

FORMAL QUOTE NO.: Q-080511

LEE COUNTY, FLORIDA
PROPOSAL QUOTE FORM
FOR THE ANNUAL PURCHASE OF RFID EQUIPMENT
FOR THE LEE COUNTY LIBRARY SYSTEM

DATE SUBMITTED: 11.26.08

VENDOR NAME: DEMCO, Inc.

TO: The Board of County Commissioners
Lee County
Fort Myers, Florida

Serving Library & School Professionals Since 1905

DEMCO

DEMCO, INC.
4810 Forest Run Road, Madison, WI 53704
P.O. Box 7488, Madison, WI 53707-7760

DEMCO No. C80511

Please use this number on your order to insure you receive the price quoted.

Freight charges: Are included X Will be added _____

Prices firm for 3 yrs

Payment due: Net 30 Days.

Delivery 45 days/weeks ARO

For placing phone orders please call toll-free
1-800-356-1200

Having carefully examined the "General Conditions", and the "Detailed Specifications", all of which are contained herein, the Undersigned proposes to furnish the following which meet these specifications:

The undersigned acknowledges
receipt of Addenda numbers:

One

All Systems ARE DIRECT MOUNT

GRAND TOTAL (SECTIONS 1A THRU 15B): \$ 909,340.40 without Firewall

\$915,159.90 - 125,819.50 = 789,340.40 with Firewall

WILL YOU DELIVER WITH YOUR OWN VEHICLES AS OPPOSED TO COMMON CARRIER?

YES X NO _____

SPECIFY PRICES FOR ITEMS AS LISTED BELOW. ALL ITEMS SHALL BE NEW, UNUSED, GENUINE PRODUCTS OF THE MANUFACTURERS/BRANDS AS SPECIFIED - NO SUBSTITUTES, EQUALS, OR REMANUFACTURED/RECONDITIONED PRODUCTS ARE ACCEPTABLE.

NOTE: IT IS UNDERSTOOD THAT THE PART NUMBERS/MODELS QUOTED ARE CURRENT AS OF THE DATE OF THIS SOLICITATION - IT IS UNDERSTOOD THAT PART NUMBERS/MODELS MAY CHANGE AS THE MANUFACTURER RELEASES THEM TO THE MARKET; AND IT IS EXPECTED THAT LEE COUNTY WILL RECEIVE THE LATEST PART NUMBER/MODEL AT TIME OF ORDER PLACEMENT. THIS SHALL ALSO APPLY TO RFID TAGS - NEWEST AND LATEST TECHNOLOGY AVAILABLE AT TIME OF ORDER.

NOTE: ALL PRICES QUOTED SHALL BE FIRM AND VALID FOR A PERIOD OF
* 10 YEARS FROM DATE OF AWARD AND NOTICE TO PROCEED. IT IS
EXPECTED THAT, SHOULD PRICES FOR ANY OF THE ITEMS
DECREASE OVER THE PERIOD OF AWARD, LEE COUNTY WILL
RECEIVE THE LOWER PRICE. UNDER NO CIRCUMSTANCES WILL
PRICES BE ALLOWED TO INCREASE. (THE LATEST
MANUFACTURER'S PRICE BOOK - SEE OPTIONS - WILL BE USED AT
THE TIME AN ITEM IS ORDERED; HOWEVER, THE PERCENTAGE
QUOTED SHALL REMAIN FIRM OVER THE TERM OF THE QUOTE.)
THE MAINTENANCE COSTS QUOTED SHALL ALSO BE FIRM FOR A
PERIOD OF 10 YEARS FROM DATE OF AWARD AND NOTICE TO
PROCEED.

* *Page 25 lists 3 years w/ options to renew annually for additional periods*

NOTE: ALL QUANTITIES ARE ESTIMATED; THE COUNTY RESERVES THE
RIGHT TO BUY MORE OR LESS OF A LISTED PRODUCT ON AN
AS-NEEDED BASIS.

NOTE: THE COUNTY RESERVES THE RIGHT NOT TO PURCHASE ALL OF THE
ITEMS LISTED IN A SECTION.

