

PURCHASING AGENDA ITEM

Hernando County School District

School Board Approval Meeting:

May 26, 2026

Bid No. 24-725-27 RN

**Bid Title: Motorola Mobile/Portable
Radios: Installation and Repair Services**

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 checked="" 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 Cooperative | <input type="checkbox"/> Responsive/Responsible Bidders | |

Bid Contract Period: 05/14/2026 through 05/13/2027 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: 2 Length of Each Term (month) Length of Each Term (year): 1 None

Rationale/Reason: Renewal of Contract.

Bidders Electronically Downloaded From Bidnet Direct Website: **Bids Received:** **No Bids:** **Late Bids:** **Rejected Bids:** N/A – Bids Not Required: Renewal

Submitted By: Christopher Reckner
Director of Purchasing & Warehousing

School(s): District Wide

Requested By: William Hall
Fire Official/Plans Examiner

Department(s): Facilities & Construction

Recommended award, description of items and prices: (See attached)

T/C CODE: 2427

This tabulation establishes a contract(s) with vendor(s) as described herein, for the purchase, installation, and programming of new Motorola Portable Radios as well as maintenance and repair services, as needed district wide, securing firm, fixed, net unit pricing and hourly rates.

Bear Communications, Inc. (dba Bearcom)

Account Executive
 David Gonzalez
 (813)249-1605 (office)
 (813)599-2096 (cell)
david.gonzalez@bearcom.com

Section I – Equipment

Item No.	Description	Unit Price
1.	AAM28JNC9RA1AN - Motorola XPR5350E Digital mobile 1-25 watts VHF 136-174 MHz with power cable, mounting bracket, microphone, and three years total warranty. <i>Only - No Substitutes</i>	\$ 980.00
2.	AAM28JQC9RA1AN - Motorola XPR5350E Digital mobile 25-45 watts VHF 136-174 MHz with power cable, mounting bracket, microphone, and three-year total warranty. <i>Only - No Substitutes</i>	\$ 1055.00
3.	AAH06JDN9RA1AN – Mototrbo R7 Digital portable with antenna, belt clip, IMPRESS battery/charging system, and three-year total warranty. <i>Only - No Substitutes</i>	\$ 1,525.00
4.	AAR10JCGANQ1AN - Motorola SLR 5700 Digital Repeater 50 watts 136-174 MHz VHF. <i>Only - No Substitutes</i>	\$ 3,699.00
5.	DSP1020MOVC5 P10 Series Amplifier, 136-174 MHz, 20-50W Input, 100-Watt Output. <i>Only - No Substitutes</i>	\$ 2,255.00
6.	CDQRDN9900 – DURACOMM 30 AMP Power Supply. <i>Only - No Substitutes</i>	\$ 299.00
7.	100-Watt Duplexer with Duplexer Cable Kit	\$ 2,195.00
8.	HAD 4008 Antenna with Cable	\$ 32.00
9.	Impress Keypad Microphone For XPR 5550E Base Unit, RMN5127	\$ 162.00
10.	Motorola Base Unit 25 Watts XPR 5550E With Color Display And Power Supply, AAM28JNN9RA1AN	\$ 1,499.00

Section II - Installation & Programming Services

Separate pricing for **on-site** removal of old bus radios (if applicable), installation and programming services. All removal, installation and/or programming to include all supervision, personnel, materials, supplies, equipment, etc., to provide services as requested. All fees, charges, service charges and expenses of any kind, (travel time, gas, fuel surcharge, etc.) shall be included in the pricing below. NO additional costs/expenses shall be permitted, except as stated in the bid documents. On-site installation of mobile radios would be performed at the Transportation Department, 3339 California St., Brooksville 34606.

Item No.	Description	Unit Price
11.	Installation Fee for 2-Way Mobile Radios in Buses	\$239.00/Radio
12.	Programming Fee for Encoder	\$0/Radio
13.	Removal of Existing, Old Radios	\$50.00/Radio
14.	Installation Labor Rate – During Regular Business Hours 7:00 am to 4:00 pm – Monday-Friday	\$130.00/Hour
15.	Installation Labor Rate – Overtime Hours Before 7:00 am or After 4:00 pm (if applicable)	\$250.00/Hour
16.	Programming Labor Rate – During Regular Business Hours 7:00 am to 4:00 pm – Monday-Friday	\$130.00/Hour
17.	Programming Labor Rate – Overtime Hours Before 7:00 am or After 4:00 pm (if applicable)	\$250.00/Hour
18.	Minimum Shop Charge for Initial Service/Check-Out *	\$75.00
19.	Time & Material Repairs/Adjustments Plus Parts	\$130.00/Hour
20.	Manufacturer's Percentage (%) Discount (-) for ALL Motorola Accessories, Parts, Batteries, etc.	15%
21.	Balance of Line Percentage (%) Discount (-) for OTHER Equipment Not Listed Above	15%

* Note: If the option is to NOT repair the unit, the *Minimum Shop Charge Fee* must be refunded if a new unit is purchased in lieu of making authorized repairs.

