

ITB No. 22-101527

ITB Inspection and Maintenance of Fire Suppression System  
 Name: (Annual Contract with 2 Options to Renew)

COST ANALYSIS

ITEM NO.	COMMODITIES OR SERVICES	VSC FIRE & SECURITY, INC.			Differential /Comparison	MARKET PRICE	Differential /Comparison
		UNIT OF MEASURE	EXPIRED CONTRACT UNIT PRICE	PROPOSED UNIT PRICE	Unit Price Differential	MARKET UNIT PRICE	Unit Price Differential
1.	FM 200, Inspection, and Maintenance, in accordance with the Minimum Specifications.	Per Month	\$648.72	\$450.00 Per System	\$198.72	\$770.00	-\$121.28
2.	Clean Agent refill, containers, in accordance with the Minimum Specifications.	Per Pound	\$22.00	\$25.00	-\$3.00	\$60.00	-\$38.00
3.	Trip Test charge, in accordance with the Minimum Specifications.	Per day	\$1,080.00	\$150.00 Per System	\$930.00	\$1,320.00	-\$240.00
4.	Technician, repair work per hour, in accordance with the Minimum Specifications and notes below.	Per Hour	\$115.00	\$100.00	\$15.00	\$125.00	-\$10.00
5.	Emergency Service Hourly Repair Charges.	Per Hour	\$172.50	\$150.00	\$22.50	\$187.50	-\$15.00
6.	Percentage markup on parts and materials to be added to the invoice in accordance with the Minimum Specifications.	Percent to be added to the invoice	10%	25%	-\$0.15	10%	\$0.00
7.	Fire suppression system inspection charge for first tank.	Per Tank	\$60.00	\$300.00	-\$240.00	\$175.00	-\$115.00
8.	Fire suppression system inspection charge for each additional tank.	Per Tank	\$15.00	\$150.00	-\$135.00	\$25.00	-\$10.00
9.	Fire suppression system fuse link replacement charge.	Per Tank	\$7.00	\$20.00	-\$13.00	\$15.00	-\$8.00
10.	Fire suppression system cartridge replacement charge.	Per Tank	\$15.00	Dependent on system manufacturer & size of cartridge		\$25.00	-\$10.00
11.	Fire suppression system battery replacement charge.	Per Battery	\$9.00	Dependent on battery type & size		\$81.25	-\$72.25

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<b>NOTE DETAILS</b>							
<p>Note: Alliance Fire Protection, Inc. was the County's previous contractor for Fire Suppression Services but opted not to bid on the current solicitation. This Price comparison is being analyzed between Alliance Fire Protection, Inc. and VSC Fire &amp; Security, Inc. the sole bidder for ITB 22-101527, Inspection and Maintenance of Fire Suppression Systems. Below is a summation of the cost analysis.</p> <p>VSC Fire &amp; Security, Inc. Line-Item Nos. 1 &amp; 3 cost is based on per system. For example, Line-Item No. 1 cost is based on per system at a monthly cost. For example, at \$450.00 for eight (8) systems for a month will cost the County \$3,600.00 compared to the Market Price cost at a flat monthly rate of \$770.00. An approximate cost increase of \$2,830.00 per month. Also, the Trip Test Charge for line-item no. 3 at \$150.00 for eight (8) systems per day equals \$1200.00 compared to Market Price at \$1320.00, a cost savings of \$130.00. VSC Fire &amp; Security cost would be more as the number of systems increase per day/per month. Whereas the Market cost is set at \$770.00/\$1,320.00 regardless of the number of systems serviced per day or per month.</p> <p>VSC Fire &amp; Security, Inc. pricing is lower for Line-Item Nos. 2, 4, &amp; 5: a cost savings for line item 2 is \$35.00 per pound, and for line-item Nos. 4 &amp; 5 a total cost savings of \$63.00 per hour.</p> <p>Conversely, the Market Price percent markup on parts and materials, Line-Item No. 6 is 15% less than VSC Fire &amp; Security, Inc. per tank.</p> <p>VSC Fire &amp; Security did not list cost for Line-Item Nos. 10 &amp; 11 as the vendor indicated the cost is dependent on system manufacturer &amp; size of cartridge for line item 10 and dependent on battery type and size for line item 11. Therefore, a cost comparison could not be determined.</p> <p>The cost savings varies depending on the line item. Of the eleven (11) line items three (3) show a cost savings for the County. The remaining line items several variables would dictate the cost.</p>							
Procurement Agent Signature: <i>Jenifer Chapital</i>							