NOTE: LISTED ITEMS WILL BE PURCHASED ON AN ON-GOING BASIS - NOT
ALL AT ONCE OR THE SAME TIME.

NOTE: WHEN AN FKI LOGISTEX LIBRARY SOLUTIONS AUTOMATED
MATERIAL HANDLING SYSTEM IS SPECIFIED BELOW; THE
FOLLOWING REQUIREMENTS SHALL APPLY AND BE INCLUDED
IN THE PRICE QUOTED:

EACH MACHINE TO HAVE AN INTERNAL BASE CONFIGURATION
INCLUDING THE FOLLOWING: TWO (2) LIBRARY MATE (INTERNAL), ONE
(1) STAFF INDUCTION, MINI SORTER WITH ONE (1) IN FEED DIVERTER AND
THREE (3) DISCHARGE DIVERTERS, FOURTEEN (14) AUTO LEVEL
TROLLEYS, CONVEYOR, AND 2-1 MERGE.

EACH MACHINE TO HAVE AN EXTERNAL BASE CONFIGURATION
INCLUDING THE FOLLOWING: ONE (1) LIBRARY MATE (EXTERNAL), MINI
SORTER WITH FOUR (4) DISCHARGE DIVERTERS, AND TEN (10) AUTO LEVEL
TROLLEYS.

EACH MACHINE TO HAVE THE FOLLOWING ACCESSORIES AND OPTIONS:
HOLDS SLIP PRINTER, RFID ACCESS DOOR ON THE LM 2000 EXTERIOR
KIOSK, SCROLLING ERROR MESSAGE DISPLAY, TRANSITION CONVEYOR,
LIFT GATES, POWER CURVES, CUSTOMIZED REPORTS, AND MERGE
SORTER.

THE FOLLOWING OPTIONS SHALL BE INCLUDED WITH EACH MACHINE:

- *LIBRARY MATE 1000 INTERIOR CHECK-IN KIOSK
- *LIBRARY MATE 2000 EXTERIOR 24/7 CHECK-IN KIOSK
- *LIBRARY MATE STAFF INDUCTION
- *MINISORTER
- *ERGO TROLLEY – ONE (1) MEDIUM & ONE (1) LARGE SIZE
- *ERGO CART
- *ERGO VOLUME

SECTION 1 – BONITA SPRINGS PUBLIC LIBRARY:

1. 3M 895 STAFF WORKSTATIONS: \$ 3,799.95 EA X 4 = \$ 15,199.80
2. 3M C-SERIES RFID SMART CHUTE: \$ 13,350.95 EA X 1 = \$ 13,350.95
3. 3M D7N RFID TAGS: \$.55 EA X 86,000 = \$ 46,870.00
4. 3M 8902 DUAL AISLE
DETECTION SYSTEM: \$ 11,853.00 EA X 1 = \$ 11,853.00

TOTAL FOR SECTION 1 (ITEMS 1 THRU 4): \$ 87,273.75

*#47,300.00
- 25F
12-8-08*
*#87,703.75
- 25F
12-8-08*

SECTION 2 – BOOKMOBILE:

1. 3M 895 STAFF WORKSTATIONS: \$ 3,799.95 EA X 2 = \$ 7,599.90
- TOTAL FOR SECTION 2 (ITEM 1): \$ 7,599.90

SECTION 3A – CAPE CORAL PUBLIC LIBRARY:

1. 3M DIGITAL LIBRARY ASSISTANT: \$ 7,011.65 EA X 1 = \$ 7,011.65
DATA MASTER REQUIRED + 1,461.75 X 1 = \$ 1,461.75
2. 3M 895 STAFF WORKSTATION: \$ 3,799.95 EA X 5 = \$ 18,999.75
3. 3M D7N RFID TAGS: \$.55 EA X 253,000 = \$ 139,150.00
4. 3M 8902 DUAL AISLE
DETECTION SYSTEM: \$ 11,853.00 EA X 1 = \$ 11,853.00

TOTAL FOR SECTION 3A (ITEMS 1 THRU 4): \$ 178,476.20

*#8,473.40
- 25F
12-8-08*
*#178,476.15
- 25F
12-8-08*

SECTION 3B – CAPE CORAL PUBLIC LIBRARY:

