 200	X	2	X	4	X	142.78	=	$ 228,448.00
									3B. TOTAL (Expedited Services)	$ 1,034,240

C) **Emergency Services (SLA Service Level 1)**: The following is a three (3) years estimate of emergency calls for services at all facilities, which will have on-site response within four hours on a 24 X 7 x 365 basis.
Note: The Authority estimates two technicians for total of 8-hours each call.

Classification of work	Typical Scope Of Work	# of Estimated Service Calls		# Techs		# Hours		Hourly Rate		Total Estimated Price
Emergency Call out for Fiber Optic Cable Cut	Respond within 4 hrs and begin immediate restoration	NJ – 40	X	2	X	8	X	138.84	=	$ 88,857.60
		NY – 40	X	2	X	8	X	155.76	=	$ 99,686.40
								3C. TOTAL (Emergency Services)		$ 188,544.00

D) **Technical Support and Services**: The following is a three (3) years estimate of technical support services to be rendered at all facilities.

Classification of work	Typical Scope Of Work	# of Estimated Hours		Hourly Rate		Total Estimated Price
Technical Support	Fiber consultation	3000	X	75.00	=	$ 225,000.00
					3D. TOTAL (Technical Support)	$ 225,000.00

E) **Asset Inventory Tracking:**

Classification of work	Typical Scope Of Work	# of Estimated Hours		Hourly Rate		Total Estimated Price
Inventory Data Entry	Enter changes, adds, moves and new installs in CSV file for import into Database	600	X	50.00	=	$ 30,000.00
					3E. TOTAL (Asset Inventory)	$ 30,000.00

F) **Limited Survey (one-time task):** Initial one time limited survey of existing fiber optic patch panels and fiber optic cables.
Note: The Authority estimates that it will take about two technicians to perform this task for approximately 2,200 hours for all facilities.

Facility	Typical Scope Of Work	# of Estimated Hours		Hourly Rate		Total Estimated Price
All NJ Facilities	Limited Survey	1200	X	105.25	=	$ 126,300.00
All NY Facilities	Limited Survey	1000	X	129.80	=	$ 129,800.00
				3F. TOTAL (Limited Survey)		$ 256,100.00

TOTAL ESTIMATED 3-YEAR CONTRACT PRICE		
	Category Estimate	Total Estimated Price
3A.	Normal Services (SLA Service Level 3)	$ 1409159.00
3B.	Expedited Services (SLA Service Level 2)	$ 1,034,240.60
3C.	Emergency Services (SLA Service Level 1)	$ 188,544.00
3D.	Technical Support	$ 225,000.00
3E.	Asset Inventory	$ 30,000.00
3F.	Limited Survey	$ 256,100.00
TOTAL ESTIMATED 3-YEAR CONTRACT PRICE		$ 3,143,043.00

The estimated quantities on the Contractor Price Sheets are given solely to enable the Authority to make bid comparisons. The Authority makes no representations as to what the actual quantities will be and shall not be held responsible even though the annual estimated quantities are not even approximately correct. The Contractor's compensation will be based solely on actual services ordered and performed. Price Sheet items shall include all staff hours, labor, equipment rentals, material used, travel and incidental expenses incurred in the performance of the Contract.

4. FIBER OPTIC ESTIMATES

The following charts represent an approximation of the cables and fiber deployed at the Port Authority facilities. This information was used to determine a base line for estimating the amount of work involved in conducting the initial limited survey of the fiber optic infrastructure at the facilities.

The presentation of Patch Panel locations is intended to estimate the total number of locations/rooms that need to be visited in order to see all of the patch panels.

