



The County of El Dorado

Chief Administrative Office

Procurement & Contracts Division
Phone (530)621-5830

TO: ALL BIDDERS

RE: BID # 2025-0136
Poly Savi Telecommunications Headset Equipment & Accessories.

The apparent low qualified bidder for the subject bid is Cymbal Communications of Bartlett, IL.

A spreadsheet is attached for your review.

Board of Supervisors Policy C-17, Section 3.3.1, Subsection F, contains the procedure for the protest process. Copies are available upon request.

A purchase order will be issued ten (10) business days following the date this notification is posted on the following websites:

<https://pbsystem.planetbids.com/portal/48157/portal-home>

<https://www.eldoradocounty.ca.gov/County-Government/Procurement-and-Contracts/Bid-Results>

All bids are on file in the Procurement & Contracts Office and are available to review by appointment between 8:00 a.m. – 12:00 p.m. and 1:00 p.m. – 4:00 p.m., Monday through Friday.

For questions, please contact Rick Blake, Sr. Buyer at (530) 621-5873 at rick.blake@edcgov.us.

Thank you for your participation in the competitive bid process.


Michele Weimer (Aug 13, 2025 15:49:14 PDT)

Purchasing Agent

#2025-0136 Telecommunicaitons Headset Equipment & Accessories

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*Evaluation

				Network Design Associates, Inc. Folsom, Ca		Tixzy Sencomm, Inc. Tampa, FI		Tech Advanced Computers, Inc. Pensacola, FI	
				10 Days ARO		1-5 Days ARO		30 Days ARO	
Category A - Headset & Accessories			Delivery ARO						
Item	Description	Part #	Est. Qty.	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price
1	Poly Savi 7210 Single-Ear, Over-Head, Wireless Headset System.	7W6D4AA#ABA	60	\$ 198.44	\$ 11,906.40	\$ 247.00	\$ 14,820.00	\$ 201.00	\$ 12,060.00
2	Poly Savi 7220 Dual-Ear, Over-Head, Wireless Headset System.	7W6D5AA#ABA	10	\$ 209.87	\$ 2,098.70	\$ 261.00	\$ 2,610.00	\$ 212.00	\$ 2,120.00
3	Poly Savi 7210/7220 Spare Battery & Removal Tool	85R92AA	5	\$ 30.09	\$ 150.45	\$ 35.00	\$ 175.00	\$ 26.50	\$ 132.50
4	Poly CS540 Mono, Single-Ear, Convertible Wireless Headset Kit	84693-01	5	\$ 258.14	\$ 1,290.70	\$ 262.00	\$ 1,310.00	\$ 220.00	\$ 1,100.00
5	Poly APV-63 Electronic Hook Switch for Avaya J-Series Phones	85R01AA	100	\$ 62.67	\$ 6,267.00	\$ 63.00	\$ 6,300.00	\$ 58.00	\$ 5,800.00
6	Poly Busy Online Indicator Light for Poly/Avaya Headsets	920Q4AA	5	\$ 26.22	\$ 131.10	\$ 24.00	\$ 120.00	\$ 18.50	\$ 92.50
Subtotal					\$ 21,844.35		\$ 25,335.00		\$ 21,305.00
Less:									
Discount Terms				Net 45	\$ -	Net 45	\$ -	Net 45	\$ -
Local Vendor Preference				No	\$ -	No	\$ -	No	\$ -
Evaluation					\$ 21,844.35		\$ 25,335.00		\$ 21,305.00
BIDDERS NOTES:									