1. FKI AMH INTERNAL: \$ No EA X 1 = \$ Bid

TOTAL FOR SECTION 3B (ITEM 1): \$ No Bid

SECTION 4 – CAPTIVA MEMORIAL LIBRARY:

1. 3M 895 STAFF WORKSTATIONS: \$ 3799.95 EA X 2 = \$ 7,599.90

2. 3M BCS SELF CHECK SYSTEM: \$ 9835.00 EA X 1 = \$ 9,835.00

TOTAL FOR SECTION 4 (ITEMS 1 THRU 2): \$ 17,434.90

SECTION 5 – DUNBAR PUBLIC LIBRARY:

1. 3M 895 STAFF WORKSTATIONS: \$ 3,799.95 EA X 3 = \$ 11,399.85

2. 3M D7N RFID TAGS: \$.55 EA X 57,000 = \$ 31,350.00

3. 3M 8902 DUAL AISLE
DETECTION SYSTEM: \$ 11,853.00 EA X 1 = \$ 11,853.00

TOTAL FOR SECTION 5 (ITEMS 1 THRU 3): \$ 54,602.85

SECTION 6 – EAST COUNTY REGIONAL LIBRARY:

1. 3M C-SERIES RFID SMART CHUTE: \$ 13,350.95 EA X 1 = \$ 13,350.95

2. 3M DIGITAL LIBRARY ASSISTANT: \$ 7,011.65 EA X 1 = \$ 7,011.65
Data Master is Required 1,461.75 1,461.75

TOTAL FOR SECTION 6 (ITEMS 1 THRU 2): \$ 21,824.35

Handwritten:
\$8,473.40
- LDF
12-8-08

SECTION 7 - FORT MYERS PUBLIC LIBRARY (CURRENT LOCATION):

1. 3M DIGITAL LIBRARY ASSISTANT: \$ 7,011.65 EA X 1 = \$ 7,011.65
 Data Master Required 1,461.75 1,461.75
2. 3M 895 STAFF WORKSTATION: \$ 3,799.95 EA X 5 = \$ 18,999.75
3. 3M D7N RFID TAGS: \$.55 EA X 187,000 = \$ 102,850.00
4. 3M 8902 DUAL AISLE
 DETECTION SYSTEM: \$ 11,853.00 EA X 1 = \$ 11,853.00

TOTAL FOR SECTION 7 (ITEMS 1 THRU 4): \$ ~~142,176.20~~ 142,176.15
- RDF 12-8-08

SECTION 8 - FORT MYERS PUBLIC LIBRARY (NEW BUILDING PROJECT):

1. FKI AMH INTERNAL: \$ No EA X 1 = \$ Bid
- TOTAL FOR SECTION 8 (ITEM 1): \$ No Bid

SECTION 9A - LAKES REGIONAL LIBRARY:

1. 3M DIGITAL LIBRARY ASSISTANT: \$ 7,011.65 EA X 1 = \$ 7,011.65
 Data Master 1,461.75 1,461.75
2. 3M 8902 DUAL AISLE
 DETECTION SYSTEM: \$ 11,853.00 EA X 1 = \$ 11,853.00
3. 3M 895 STAFF WORKSTATION: \$ 3,799.95 EA X 1 = \$ 3,799.95

TOTAL FOR SECTION 9A (ITEMS 1 THRU 3): \$ 24,126.35

SECTION 9B - LAKES REGIONAL LIBRARY:

1. FKI AMH INTERNAL: \$ No EA X 1 = \$ Bid
2. FKI AMH EXTERNAL: \$ — EA X 1 = \$ —

TOTAL FOR SECTION 9B (ITEMS 1 THRU 2): \$ No Bid

SECTION 10 – LIBRARY ADMINISTRATION:

1. 3M DIGITAL LIBRARY ASSISTANT: \$ 7011.65 EA X 1 = \$ 7,011.65
Data Master is Required 1461.75 1,461.75
 TOTAL FOR SECTION 10 (ITEM 1): \$ 8,473.40

SECTION 11A – LIBRARY PROCESSING CENTER:

1. 3M 895 STAFF WORKSTATIONS: \$ 3799.95 EA X 2 = \$ 7,599.90
 2. 3M D7N RFID TAGS: \$.55 EA X 225,000* = \$ 123,750.00

*THIS NUMBER REPRESENTS AN APPROXIMATE ANNUAL AMOUNT. THE LIBRARY ANTICIPATES REQUIRING APPROXIMATELY 22,500 PER MONTH FOR THE FIRST 10 MONTHS OF THE CONTRACT; AND THEN APPROXIMATELY 18,750 PER MONTH FOR THE REMAINDER OF THE CONTRACT TERM.