Facility	Number of Cables	Fiber Type	Number of Patch Panels
Newark liberty International Airport	16	SM	60
Newark Liberty Intra Building fiber	35	SM/MM	50
JFK Airport	35	SM	30
JFK intra building fiber	14	SM/MM	28
LGA Airport	10	SM/MM	30
LGA Intra Building	12	SM/MM	30
Teterboro/ Stewart	3	SM/MM	12
George Washington Bridge	14	SM/MM	30
Holland Tunnel	12	SM	24
Lincoln Tunnel	14	SM/MM	28
Port Authority Bus Terminal	24	SM/MM	48
Staten Island Bridges	20	SM	40
Telecenter/PATC	60	SM/MM	85
Ports (NJ and NY)	10	SM	20
Office Buildings NY	19	MM/SM	38
Office Buildings NJ	30	MM/SM	60

THE PORT AUTHORITY OF NY & NJ
PROCUREMENT DEPARTMENT
ONE MADISON AVENUE, 7TH FL.
NEW YORK, NY 10010

INVITATION FOR BID/PUBLIC BID OPENING

BID INFORMATION

TITLE: MULTI-FACILITY FIBER OPTIC CONTRACT TO MAINTAIN, REPAIR, TERMINATE, SPLICE, TEST, AND TRACT FIBER OPTIC CABLES

BID NO.: 25947

SUBMIT SEALED BIDS BEFORE THE DUE DATE AND TIME TO THE ABOVE ADDRESS WHERE THEY WILL BE PUBLICLY OPENED AND READ

BID DUE DATE: SEPTEMBER 22, 2011 **TIME:** 11:00 AM

BUYER NAME: JEANETTE ANDERSON **PHONE NO.:** (212) 435-3930
FAX#: (212) 435-3959

EMAIL: jeanette.anderson@panynj.gov and naziz@panynj.gov

BIDDER INFORMATION
(TO BE COMPLETED BY THE BIDDER)
(PLEASE PRINT)

Vorcom Internet Services, Inc.
(NAME OF BIDDING ENTITY)

89 Edison Avenue
(ADDRESS)

Mt. Vernon, NY 10550
(CITY, STATE AND ZIP CODE)

Joseph Rugg - President (914) 664-7000
(REPRESENTATIVE TO CONTACT-NAME & TITLE) (TELEPHONE)

(FEDERAL TAX I.D. NO.) (FAX NO.)

✓ BUSINESS CORPORATION ____ PARTNERSHIP ____ INDIVIDUAL

____ OTHER (SPECIFY): ____

Rev. 09/07/2010

09-22-11A11:22 RCVD

THE PORT AUTHORITY OF NY & NJ

PROCUREMENT DEPARTMENT
ONE MADISON AVENUE 7TH FL.
NEW YORK, NY 10010

September 19, 2011

ADDENDUM #1

To prospective bidders on Bid # 25947 for MULTI-FACILITY FIBER OPTIC CONTRACT TO MAINTAIN, REPAIR, TERMINATE, SPLICE, TEST, AND TRACT FIBER OPTIC CABLES

Due back on September 22, 2011, no later than 11:00 A.M.

The following changes/modifications are hereby made to the solicitation documents:

See attached revised pricing sheets for Part IV of the Multi-Facility Fiber Optic bid document.

Pricing Sheets

The length (3 meter) for the patch cords and "single mode" for patch panels in the A2 – Materials section is included.

This communication should be initialed by you and annexed to your bid upon submission.

In case any bidder fails to conform to these instructions, its bid will nevertheless be construed as though this communication had been so physically annexed and initialed.

09-22-11A11:22

THE PORT AUTHORITY OF NY & NJ

KATHY LESLIE WHELAN, MANAGER
PURCHASING SERVICES DIVISION

09-22-11A11:22 RCVD

BIDDER'S FIRM NAME: Vorcom Internet Services, Inc.

INITIALED: [signature]

DATE: 9/19/11

QUESTIONS CONCERNING THIS ADDENDUM MAY BE ADDRESSED TO JEANETTE ANDERSON, WHO CAN BE REACHED AT (212) 435-3930 or at JSANTOS@panynj.gov.