#2025-0136 Telecommunicaitons Headset Equipment & Accessories

*Evaluation

				Cymbal Communications Bartlett, IL		Yellow Networks LLC Ames, Ia		vPrime Tech Inc. Houston, Tx	
				4 Days ARO		3-5 Weeks ARO		20-30 Days ARO	
Category A - Headset & Accessories			Delivery ARO						
Item	Description	Part #	Est. Qty.	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price
1	Poly Savi 7210 Single-Ear, Over-Head, Wireless Headset System.	7W6D4AA#ABA	60	\$ 202.00	\$ 12,120.00	\$ 192.00	\$ 11,520.00	\$ 195.33	\$ 11,719.80
2	Poly Savi 7220 Dual-Ear, Over-Head, Wireless Headset System.	7W6D5AA#ABA	10	\$ 178.00	\$ 1,780.00	\$ 205.00	\$ 2,050.00	\$ 206.69	\$ 2,066.90
3	Poly Savi 7210/7220 Spare Battery & Removal Tool	85R92AA	5	\$ 26.00	\$ 130.00	\$ 28.00	\$ 140.00	\$ 25.98	\$ 129.90
4	Poly CS540 Mono, Single-Ear, Convertible Wireless Headset Kit	84693-01	5	\$ 214.00	\$ 1,070.00	\$ 159.00	\$ 795.00	\$ 268.96	\$ 1,344.80
5	Poly APV-63 Electronic Hook Switch for Avaya J-Series Phones	85R01AA	100	\$ 50.00	\$ 5,000.00	\$ 58.45	\$ 5,845.00	\$ 56.68	\$ 5,668.00
6	Poly Busy Online Indicator Light for Poly/Avaya Headsets	920Q4AA	5	\$ 18.00	\$ 90.00	\$ 28.45	\$ 142.25	\$ 17.43	\$ 87.15
Subtotal					\$ -		\$ -		
Less:					\$ 20,190.00		\$ 20,492.25		\$ 21,016.55
Discount Terms				Net 45	\$ -	Net 45	\$ -	Net 45	\$ -
Local Vendor Preference				No	\$ -	No	\$ -	No	\$ -
Evaluation					\$ 20,190.00		\$ 20,492.25		\$ 21,016.55
BIDDERS NOTES:									

#2025-0136 Telecommunicaitons Headset Equipment & Accessories

*Evaluation

				Axelliant LLC Torrance, Ca		Saitech Inc. Fremont, Ca		vCloud Tech Inc. Rolling Hills Estates, CA	
				15 Days ARO		2-3 Weeks ARO		2-3 Days ARO	
Category A - Headset & Accessories			Delivery ARO						
Item	Description	Part #	Est. Qty.	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price
1	Poly Savi 7210 Single-Ear, Over-Head, Wireless Headset System.	7W6D4AA#ABA	60	\$ 195.05	\$ 11,703.00	\$ 198.00	\$ 11,880.00	\$ 194.67	\$ 11,680.20
2	Poly Savi 7220 Dual-Ear, Over-Head, Wireless Headset System.	7W6D5AA#ABA	10	\$ 206.40	\$ 2,064.00	\$ 208.00	\$ 2,080.00	\$ 205.99	\$ 2,059.90
3	Poly Savi 7210/7220 Spare Battery & Removal Tool	85R92AA	5	\$ 25.83	\$ 129.15	\$ 28.00	\$ 140.00	\$ 25.77	\$ 128.85
4	Poly CS540 Mono, Single-Ear, Convertible Wireless Headset Kit	84693-01	5	\$ 206.84	\$ 1,034.20	\$ 209.00	\$ 1,045.00	\$ 206.43	\$ 1,032.15
5	Poly APV-63 Electronic Hook Switch for Avaya J-Series Phones	85R01AA	100	\$ 61.03	\$ 6,103.00	\$ 58.00	\$ 5,800.00	\$ 60.91	\$ 6,091.00
6	Poly Busy Online Indicator Light for Poly/Avaya Headsets	920Q4AA	5		\$ -	\$ 22.00	\$ 110.00	\$ 19.01	\$ 95.05
Subtotal					\$ 21,033.35		\$ 21,055.00		\$ 21,087.15
Less:									
Discount Terms				Net 45	\$ -	Net 45	\$ -	Net 45	\$ -
Local Vendor Preference				No	\$ -	No	\$ -	No	\$ -
Evaluation					\$ 21,033.35		\$ 21,055.00		\$ 21,087.15
BIDDERS NOTES:				Item #6 EOL per vendor					