TOTAL FOR SECTION 11A (ITEMS 1 THRU 2): \$ 131,349.90

SECTION 11B – LIBRARY PROCESSING CENTER:

1. FKI AMH INTERNAL: \$ No EA X 1 = \$ Bid

TOTAL FOR SECTION 11B (ITEM 1): \$ No Bid

SECTION 12 – NORTH FORT MYERS PUBLIC LIBRARY:

1. 3M 8902 DUAL AISLE
 DETECTION SYSTEM: \$ 11,853.00 EA X 1 = \$ 11,853.00

2. 3M C-SERIES RFID SMART CHUTE: \$ 13,350.95 EA X 1 = \$ 13,350.95

3. 3M 895 STAFF WORKSTATION: \$ 3,799.95 EA X 1 = \$ 3,799.95

TOTAL FOR SECTION 12 (ITEMS 1 THRU 3): \$ 29,003.90

SECTION 13 – PINE ISLAND PUBLIC LIBRARY:

1. 3M 895 STAFF WORKSTATIONS: \$ 3799.95 EA X 3 = \$ 11,399.85
 2. 3M BCS SELF CHECK SYSTEM: \$ 9835.00 EA X 1 = \$ 9,835.00
- TOTAL FOR SECTION 13 (ITEMS 1 THRU 2): \$ 21,234.85

SECTION 14 – SOUTH COUNTY REGIONAL LIBRARY:

1. 3M DIGITAL LIBRARY ASSISTANT: \$ 7011.65 EA X 1 = \$ 7,011.65
Data Master Required 1461.75
 2. 3M 895 STAFF WORKSTATIONS: \$ 3799.95 EA X 5 = \$ 18,999.75
 3. 3M D7N RFID TAGS: \$.55 EA X 193,000 = \$ 106,150.00
 4. 3M 8902 DUAL AISLE
DETECTION SYSTEM: \$ 11,853⁰⁰ EA X 1 = \$ 11,853.00
 5. 3M C-SERIES RFID SMART CHUTE: \$ 13,350⁹⁵ EA X 1 = \$ 13,350.95
- TOTAL FOR SECTION 14 (ITEMS 1 THRU 5): \$ 158,827.10

*78,473.40
- 1000
12-8-08*

SECTION 15A – ANNUAL MAINTENANCE – 3M

TOTAL FOR SECTION 15A – ANNUAL MAINTENANCE COST FOR THE 3M EQUIPMENT AS LISTED IN SECTIONS 1A THRU 14:

\$ 26,936.70 WITHOUT FIREWALL
 \$ 32,326.35 WITH FIREWALL

SECTION 15B – ANNUAL MAINTENANCE – FKI

TOTAL FOR SECTION 15B – ANNUAL MAINTENANCE COST FOR THE FKI EQUIPMENT AS LISTED IN SECTIONS 1A THRU 14:

\$ No Bid

OPTION A – PRICE LIST – 3M

IT IS THE COUNTY'S DESIRE TO HAVE THE ENTIRE "MANUFACTURER'S PRICE BOOK" FOR 3M – AND ALL OF THE ITEMS CONTAINED THEREIN – AVAILABLE FOR USE ON AN AS-NEEDED BASIS. IN THE SPACE PROVIDED BELOW, PLEASE INDICATE WHAT PERCENTAGE YOU WILL DISCOUNT THE ITEMS IN THIS BOOK.

