Boone County Purchasing

Melinda Bobbitt, CPPO, CPPB
Director of Purchasing

5551 S. Tom Bass Road
Columbia, MO 65201
Phone: (573) 886-4391

MEMORANDUM

TO: Notice of Award
FROM: Melinda Bobbitt, CPPO, CPPB
DATE: November 25, 2025
RE: Request for Proposal Award Recommendation: *C001058 (Bid 29-21OCT25) – Alarm System Equipment, Monitoring, and Repair Services*

Request for Proposal *29-21OCT25 – Alarm System Equipment, Monitoring, and Repair Services* closed on October 21, 2025. Two proposal responses were received.

The evaluation committee consisted of:
Jody Moore, Deputy Director, Facilities Management
Robert Sapp, Fleet Op Superintendent, Road & Bridge

Recommendation for award is to Alarm Communication Center, Inc. of Columbia, Missouri per the attached Evaluation Report.

This is a Term & Supply contract for the Facilities Management department and Road & Bridge department.

ATT: Evaluation Committee Report

cc: RFP File

Evaluation Report for Request for Proposal

29-21OCT25 – Alarm System Equipment, Monitoring, and Repair Services

OFFEROR #1: Alarm Communication Center

__X__ It has been determined that **Alarm Communication Center** has submitted a **responsive** RFP response meeting the requirements set forth in the original Request for Proposal.

____ It has been determined that **Alarm Communication Center** has submitted a **non-responsive** proposal.

Method of Performance (Project Approach)

Strengths:

Concerns:

- For the parts that are discontinued, do we want the Offerors to propose a replacement with pricing?
    - DMP XRS500N
        - Manufacturer and Model: XR150NL-G
        - Price: $372.32
    - DMP XR200
        - Manufacturer and Model: XR550NL-G
        - Price: $550.16
    - GE Concord – nothing proposed
- Although ACC provided a $0.00 price for line-items 6.3.2. and 6.3.3., do we want to confirm that those are included?
    - Per Clarification #1 response, these are included.
- For line item *6.3.4. Code Number Administration is* the cost proposed of $5.00, per request or per month?
    - Per Clarification #1 response, $5.00 / month
- For line item *6.3.1. Services Cost Per Month* for monitoring, is the $25/month the total monthly charge, or is that per building? If per building, what is the total number of buildings monitored a month and what is the total monthly charge?
    - Per clarification #1 response, the $25/month fee is per account. Some buildings may have more than one account. We currently show 22 accounts. The monthly total at $25/month would be $550.

Experience and Expertise

Strengths:

- The County has worked successfully in the past with Bill Dall and Alarm Communications Center. They hold our current contract.
- ACC provided similar services for UMC for 10 years and for Calloway County.
- Over the years, there has been a lot of cost control with little increases in monitoring. $15.00 per month per account in 2005. Their proposed pricing today is $25.00.

Concerns:

OFFEROR #2: Midwest Alarm Services

__X__ It has been determined that **Midwest Alarm Services** has submitted a **responsive** RFP response meeting the requirements set forth in the original Request for Proposal.

____ It has been determined that **Midwest Alarm Services** has submitted a **non-responsive** proposal.

Method of Performance (Project Approach)

Strengths:

Concerns:

- High pricing
- They took exception to 2.4. Indemnity Agreement and edited the language. They also added additional language that they would want in our contract. These exceptions would need to be reviewed by our Legal department. Rather than editing our RFP, this should have been provided in paragraph 6.9. Deviations.
- For the parts that are discontinued, do we want the Offerors to propose a replacement with pricing?

Experience and Expertise

Strengths:

- Midwest provided similar services for City of Lee's Summit, City of Olathe, and Grain Valley School District.

Concerns:

SUMMARY: The evaluation committee met on November 4, 2025. Midwest Alarm Services was not selected to move forward with to send clarification questions due to their high proposed pricing. Although monitoring services was not significantly higher, labor cost was significantly higher. Clarification questions were sent to ACC with a due date back of November 11, 2025.

The evaluation committee met again on November 24, 2025. The County has been happy with the service previously provided by ACC. In addition, ACC's proposed more competitive pricing.

Recommendation for Award: Alarm Communication Center

11/24/2025

Evaluator's Signature: Jody Moore, Deputy Director – Facilities Management Date

11-24-2025

Evaluator's Signature: Robert Sapp, Fleet Op Superintendent – Road & Bridge Date

29-21OCT25 - Alarm System Equipment, Monitoring, and Repair Services

		Midwest Alarm Services	Alarm Communication Center
Alarm System Service and Repair			
Pricing for Non-Prevailing Wage Service and Repair			
6.1.1.	Labor Cost Per Hour (Regular Hours, Monday - Friday, 8:00 a.m. - 5:00 p.m.)	$168.00	$60.00
6.1.2.	Labor Cost Per Hour (Nights/Weekends)	$252.00	$90.00
6.1.3.	Labor Cost Per Hour (Holidays)	$336.00	$120.00
Pricing for Prevailing Wage Service and Repair			
6.2.1.	Labor Cost Per Hour (Regular Hours, Monday - Friday, 8:00 a.m. - 5:00 p.m.)	$168.00	$90.00
6.2.2.	Labor Cost Per Hour (Nights/Weekends)	$252.00	$135.00
6.2.3.	Labor Cost Per Hour (Holidays)	$336.00	$180.00
Alarm Monitoring (Service Cost Per Month)			
6.3.1.	Services Cost Per Month (total for all accounts/buildings)	$600.00	$550.00
6.3.2.	Optional Monitoring Services (Supervised Closing Cost Per Month)	included	included
6.3.3.	Monthly Open/Close Report	included	included
6.3.4.	Code Number Admistration	included	$5.00
6.4.	Equipment		
Fire/Burglar Equip.	Manufacturer/Model		
DMP XT50	DMP XT50NS-G	216.92	235.56
DMP XR500N	XR500NL-G	Alternate: XR500NL-G for $441.83	Alternate: XR150NL-G for $372.32
DMP XR200		Discontinued	Alternate: XR550NL-G for $550.16
GE Concord		Discontinued	Obsolete
% Off List Price for any additional DMP Equipment Not Listed Above		cost + 30%	48%
Any other brand of equipment other than DMP: Cost Plus Percent		30%	25%
Additional Training Cost Per Hour		$168.00	$60.00
6.8.	Describe Warranty on Equipment and Labor	2 year parts and labor	2 year on equipment defects and workmanship
6.9.	List any Deviations to the Original Specs	For the discontinued parts above, a replacement part and price can be provided. For alarms with external communicator, a new communicator could be required for the takeover of monitoring, at a cost of up to $950 each installed.	None
6.11.	COOP?	Yes	Yes
6.12.	Maximum % increase/decrease in pricing at each renewal period for non-prevailing wage rates,	Increase: 5%; decrease: 0%	5%

No Bids
Office Essentials