



NEW HANOVER COUNTY FINANCE DEPARTMENT

To: Respondents to RFB-Replacement of Television Broadcast Equipment
From: Lena L. Butler, Purchasing Supervisor
Date: September 2, 2015
Subject: **Award RFB 2016-23500 to Technical Video systems (TVS)**

The County received bids from two (2) firms in response to its Request for Bids for the Replacement of Television Broadcast Equipment -RFQ 16-0033 for the New Hanover County Board of Commissioners.

Firms were evaluated using the criteria listed in the RFP:

Firm Name	Cost of Proposed Equipment (40 pts)	Ability to complete the work in a timely manner (30 pts)	Completeness of the solution per the needed requirements (30pts)	Totals
Technical Video Systems (TVS)	40	30	30	100
Unicom Government, Inc.	27	30	30	87

Both firms were comparable in their ability to complete the work as well as completeness of the solution. The only criterion separating the two firms was cost.

- TVS \$50,793 plus taxes
- Unicom \$74,767 plus taxes, installation, professional services, and travel

Staff unanimously recommends that the bid for the Replacement of Television Broadcast Equipment be awarded to TVS.

We are sincerely grateful to all of you for the time and effort spent in responding to our request and for submitting your solutions to us. We hope that in the future we will again have the privilege and opportunity to work with you on other projects.