LIST LESS: 7 %

OPTION B – PRICE LIST – FKI

IT IS THE COUNTY'S DESIRE TO HAVE THE ENTIRE "MANUFACTURER'S PRICE BOOK" FOR FKI – AND ALL OF THE ITEMS CONTAINED THEREIN – AVAILABLE FOR USE ON AN AS-NEEDED BASIS. IN THE SPACE PROVIDED BELOW, PLEASE INDICATE WHAT PERCENTAGE YOU WILL DISCOUNT THE ITEMS IN THIS BOOK.

LIST LESS: no Bid %

OPTION C – 3M 8800 DETECTION SYSTEM

MODEL 8801 SINGLE AISLE: \$ 8,752.00 EACH

MODEL 8802 DUAL AISLE: \$ 16,488.00 EACH

Prices do not include Service Agreements for Options C - H

OPTION D – 3M 8900 DETECTION SYSTEM

MODEL 8901 SINGLE AISLE: \$ 9,667.00 EACH

MODEL 8902 DUAL AISLE: \$ 11,853.00 EACH

OPTION E – 3M STAFF WORKSTATION – MODEL 895

COST EACH: \$ 3,949.00

OPTION F – 3M CONVERSION STATION

MODEL 811: \$ No Bid EACH

MODEL 812: \$ 12,388.00 EACH

OPTION G – 3M SELF-CHECK & OPTIONS

BCS SELF CHECK: \$ 9,835.00 EACH

R- SERIES: KIOSK OR PARTS ONLY: LIST LESS: No Bid %

V- SERIES: V3 OR V4: KIOSK, TABLE TOP OR PARTS ONLY:
LIST LESS: No Bid %

C-SERIES: RFID BOOK CHUTE: \$ 13,350.95 EACH

3M SELF CHECK SELFPAY FINES & FEES OPTION: \$ 2,417.00 EACH

OPTION H – 3M HAND-HELD RFID READER

DIGITAL LIBRARY ASSISTANT: \$ 7,011.65 EACH

DIGITAL DATA MANAGER: \$ 1,461.75 EACH

OPTION I – ISO RFID TAGS

3M D4 OR EQUAL BASIC – SPECIFY BRAND: No Bid - MINIMUM 1K MEMORY, GOOD QUALITY ADHESIVE, CAPABLE OF PRINTING LOGO AND BARCODE ON SITE USING EITHER A HIGH OR LOW SPEED PRINTER. MUST BE COMPATIBLE (AND OFFER ENHANCED SECURITY) WITH THE 3M 8900 DETECTION SYSTEM. NXP CHIP. COST EACH: \$ _____

3M D7 OR EQUAL ENHANCED – SPECIFY BRAND: 1000 - MINIMUM 2K MEMORY, 3M OR EQUAL QUALITY GRADE ADHESIVE, CUSTOM PRINTING OPTIONS. TI CHIP. COST EACH: \$.68 Plain White
.74 Custom

3M D8 OR EQUAL PREMIUM – SPECIFY BRAND: 1000 - MINIMUM 2K MEMORY, 3M OR EQUAL QUALITY GRADE ADHESIVE, FLOOD COAT TO MINIMIZE VISIBILITY OF TAG COMPONENTS, HOLE PUNCH DEFECTIVE TAGS, CUSTOM PRINTING OPTIONS. TI CHIP. COST EACH: \$.76 Plain White
.80 Custom

OPTION J - DISCMATE (NO EQUALS) AND RELATED ITEMS

*Sold in Cases of
100 - 1 Case Minimum*

DISCMATE CASES - CD:

SINGLE: \$ 1.17 EACH DUAL: \$ 1.24 EACH

DISCMATE CASES - DVD:

SINGLE: \$ 1.17 EACH DUAL: \$ 1.24 EACH

DISCMATE SNAP-IN TRAY FOR SINGLE DVD CASE: \$.39 EACH

DISCMATE SNAP-IN TRAY FOR SINGLE CD CASE: \$.39 EACH

DISCMATE 4-DISC CASE: \$ 2.14 EACH

DISCMATE 6-DISC CASE: \$ 2.57 EACH

DISCMATE INTELLIGENT UNLOCKER (FOP V-SERIES OR R-SERIES SELF CHECK): \$ 4,296.00 EACH X 35 = \$ 150,360.00 *Service Agreement is Not Included*

