

Cobb County School District
IFB B2239, Valcom Intercom System

Vendor				Graybar Electric Inc.			LMI Systems LLC			NetPlanner Systems, Inc.		
Terms				Net 30			Net 30			Net 30		
Item #	Description	Manufacturer	Part Number	Specify new manufacturer model/part number for discontinued items or changes per Special Terms and Conditions, Section 2.2	Warranty	Unit Cost	Specify new manufacturer model/part number for discontinued items or changes per Special Terms and Conditions, Section 2.2	Warranty	Unit Cost	Specify new manufacturer model/part number for discontinued items or changes per Special Terms and Conditions, Section 2.2	Warranty	Unit Cost
1	Based Paging SpeakerServer	Valcom	VIP-204B		1 Year	\$ 405.68		1 Year	\$ 558.00		1 Year	\$ 533.91
2	2X2 Lay in Ceiling Speaker w/ Backbox	Clarity by Valcom	S-522B-2		1 Year	\$ 59.64		1 Year	\$ 85.00		1 Year	\$ 62.06
3	SIP 2X2 One Way Lay in Speaker w/ Backbox	Valcom	VIP-402A		1 Year	\$ 342.44		1 Year	\$ 472.00		1 Year	\$ 477.07
4	SIP 2X2 Talkback Lay in Speaker w/ Backbox	Valcom	VIP-422A		1 Year	\$ 360.51		1 Year	\$ 545.00		1 Year	\$ 477.07
5	4-Watt Paging Flexhorn	Clarity by Valcom	S-604-W		1 Year	\$ 78.61		1 Year	\$ 111.00		1 Year	\$ 83.20
6	Paging Horn One Way 15-Watt	Valcom	V-1036C-GY		1 Year	\$ 86.74		1 Year	\$ 138.00		1 Year	\$ 119.58
7	Paging Horn One Way 15-Watt	Clarity by Valcom	SX15-TM		1 Year	\$ 100.29		1 Year	\$ 141.00		1 Year	\$ 144.55
8	Paging Horn One Way 30-Watt	Clarity by Valcom	SX30-TM		1 Year	\$ 116.55		1 Year	\$ 163.00		1 Year	\$ 167.30
9	IP Flex Horn IP Soundpoint One Way	Valcom	VIP-480AL-GY		1 Year	\$ 342.44		1 Year	\$ 473.00		1 Year	\$ 547.08
10	Bogen Telephone Paging Amplifier-250 Watt	Bogen	TPU250		1 Year	\$ 934.21		1 Year	\$ 1,100.00		1 Year	\$ 949.85
11	Bogen Telephone Paging Amplifier-100 Watt	Bogen	TPU100B		1 Year	\$ 499.54		1 Year	\$ 604.00		1 Year	\$ 494.99
Average Cost						\$ 302.42			\$ 399.09			\$ 368.79
Additional Items												
Per Section 5.9 of the Special Terms & Conditions, provide a % discount off MSRP for related items.							Cost plus 10% (Sales tax not included in the above)			25%		
Lead-time upon receipt of order				1-4 Weeks			2-8 weeks depending on supply chain			4-6 weeks		
Notes:				Unfortunately, due to supply chain issues and current inflation rates, Graybar cannot honor a firm price for the length of the contract on bid B2239, Valcom Intercom Systems. Graybar can hold pricing as long as the manufacturer of the products. Currently, the manufacturer is only holding pricing for a 30-day time period. Pricing is only good for 30 days and Graybar must have the ability to change pricing every 30 days if cost changes from the manufacturer.								

Awarded vendor outline in bold based on average cost

Yellow Highlight - Lowest vendor non-responsive (Bid prices only good for 30 days, cannot honor firm pricing)