



**Prince William County**

**PUBLIC SCHOOLS**

*Providing A World-Class Education*

## NOTICE OF AWARD

Date: July 8, 2009

Title (commodity): Wireless Telecommunication System

IFB No.: S-DJ-9310

Contractor(s): P2P Technologies,  
233 E. Davis St, Ste- 200-B  
Culpeper, VA 22701  
Schedule A @ \$45,825.00

I-Comm, Inc  
1483 Old Bridge Rd, Ste 1  
Woodbridge, VA 22192  
Schedule B @ \$154,469.98

Date of Award: July 8, 2009

Comments: Awarded to the lowest responsive and responsible bidder. The Procurement file is available in the Central Purchasing Office for review. Copies of the bid tabulation can be obtained by going to the PWCS web site.  
[www.pwcs.edu/purchasing](http://www.pwcs.edu/purchasing)

Contact Person: Daemien Jones, Buyer, [Jonesdj@pwcs.edu](mailto:Jonesdj@pwcs.edu)

Approved By:   
Willie Frazier, Jr., Supervisor of Purchasing

Time Stamped Posting Date

Time Stamped Removal Date

07/08/2009 10:00 AM

CENTRAL PURCHASING OFFICE

# PRINCE WILLIAM COUNTY PUBLIC SCHOOLS

INVITATION FOR BID #S-DJ-9310

Wireless Telecommunication Systems

June 23, 2009 @ 2:00 p.m.

**REVISED - BID TABULATION**

Bidders	Schedule A	Schedule B	Grand Total
Bazon-Cox & Associates, Inc. 1244 Executive Blvd, Suite B113 Chesapeake, VA 23322 John Lenini, Vice President Phone: 800-769-1763 Fax: 757-410-2650	\$77,823.07	\$355,374.30	\$433,197.37
Black Box Network Services, Inc. Government Solutions 1010 Haley Road Murfreesboro, TN 37129 Gary Williams, President Phone: 615-890-3505 Fax: 615-890-3575	\$85,542.44	\$250,907.82	\$336,450.26
Corbett Technology Solutions, Inc. (CTSI) 4151 Lafayette Center Drive, Suite 700 Chantilly, VA 20152 John Farabaugh, Vice President Phone: 703-633-1478 Fax: 703-631-3396	\$85,733.00	\$226,366.00	\$312,109.00
FiberPlus, Inc. 8240 Preston Court, Suite C Jessup, MD 20794 John Goode, CFO Phone: 301-317-3300 Fax: 301-317-3300	\$210,754.00	\$370,601.00	\$581,355.00
i-comm, Inc. 1483 Old Bridge Road, Suite 1 Woodbridge, VA 22192 John Flanagan, Director of Sales Phone: 703-491-1771 Fax: 703-491-3113	\$69,935.74	<b>\$154,469.98</b>	\$224,405.72
Kastle Networks, LLC 11920 Hayes Station Way Manassas, VA 20109 Robert L. Simpson, III, President/Owner Phone: 571-220-3001 Fax: None	\$152,505.60	\$468,466.90	\$620,972.50
T.L. Gorden and Associates t/a Life Safety Systems 7170 Gary Road Manassas, VA 20109 Michael Crutchley, Service Sales Manager Phone: 703-631-7476 Fax: 703-330-0086	\$89,382.58	\$171,425.81	\$260,808.39
M.C. Dean, Inc. 22461 Shaw Road Dulles, VA 20166 William Matteo, Manager-Telecom Phone: 571-209-6507 Fax: 703-726-9795	\$176,890.61	\$289,133.93	\$466,024.54

Bidders	Schedule A	Schedule B	Grand Total
Morse Communications, Inc. 395 East Drive Melbourne, FL 32904 Karl Thompson, Project Manager Phone: 703-801-3679 Fax: 703-335-1147	\$116,242.44	\$175,370.34	\$302,361.16
P2P Technologies, Inc. 233 East Davis Street Suite 200B Culpeper, VA 22701 R. Dean Burdette II, Vice President of Sales Phone: 540-727-8100 Fax: 540-727-8841	<b>\$45,825.00</b>	\$183,556.65	\$229,391.65
Paige International 3166 Tennyson Street, NW Washington, DC 20015 Charles Paige, Owner Phone: 202-244-6406 Fax: 202-244-0236	\$36,660.00	\$116,195.34	\$152,855.34
SER Mid-Atlantic 10403 Balls Ford Road Manassas, VA 20109 Eric Linden, Regional Manager Phone: 571-292-1762 Fax: 571-379-7806	\$108,112.39	\$299,693.03	\$407,805.42