DISCMATE CD REPLACEMENT LOCKS: \$.39 EACH X 64,000 = \$ 24,960.00

DISCMATE DVD REPLACEMENT LOCKS: \$.39 EACH X 104,000 = \$ 40,560.00

DISCMATE MANUAL UNLOCKER: \$ 76.00 EACH

OPTION K - FUTURE PROJECTS - 3M

AS THIS QUOTE HAS THE POTENTIAL TO BE AWARDED FOR AS MANY AS 10 YEARS; THE COUNTY REQUIRES VENDOR ASSISTANCE IN BUDGETING FOR FUTURE PROJECTS USING THIS EQUIPMENT. IN THE SPACE BELOW, PLEASE PROVIDE THE DISCOUNT YOU WOULD PROVIDE ON A \$3 MILLION EXPENDITURE FOR 3M EQUIPMENT.

\$3,000,000.00 X 1 % DISCOUNT = \$ 30,000.00
one

OPTION L - FUTURE PROJECTS - FKI

AS THIS QUOTE HAS THE POTENTIAL TO BE AWARDED FOR AS MANY AS 10 YEARS; THE COUNTY REQUIRES VENDOR ASSISTANCE IN BUDGETING FOR FUTURE PROJECTS USING THIS EQUIPMENT. IN THE SPACE BELOW, PLEASE PROVIDE THE DISCOUNT YOU WOULD PROVIDE ON A \$3 MILLION EXPENDITURE FOR FKI EQUIPMENT.

\$3,000,000.00 X No Bid % DISCOUNT = \$ No Bid

TO BE STARTED WITHIN 45 CALENDAR DAYS AFTER RECEIPT
OF AWARD AND PURCHASE ORDER.

Is your firm interested in being considered for the Local Vendor Preference?

Yes _____ No X

If yes, then read the paragraph entitled "Local Vendor Preference" included in these specifications. Also complete the Local Vendor Preference Questionnaire and return with your quotation.

Quoters should carefully read all the terms and conditions of the specifications. Any representation of deviation or modification to the quote may be grounds to reject the quote.

Are there any modifications to the quote or specifications:

Yes _____ No X

Failure to clearly identify any modifications in the space below or on a separate page may be grounds for the quoter being declared nonresponsive or to have the award of the quote rescinded by the County.

MODIFICATIONS:

Quoter shall submit his/her quote on the County's Proposal Quote Form, including the firm name and authorized signature. Any blank spaces on the Proposal Quote Form, qualifying notes or exceptions, counter offers, lack of required submittals, or signatures, on County's Form may result in the Quoter/Quote being declared non-responsive by the County.

ANTI-COLLUSION STATEMENT

THE BELOW SIGNED QUOTER HAS NOT DIVULGED TO, DISCUSSED OR COMPARED HIS QUOTE WITH OTHER QUOTERS AND HAS NOT COLLUDED WITH ANY OTHER QUOTER OR PARTIES TO A QUOTE WHATSOEVER. NOTE: NO PREMIUMS, REBATES OR GRATUITIES TO ANY EMPLOYEE OR AGENT ARE PERMITTED EITHER WITH, PRIOR TO, OR AFTER ANY DELIVERY OF MATERIALS. ANY SUCH VIOLATION WILL RESULT IN THE CANCELLATION AND/OR RETURN OF MATERIAL (AS APPLICABLE) AND THE REMOVAL FROM THE MASTER BIDDERS LIST.

FIRM NAME DEMCO, Inc.
BY (Printed): Margie Meinzer Mack A. Anderson
BY (Signature): Margie Meinzer Mack A. Anderson
TITLE: Contract Associate IP-BSNS DEV.
FEDERAL ID # OR S.S.# 39-1311089
ADDRESS: 4810 Forest Run Rd
PO Box 7488
Madison WI 53708-7488
www.demco.com
PHONE NO.: Phone: 800-356-1200
Fax: 800-245-1329
FAX NO.: Email: order@demco.com
Sales Phone: 800-462-8709
CELLULAR PHONE/PAGER NO.: Email: quote@demco.com

LEE COUNTY LOCAL BUSINESS TAX ACCOUNT NUMBER: —

E-MAIL ADDRESS: margie.m@demco.com

REVISED: 3/1/07