PS11A11

PRICING SHEETS - THREE YEAR BASE TERM

A) Normal Services (SLA Service Level 3): The following is a three (3) years estimate of scheduled routine calls for service at all facilities, which will be responded to within five (5) business days during normal working hours.
Note: The Authority estimates below for each type call.

A1 – LABOR

Classification of work	Typical Scope Of Work	# of Estimated Service Calls		# Techs		# Hrs.		Hourly Rate		Total Estimated Price
Assignment and Preparation	Assign strands as requested w/3 inter-mediate patch points, install patches and perform end to end OTDR and Power Loss tests	NJ – 300	X	2	X	4	X	102	=	$ 244,800.00
		NY – 300	X	2	X	4	X	108	=	$ 259,200.00
Cable Splicing in Man Holes	Typical 72 strand SM cable	NJ – 50	X	2	X	4	X	102	=	$ 40,800.00
		NY – 50	X	2	X	4	X	108	=	$ 43,200.00
Install Patch Panel	Typical 96 port panel	NJ – 120	X	2	X	2	X	102	=	$ 48,960.00
		NY – 120	X	2	X	2	X	108	=	$ 51,840.00
Termination in New Patch/ Splice Panel	Typical 72 strand cable terminated with ST or SC connectors and tested end to end	NJ – 120	X	2	X	4	X	102	=	$ 97,920.00
		NY – 120	X	2	X	4	X	108	=	$ 103,680.00
								SUB-TOTAL (LABOR)		$ 890,400.00

A2 - MATERIALS

Classification of work	Item Description *(Submit catalog cuts for each)*	Quantity		Unit Cost		Total Estimated Price
Provide Patch Cords (material)	3 meter SM patch cords with ST or ST/SC connectors	2750	X	13	=	$ 35,750
Splicing Enclosures (material)	Water Proof Enclosure	160	X	325	=	$ 52,000
Patch Panels (material)	Typical 96 port single mode Patch Panel (ADC or equal)	280	X	950	=	$ 266,000
					SUB-TOTAL (MATERIALS)	$ 353,750.00

A3 – MISC. MATERIALS – Other miscellaneous materials not included in A2 above.

Bidder shall insert a percentage, if any, mark-up added to, or discount subtracted from, the Net Cost of materials. The markup or discount, if any, shall be firm for the three (3) terms of this Contract.

	Net Material Price		Bidder Discount Markup Percentage*		Bidder's Discount or Markup Price*
Misc. Materials	$100,000.00	X	0 (+ or – or 0)	=	$ 0
Net Misc. Material Price				+	$100,000.00
				SUB-TOTAL (MISC. MATERIALS)	100,000

3A. TOTAL (Normal Services - Labor + Materials + Misc. Materials)	$ 1,344,150.00

B) **Expedited Services (SLA Service Level 2)**: The following is a three (3) year estimate, of expedited calls for services at all facilities, which will be responded within 4-hours on the same business day if notified by 1:00 PM during normal business hours (Monday through Friday, 8AM – 5PM, except PA holidays).
Note: The Authority estimates a total of 4-hours for each call

Classification of work	Typical Scope Of Work	# of Estimated Service Calls		# Techs		Estimated Hours		Hourly Rate		Total Estimated Price
Vendor Coordination	After fiber has been assigned and prepped, work with electronics vendor for connectivity and service	NJ – 600	X	1	X	4	X	145	=	$ 348,000.00
		NY – 600	X	1	X	4	X	150	=	$ 360,000.00
Continuity Verification or Trouble Isolation	Respond to a non-critical call regarding suspected problems with in service fiber	NJ – 200	X	2	X	4	X	145	=	$ 232,000.00
		NY – 200	X	2	X	4	X	150	=	$ 240,000.00
									3B. TOTAL (Expedited Services)	$ 1,180,000.00

C) **Emergency Services (SLA Service Level 1)**: The following is a three (3) years estimate of emergency calls for services at all facilities, which will have on-site response within four hours on a 24 X 7 x 365 basis.
Note: The Authority estimates two technicians for total of 8-hours each call.

