

PURCHASING AGENDA ITEM

Hernando County School District

School Board Approval Meeting:

August 26, 2025

Bid No. 26-968-04

Bid Title: Network Cabling Projects

Recommend approval of this agenda item under the specific category below:

- | | | | |
|---|--|--|---|
| <input type="checkbox"/> Lowest Bid(s) | <input type="checkbox"/> Request for Proposal(s) | <input checked="" type="checkbox"/> Low Bid(s) Meeting Specification | <input type="checkbox"/> Rejection/Cancellation |
| <input type="checkbox"/> Revised Award | <input type="checkbox"/> Renewal of Contract | <input type="checkbox"/> Sole/Single Source | <input type="checkbox"/> Re-Award (Partial/Whole) |
| <input type="checkbox"/> Contract Termination | <input type="checkbox"/> Amendments to Contract | <input type="checkbox"/> Extension of Contract | <input type="checkbox"/> Emergency |
| <input type="checkbox"/> Reversed Auction | <input type="checkbox"/> Piggyback | <input checked="" type="checkbox"/> Responsive/Responsible Bidders | |

Bid Contract Period: 08/26/2025 through 08/27/2027

☐ N/A – One Time Purchase

Contract Type:

☐ Estimated
Dollar Amount

☐ Firm, Fixed
Dollar Amount

☐ Firm, Fixed
Unit Prices

☒ Firm, Fixed Unit Prices,
Hourly Rates, Fees and/or
Percentages

Renewal Options:

No. of Terms
Remaining
3

☐ Length of
Each Term (month)

☒ Length of
Each Term (year)
1

☐ None

Rationale/Reason: Firm fixed, all-inclusive hourly labor rates and firm percentages (%). Services will be required on an as-needed basis, districtwide.

Bidders Electronically
Downloaded From
Bidnet Direct Website: 71

Bids Received:
- 5 -

No Bids:
- 2 -

Late Bids:
- 0 -

Rejected Bids:
- 0 -

☐ N/A – Bids Not
Required:

Submitted By: Christopher Reckner
Director of Purchasing & Warehousing

School(s): District Wide

Requested By: Darin Defilippo
Manager of Telecommunications

Department(s): TIS

Recommended award: (See attached)

T/C CODE: 2604

This tabulation establishes a contract(s) with experienced, qualified, bonded and licensed contractors to provide services for network cabling projects on an as needed basis. All the rates established are inclusive of labor, supervision, material, supplies, parts, equipment, tools, travel, vehicles, fuel, fuel surcharges, cleanup, etc. No additional charges, fees or expenses shall be added to or accepted for a quoted project unless specifically stated within the contract documents.

AFL Enterprise Services, Inc.

Description	Rate
1. Labor Rate (straight time): During Normal or Regular Business Hours, Monday-Friday, 7:00 am to 4:00 pm:	
Foreman w/Truck	\$ 45.00 / Hour
Supervisor w/Truck	\$ 45.00 / Hour
Journeyman	\$ 45.00 / Hour
Helper	\$ 40.00 / Hour
2. Labor Rate (overtime): School not in Session, Nights, Weekends & Holidays:	
Foreman w/Truck	\$ 55.00 / Hour
Supervisor w/Truck	\$ 55.00 / Hour
Journeyman	\$ 55.00 / Hour
Helper	\$ 55.00 / Hour
3. Material & Supplies * Percentage (%) Mark-Up (+) On Materials & Supplies. <i>This is allowed when the contractor must purchase materials outside the normal scope of needed supplies & material to complete the project. Materials are to be billed at net cost and include a percentage (%) markup. No mark-up on sales tax or freight allowed.</i>	12 %
4. Subcontractor Services * Percentage (%) Mark-Up (+) for use of Subcontractors <i>When the service of a subcontractor is authorized for a particular project or portion thereof. The cost-plus mark-up is to be included in quotes and invoices for payment to the District. A copy of the subcontractor's invoice may be requested for verification purposes at any time and when requests for payments are deemed excessive.</i>	12 %

* Includes all shipping, transportation, delivery and storage of all materials, supplies and labor needed to complete each project.