Pick up & delivery to sites of mobile radio repairs: YES
 Additional Charge for Delivery Service: NO

Standard Equipment that comes with the Radios: Portables are complete package with antenna, belt clip, battery charger & 5 years warranty. Mobile comes with mounting bracket, power cable mobile microphone & 5 years warranty.

Warranty information

New Equipment: 5 years for radios
 Workmanship/Installation: 90 days
 Repair Services: 90 days

Tri-Co Communications, Inc.

Manufacturer Representative:

Dee Maloy

(352)629-5357

(352)547-9108

dee.maloy@tri-co.us

Section I – Equipment

Item No.	Description	Unit Price
1.	AAM28JNC9RA1AN - Motorola XPR5350E Digital mobile 1-25 watts VHF 136-174 MHz with power cable, mounting bracket, microphone, and three years total warranty. <i>Only - No Substitutes</i>	\$778.42
2.	AAM28JQC9RA1AN - Motorola XPR5350E Digital mobile 25-45 watts VHF 136-174 MHz with power cable, mounting bracket, microphone, and three-year total warranty. <i>Only - No Substitutes</i>	\$841.52
3.	AAH06JDN9RA1AN – Mototrbo R7 Digital portable with antenna, belt clip, IMPRESS battery/charging system, and three-year total warranty. <i>Only - No Substitutes</i>	\$1,382.00
4.	AAR10JCGANQ1AN - Motorola SLR 5700 Digital Repeater 50 watts 136-174 MHz VHF. <i>Only - No Substitutes</i>	\$2,814.43
5.	DSP1020MOVC5 P10 Series Amplifier, 136-174 MHz, 20-50W Input, 100-Watt Output. <i>Only - No Substitutes</i>	\$1,721.65
6.	CDQRDN9900 – DURACOMM 30 AMP Power Supply. <i>Only - No Substitutes</i>	\$210.41
7.	100-Watt Duplexer with Duplexer Cable Kit	\$1,305.91
8.	HAD 4008 Antenna with Cable	\$18.93
9.	Impress Keypad Microphone For XPR 5550E Base Unit	\$552.36
10.	Motorola Base Unit 25 Watts XPR 5550E With Color Display And Power Supply	\$1,029.36

Section II - Installation & Programming Services

Separate pricing for **on-site** removal of old bus radios (if applicable), installation and programming services. All removal, installation and/or programming to include all supervision, personnel, materials, supplies, equipment, etc., to provide services as requested. All fees, charges, service charges and expenses of any kind, (travel time, gas, fuel surcharge, etc.) shall be included in the pricing below. NO additional costs/expenses shall be permitted, except as stated in the bid documents. On-site installation of mobile radios would be performed at the Transportation Department, 3339 California St., Brooksville 34606.

Item No.	Description	Unit Price
11.	Installation Fee for 2-Way Mobile Radios in Buses	\$259.20/Radio
12.	Programming Fee for Encoder	\$62.40/Radio
13.	Removal of Existing, Old Radios	\$97.60/Radio
14.	Installation Labor Rate – During Regular Business Hours 7:00 am to 4:00 pm – Monday-Friday	\$140.00/Hour
15.	Installation Labor Rate – Overtime Hours Before 7:00 am or After 4:00 pm (if applicable)	\$330.65/Hour
16.	Programming Labor Rate – During Regular Business Hours 7:00 am to 4:00 pm – Monday-Friday	\$140.00/Hour
17.	Programming Labor Rate – Overtime Hours Before 7:00 am or After 4:00 pm (if applicable)	\$330.65/Hour
18.	Minimum Shop Charge for Initial Service/Check-Out *	\$0
19.	Time & Material Repairs/Adjustments Plus Parts	\$120.00/Hour
20.	Manufacturer’s Percentage (%) Discount (-) for ALL Motorola Accessories, Parts, Batteries, etc.	15%
21.	Balance of Line Percentage (%) Discount (-) for OTHER Equipment Not Listed Above	15%

* Note: If the option is to NOT repair the unit, the *Minimum Shop Charge Fee* must be refunded if a new unit is purchased in lieu of making authorized repairs.

Pick up & delivery to sites of mobile radio repairs: YES
 Additional Charge for Delivery Service: NO

Standard Equipment that comes with each radio purchase: Battery, Charger, Antenna, Belt Clip, Mounting Bracket, Power cable, Microphone

Warranty information

New Equipment: 5 years essential repairs and software
 Repair Services: 60 days