Classification of work	Typical Scope Of Work	# of Estimated Service Calls		# Techs		# Hours		Hourly Rate		Total Estimated Price
Emergency Call out for Fiber Optic Cable Cut	Respond within 4 hrs and begin immediate restoration	NJ – 40	X	2	X	8	X	145	=	$ 92,800.00
		NY – 40	X	2	X	8	X	150	=	$ 96,000.00
								3C. TOTAL (Emergency Services)		$ 188,800.00

D) **Technical Support and Services**: The following is a three (3) years estimate of technical support services to be rendered at all facilities.

Classification of work	Typical Scope Of Work	# of Estimated Hours		Hourly Rate		Total Estimated Price
Technical Support	Fiber consultation	3000	X	69	=	$ 207,000.00
				3D. TOTAL (Technical Support)		$ 207,000.00

E) **Asset Inventory Tracking:**

Classification of work	Typical Scope Of Work	# of Estimated Hours		Hourly Rate		Total Estimated Price
Inventory Data Entry	Enter changes, adds, moves and new installs in CSV file for import into Database	600	X	49	=	$ 29,400.00
				3E. TOTAL (Asset Inventory)		$ 29,400.00

F) **Limited Survey (one-time task)**: Initial one time limited survey of existing fiber optic patch panels and fiber optic cables.
Note: The Authority estimates that it will take about two technicians to perform this task for approximately 2,200 hours for all facilities.

Facility	Typical Scope Of Work	# of Estimated Hours		Hourly Rate		Total Estimated Price
All NJ Facilities	Limited Survey	1200	X	102	=	$ 122,400.00
All NY Facilities	Limited Survey	1000	X	108	=	$ 108,000.00
					3F. TOTAL (Limited Survey)	$ 230,400.00

TOTAL ESTIMATED 3-YEAR CONTRACT PRICE		
	Category Estimate	Total Estimated Price
3A.	Normal Services (SLA Service Level 3)	$ 1,344,150.00
3B.	Expedited Services (SLA Service Level 2)	$ 1,180,000.00
3C.	Emergency Services (SLA Service Level 1)	$ 188,800.00
3D.	Technical Support	$ 207,000.00
3E.	Asset Inventory	$ 29,400.00
3F.	Limited Survey	$ 230,400.00
TOTAL ESTIMATED 3-YEAR CONTRACT PRICE		$ 3,179,750.00

The estimated quantities on the Contractor Price Sheets are given solely to enable the Authority to make bid comparisons. The Authority makes no representations as to what the actual quantities will be and shall not be held responsible even though the annual estimated quantities are not even approximately correct. The Contractor's compensation will be based solely on actual services ordered and performed. Price Sheet items shall include all staff hours, labor, equipment rentals, material used, travel and incidental expenses incurred in the performance of the Contract.

09-22-11A11:22 RCVD

THE PORT AUTHORITY OF NY & NJ
PROCUREMENT DEPARTMENT
ONE MADISON AVENUE, 7TH FL.
NEW YORK, NY 10010

INVITATION FOR BID/PUBLIC BID OPENING

BID INFORMATION

TITLE: MULTI-FACILITY FIBER OPTIC CONTRACT TO MAINTAIN, REPAIR, TERMINATE, SPLICE, TEST, AND TRACT FIBER OPTIC CABLES

BID NO.: 25947

SUBMIT SEALED BIDS BEFORE THE DUE DATE AND TIME TO THE ABOVE ADDRESS WHERE THEY WILL BE PUBLICLY OPENED AND READ

BID DUE DATE: SEPTEMBER 22, 2011 **TIME:** 11:00 AM

BUYER NAME: JEANETTE ANDERSON **PHONE NO.:** (212) 435-3930
FAX#: (212) 435-3959

EMAIL: jeanette.anderson@panynj.gov and naziz@panynj.gov

09-22-11A11:24 RCVD

BIDDER INFORMATION
(TO BE COMPLETED BY THE BIDDER)
(PLEASE PRINT)