Warranty Information:

Labor/Workmanship – One (1) Year

Manufacturer's Warranty on Equipment/Parts – 25 Years

Delivery ARO - TBD – Depends on project

Contact Information:

Patrick Cahill

(727) 404-7788

patrick.cahill@aflglobal.com

Area Communications Company

Description	Rate
1. Labor Rate (straight time): During Normal or Regular Business Hours, Monday-Friday, 7:00 am to 4:00 pm:	
Foreman w/Truck	\$ 81.00 / Hour
Supervisor w/Truck	\$ 90.00 / Hour
Journeyman	\$ 72.00 / Hour
Helper	\$ 63.00 / Hour
2. Labor Rate (overtime): School not in Session, Nights, Weekends & Holidays:	
Foreman w/Truck	\$ 121.50 / Hour
Supervisor w/Truck	\$ 135.00 / Hour
Journeyman	\$ 108.00/ Hour
Helper	\$ 94.50/ Hour
3. Material & Supplies * Percentage (%) Mark-Up (+) On Materials & Supplies. <i>This is allowed when the contractor must purchase materials outside the normal scope of needed supplies & material to complete the project. Materials are to be billed at net cost and include a percentage (%) markup. No mark-up on sales tax or freight allowed.</i>	6.5 %
4. Subcontractor Services * Percentage (%) Mark-Up (+) for use of Subcontractors <i>When the service of a subcontractor is authorized for a particular project or portion thereof. The cost-plus mark-up is to be included in quotes and invoices for payment to the District. A copy of the subcontractor's invoice may be requested for verification purposes at any time and when requests for payments are deemed excessive.</i>	N/A

* Includes all shipping, transportation, delivery and storage of all materials, supplies and labor needed to complete each project.

Warranty Information:

Labor/Workmanship – Five (5) Years

Manufacturer's Warranty on Equipment/Parts – Five (5) Years

Delivery ARO - Three (3) to Five (5) Days

Contact Information:

Sean Chancey

(904) 449-0166

schancey@areacom.com

Bore Tech Utilities and Maintenance, Inc.

Description	Rate
1. Labor Rate (straight time): During Normal or Regular Business Hours, Monday-Friday, 7:00 am to 4:00 pm:	
Foreman w/Truck	\$ 80.00 / Hour
Supervisor w/Truck	\$ 95.00 / Hour
Journeyman	\$ 78.00 / Hour
Helper	\$ 55.00 / Hour
2. Labor Rate (overtime): School not in Session, Nights, Weekends & Holidays:	
Foreman w/Truck	\$ 90.00 / Hour
Supervisor w/Truck	\$ 105.00 / Hour
Journeyman	\$ 88.00 / Hour
Helper	\$ 65.00 / Hour
3. Material & Supplies * Percentage (%) Mark-Up (+) On Materials & Supplies. <i>This is allowed when the contractor must purchase materials outside the normal scope of needed supplies & material to complete the project. Materials are to be billed at net cost and include a percentage (%) markup. No mark-up on sales tax or freight allowed.</i>	10 %
4. Subcontractor Services * Percentage (%) Mark-Up (+) for use of Subcontractors <i>When the service of a subcontractor is authorized for a particular project or portion thereof. The cost-plus mark-up is to be included in quotes and invoices for payment to the District. A copy of the subcontractor's invoice may be requested for verification purposes at any time and when requests for payments are deemed excessive.</i>	10 %

* Includes all shipping, transportation, delivery and storage of all materials, supplies and labor needed to complete each project.

Warranty Information:

Labor/Workmanship

Manufacturer's Warranty on Equipment/Parts

Delivery ARO

Contact Information:

Kleimer Cruz

(305) 297-8162

kleimerc@bore-tech.net

Wilson Technology Group, Inc.

Description	Rate
1. Labor Rate (straight time): During Normal or Regular Business Hours, Monday-Friday, 7:00 am to 4:00 pm:	
Foreman w/Truck	\$ 72.50 / Hour
Supervisor w/Truck	\$ 72.50 / Hour
Journeyman	\$ 72.50 / Hour
Helper	\$ 60.00 / Hour
2. Labor Rate (overtime): School not in Session, Nights, Weekends & Holidays:	
Foreman w/Truck	\$ 90.50 / Hour
Supervisor w/Truck	\$ 99.50 / Hour
Journeyman	\$ 99.50 / Hour
Helper	\$ 85.00 / Hour
3. Material & Supplies * Percentage (%) Mark-Up (+) On Materials & Supplies. <i>This is allowed when the contractor must purchase materials outside the normal scope of needed supplies & material to complete the project. Materials are to be billed at net cost and include a percentage (%) markup. No mark-up on sales tax or freight allowed.</i>	10 %
4. Subcontractor Services * Percentage (%) Mark-Up (+) for use of Subcontractors <i>When the service of a subcontractor is authorized for a particular project or portion thereof. The cost-plus mark-up is to be included in quotes and invoices for payment to the District. A copy of the subcontractor's invoice may be requested for verification purposes at any time and when requests for payments are deemed excessive.</i>	10 %

* Includes all shipping, transportation, delivery and storage of all materials, supplies and labor needed to complete each project.

Warranty Information:

Labor/Workmanship – One (1) Year

Manufacturer's Warranty on Equipment/Parts – One (1) Year, 25 Years on Leviton

Delivery ARO – Based on Project Size

Contact Information:

Charles L. Wilson

(352) 796-9891

clwilson@wilsontechgroup.com