

# JEFFERSON COUNTY COMMISSION



JAMES A. (JIMMIE) STEPHENS– President  
T. JOE KNIGHT – President pro tempore  
MICHAEL "MIKE" BOLIN  
LASHUNDA SCALES  
SHELIA TYSON

Cal Markert  
County Manager

**M. D. Matthews, Ph.D., C. P. M.**  
**Purchasing Agent**  
716 Richard Arrington Jr. Blvd. N.  
Room 830  
Birmingham, AL 35203  
205-325-5381

April 29, 2025

From: Harriett Bell  
To: National Orders Inc.  
Attention: Chris Whitlock  
Subject: **Best and Final Offer**  
Ref: **Invitation to Bid 46-25 "Emergency Communication Radio Equipment"**

In accordance with Title 41-16-50 (4) of the Alabama Code, the County is rejecting your bid and inviting you to negotiate your pricing via **Best and Final Offer (BAFO)**.

Best and final offers must be submitted on the attached price sheet provided on the next page. **Please send documents by email to [bellh@jccal.org](mailto:bellh@jccal.org) and you may mail a hard copy to the Jefferson County Purchasing Department office. The electronic document must be received no later than Tuesday, May 6, 2025 at 4:00 PM CST.** If the best and final offer is not received at that time, your original offer shall be construed as your best and final offer. Final selection will be at the sole discretion of Jefferson County Commission.

Best Regards,

*Harriett Bell*

Harriett Bell  
Principal Buyer  
205-325-8702  
[bellh@jccal.org](mailto:bellh@jccal.org)

cc: Michael D. Matthews, C.P.M., Ph.D., Purchasing Agent  
Bid File



# Jefferson County Commission Purchasing Division



716 Richard Arrington Jr. Blvd N., Room 830, Birmingham, AL 35203-0009

Office: 205.325-5381

Fax: 205-214-4034

[www.paca.jccal.org](http://www.paca.jccal.org)

Michael Matthews, Purchasing Agent, Ph.D., C. P. M.

Harriett P. Bell, Principal Buyer

Cynthia Mitchell, Buyer

Date: 4/28/2025

ITB No. 46-25

## Best and Final Offer Price Sheet - NEGOTIATED

(Bidder must use this form – fill in all spaces)

**NOTE: All items will be requested on an as needed basis.**

Item#	RADIO DESCRIPTION	QTY	UOM	PRICE
1	<b><u>Kenwood VM5000 or approved equal</u></b> RF Bands: VHF • UHF (High & Low) • 700/800 MHz Protocols: P25 Phase 1 & 2 • Viking16 <b><u>or approved equal</u></b>	100	EA	\$1860.00 ea \$186,000.00
2	<b><u>Kenwood VM6000 or approved equal</u></b> RF Bands: VHF • UHF (High & Low) • 700/800 MHz Protocols: P25 Phase 1 & 2 • FM Analog	100	EA	\$2845.00 ea \$284,500.00
3	<b><u>Kenwood VM7000 or approved equal</u></b> Multiband: Low Band High Power • VHF (with High Power option) UHF-Low • UHF-High • 700/800 MHz Protocols: FM Analog • P25 Phase 1 & 2 •	100	EA	\$3943.00 ea \$394,300.00
4	<b><u>Kenwood VM8000 or approved equal</u></b> Multiband: Low Band High Power • VHF (with High Power option) UHF-Low • UHF-High • 700/800 MHz Multi-Protocol: FM Analog • P25 Phase 1 & 2 • DMR	100	EA	\$4115.00 ea \$411,500.00
5	<b><u>Kenwood VP5000 or approved equal</u></b> RF Bands: VHF • UHF (High & Low) • 700/800 MHz Protocols: P25 Phase 1 & 2 • Viking16	100	EA	\$1638.00 ea \$163,800.00
6	<b><u>Kenwood VP8000 or approved equal</u></b> Multiband: • VHF • UHF • 700/800 MHz Multi-Protocols: FM Analog • P25 Phase 1 & 2 • P25 Conventional • DMR Tier II & Tier III • Viking16	100	EA	\$2680.00 ea \$268,000.00
<b>TOTAL AMOUNT OF BID</b>				

ADDITIONAL SERVICES	QTY	UOM	PRICE
Programming (per radio)	1	EA	\$ \$60.00
Per Vehicle (installation per vehicle) Ranges from car to large trucks	1	EA	\$ \$495.00 - 895.00
Codeplug (one-time fee)	1	EA	\$ \$600.00
Extended Warranty 1 year and 2 year pricing	1	EA	\$ 100.00 - \$150.00
Training	1	EA	\$ 30.00 an HR.
Mileage (cost per mile for transportation per trip – if applicable)	Cost per mile		\$ 1.60

NAME OF YOUR COMPANY National Orders



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Michael Matthews, Purchasing Agent, Ph.D., C. P. M.  
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Date: 4/28/2025  
ITB No. 46-25

## **Best and Final Offer Price Sheet - NEGOTIATED - continued**

Total Amount of Bid (Written in Figures) .....\$ 1,708,100.00

Total Amount of Bid (Written in Words) .....\$ One million, seven hundred and eight thousand and one hundred dollars

### **MAXIMUM DISCOUNT**

Guaranteed maximum discount available if contract is renewed for 2<sup>nd</sup> year 0 %

Guaranteed maximum discount available if contract is renewed for 3<sup>rd</sup> year 0 %

All provisions of this Invitation are accepted by bidder as part of any contract or purchase resulting therefrom.

**Term Of Offer.** It is understood and agreed that this bid may not be withdrawn for a period of **ninety- (90) days** from the Bid Submittal Deadline, and at no time in case of successful Bidder.

**Bidder's Acknowledgement Of His Understanding Of The Terms and Conditions.** Signature below verifies that Bidder has read, understands, and agrees to the conditions contained herein and on all of the attachments and agenda.

**Representations Made Under Penalty Of Perjury.** The representations herein are made under penalty of perjury. We hereby offer to sell the County the above item(s) at the prices shown and under the terms and conditions herein, attached, or incorporated by reference.

National Orders  
Bidder Name (Person, Firm, Corp.)

1 Chase Corporate Dr  
Address

Birmingham, AL 35244  
City, State, Zip Code

205-236-8611  
Telephone Number

Ryan Owens  
Signature of Authorized Representative

Ryan Owens  
Name of Authorized Representative

CTO  
Title of Authorized Representative

\_\_\_\_\_  
Facsimile Number

NAME OF YOUR COMPANY National Orders