HEILMAN Electric Corp.
(NAME OF BIDDING ENTITY)

855 Brush Avenue
(ADDRESS)

Bronx, NY 10465
(CITY, STATE AND ZIP CODE)

Allen Cavalluzzi, Executive Vice President (718) 981-9900
(REPRESENTATIVE TO CONTACT-NAME & TITLE) (TELEPHONE)

[Ex.1] (718) 931-9698
(FEDERAL TAX I.D. NO.) (FAX NO.)

✓ BUSINESS CORPORATION ____ PARTNERSHIP ____ INDIVIDUAL

____ OTHER (SPECIFY): _____

PRICING SHEETS - THREE YEAR BASE TERM

A) **Normal Services (SLA Service Level 3)**: The following is a three (3) years estimate of scheduled routine calls for service at all facilities, which will be responded to within five (5) business days during normal working hours.
Note: The Authority estimates below for each type call.

A1 – LABOR

Classification of work	Typical Scope Of Work	# of Estimated Service Calls		# Techs		# Hrs.		Hourly Rate		Total Estimated Price
Assignment and Preparation	Assign strands as requested w/3 inter-mediate patch points, install patches and perform end to end OTDR and Power Loss tests	NJ – 300	X	2	X	4	X	159.10	=	$ 381,840-
		NY – 300	X	2	X	4	X	160.80	=	$ 385 920-
Cable Splicing in Man Holes	Typical 72 strand SM cable	NJ – 50	X	2	X	4	X	184.10	=	$ 73640-
		NY – 50	X	2	X	4	X	181-	=	$ 72400-
Install Patch Panel	Typical 96 port panel	NJ – 120	X	2	X	2	X	153.60	=	$ 73728-
		NY – 120	X	2	X	2	X	158.90	=	$ 76272-
Termination in New Patch/ Splice Panel	Typical 72 strand cable terminated with ST or SC connectors and tested end to end	NJ – 120	X	2	X	4	X	157.20	=	$ 150 912-
		NY – 120	X	2	X	4	X	162.70	=	$ 156 192
									SUB-TOTAL (LABOR)	$ 1370904-

A2 - MATERIALS

Classification of work	Item Description *(Submit catalog cuts for each)*	Quantity		Unit Cost		Total Estimated Price
Provide Patch Cords (material)	3 meter SM patch cords with ST or ST/SC connectors	2750	X	17.30	=	$ 47575-
Splicing Enclosures (material)	Water Proof Enclosure	160	X	460-	=	$ 73600-
Patch Panels (material)	Typical 96 port single mode Patch Panel (ADC or equal)	280	X	517.50	=	$ 144900-
					SUB-TOTAL (MATERIALS)	$ 266075

A3 – MISC. MATERIALS – Other miscellaneous materials not included in A2 above.

Bidder shall insert a percentage, if any, mark-up added to, or discount subtracted from, the Net Cost of materials. The markup or discount, if any, shall be firm for the three (3) terms of this Contract.

	Net Material Price		Bidder Discount Markup Percentage*		Bidder's Discount or Markup Price*
Misc. Materials	$100,000.00	X	+ .10 (+ or – or 0)	=	$ 10,000
Net Misc. Material Price				+	$100,000.00
				SUB-TOTAL (MISC. MATERIALS)	

3A. TOTAL (Normal Services - Labor + Materials + Misc. Materials)	$ 1746979-

B) **Expedited Services (SLA Service Level 2):** The following is a three (3) year estimate, of expedited calls for services at all facilities, which will be responded within 4-hours on the same business day if notified by 1:00 PM during normal business hours (Monday through Friday, 8AM – 5PM, except PA holidays).
Note: The Authority estimates a total of 4-hours for each call

Classification of work	Typical Scope Of Work	# of Estimated Service Calls		# Techs		Estimated Hours		Hourly Rate		Total Estimated Price
Vendor Coordination	After fiber has been assigned and prepped, work with electronics vendor for connectivity and service	NJ – 600	X	1	X	4	X	155.40	=	$ 372,960
		NY – 600	X	1	X	4	X	160.80	=	$ 385 920
Continuity Verification or Trouble Isolation	Respond to a non-critical call regarding suspected problems with in service fiber	NJ – 200	X	2	X	4	X	164.50	=	$ 263 200
		NY – 200	X	2	X	4	X	164.60	=	$ 263360
								3B. TOTAL (Expedited Services)		$ 1285 440

C) **Emergency Services (SLA Service Level 1)**: The following is a three (3) years estimate of emergency calls for services at all facilities, which will have on-site response within four hours on a 24 X 7 x 365 basis.
Note: The Authority estimates two technicians for total of 8-hours each call.

Classification of work	Typical Scope Of Work	# of Estimated Service Calls		# Techs		# Hours		Hourly Rate		Total Estimated Price
Emergency Call out for Fiber Optic Cable Cut	Respond within 4 hrs and begin immediate restoration	NJ – 40	X	2	X	8	X	195.50	=	$ 125 376
		NY – 40	X	2	X	8	X	202.70	=	$ 129 728
								3C. TOTAL (Emergency Services)		$ 255 104-

D) **Technical Support and Services**: The following is a three (3) years estimate of technical support services to be rendered at all facilities.

Classification of work	Typical Scope Of Work	# of Estimated Hours		Hourly Rate		Total Estimated Price
Technical Support	Fiber consultation	3000	X	151.40	=	$ 454 200-
				3D. TOTAL (Technical Support)		$ 454,200

E) **Asset Inventory Tracking:**

Classification of work	Typical Scope Of Work	# of Estimated Hours		Hourly Rate		Total Estimated Price
Inventory Data Entry	Enter changes, adds, moves and new installs in CSV file for import into Database	600	X	95.10	=	$ 57,060
				3E. TOTAL (Asset Inventory)		$ 57,060

F) Limited Survey (one-time task): Initial one time limited survey of existing fiber optic patch panels and fiber optic cables.
Note: The Authority estimates that it will take about two technicians to perform this task for approximately 2,200 hours for all facilities.

Facility	Typical Scope Of Work	# of Estimated Hours		Hourly Rate		Total Estimated Price
All NJ Facilities	Limited Survey	1200	X	151.40	=	$ 181 680-
All NY Facilities	Limited Survey	1000	X	151 40	=	$ 151 400-
				3F. TOTAL (Limited Survey)		$ 333 080-

TOTAL ESTIMATED 3-YEAR CONTRACT PRICE		
	Category Estimate	Total Estimated Price
3A.	Normal Services (SLA Service Level 3)	$ 1746 979
3B.	Expedited Services (SLA Service Level 2)	$ 1285 440-
3C.	Emergency Services (SLA Service Level 1)	$ 255 104-
3D.	Technical Support	$ 454 200-
3E.	Asset Inventory	$ 57 060-
3F.	Limited Survey	$ 333 080-
TOTAL ESTIMATED 3-YEAR CONTRACT PRICE		$ 4,131,863-

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The estimated quantities on the Contractor Price Sheets are given solely to enable the Authority to make bid comparisons. The Authority makes no representations as to what the actual quantities will be and shall not be held responsible even though the annual estimated quantities are not even approximately correct. The Contractor's compensation will be based solely on actual services ordered and performed. Price Sheet items shall include all staff hours, labor, equipment rentals, material used, travel and incidental expenses incurred in the performance of the Contract.