#2025-0136 Telecommunicaitons Headset Equipment & Accessories

*Evaluation

				Synergy Telecom Indianapolis, In		Telesource Services Inc Bolton, MA		4Tech Solutions LLC McDonough, GA	
			Delivery ARO	4-5 Days ARO		4-7 Days ARO		50 Days ARO	
Category A - Headset & Accessories									
Item	Description	Part #	Est. Qty.	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price
1	Poly Savi 7210 Single-Ear, Over-Head, Wireless Headset System.	7W6D4AA#ABA	60	\$ 212.78	\$ 12,766.80	\$ 201.71	\$ 12,102.60	\$ 201.82	\$ 12,109.20
2	Poly Savi 7220 Dual-Ear, Over-Head, Wireless Headset System.	7W6D5AA#ABA	10	\$ 187.17	\$ 1,871.70	\$ 213.44	\$ 2,134.40	\$ 213.56	\$ 2,135.60
3	Poly Savi 7210/7220 Spare Battery & Removal Tool	85R92AA	5	\$ 28.29	\$ 141.45	\$ 29.22	\$ 146.10	\$ 26.83	\$ 134.15
4	Poly CS540 Mono, Single-Ear, Convertible Wireless Headset Kit	84693-01	5	\$ 225.64	\$ 1,128.20	\$ 213.89	\$ 1,069.45	\$ 214.01	\$ 1,070.05
5	Poly APV-63 Electronic Hook Switch for Avaya J-Series Phones	85R01AA	100	\$ 53.27	\$ 5,327.00	\$ 58.53	\$ 5,853.00	\$ 58.54	\$ 5,854.00
6	Poly Busy Online Indicator Light for Poly/Avaya Headsets	920Q4AA	5	\$ 18.98	\$ 94.90	\$ 20.92	\$ 104.60	\$ 25.08	\$ 125.40
Subtotal					\$ 21,330.05		\$ 21,410.15		\$ 21,428.40
Less:									
Discount Terms				Net 45	\$ -	Net 45	\$ -	Net 45	\$ -
Local Vendor Preference				No	\$ -	No	\$ -	No	\$ -
Evaluation					\$ 21,330.05		\$ 21,410.15		\$ 21,428.40
BIDDERS NOTES:									

#2025-0136 Telecommunicaitons Headset Equipment & Accessories

*Evaluation

				Questivity Inc. Santa Clara, CA		Mega Wholesale LLC Elizabeth, NJ		Blue Angel International LLC Berkeley, Ca	
			Delivery ARO	6-7 Weeks ARO		not indicated		3-4 Days ARO	
Category A - Headset & Accessories									
Item	Description	Part #	Est. Qty.	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price
1	Poly Savi 7210 Single-Ear, Over-Head, Wireless Headset System.	7W6D4AA#ABA	60	\$ 214.35	\$ 12,861.00	\$ 239.32	\$ 14,359.20	\$ 316.71	\$ 19,002.60
2	Poly Savi 7220 Dual-Ear, Over-Head, Wireless Headset System.	7W6D5AA#ABA	10	\$ 226.79	\$ 2,267.90	\$ 254.00	\$ 2,540.00	\$ 337.42	\$ 3,374.20
3	Poly Savi 7210/7220 Spare Battery & Removal Tool	85R92AA	5	\$ 31.70	\$ 158.50	\$ 27.00	\$ 135.00	\$ 38.15	\$ 190.75
4	Poly CS540 Mono, Single-Ear, Convertible Wireless Headset Kit	84693-01	5	\$ 231.57	\$ 1,157.85	\$ 253.83	\$ 1,269.15	\$ 338.03	\$ 1,690.15
5	Poly APV-63 Electronic Hook Switch for Avaya J-Series Phones	85R01AA	100	\$ 64.42	\$ 6,442.00	\$ 58.49	\$ 5,849.00	\$ 76.71	\$ 7,671.00
6	Poly Busy Online Indicator Light for Poly/Avaya Headsets	920Q4AA	5	\$ 23.28	\$ 116.40	\$ 29.38	\$ 146.90	\$ 26.73	\$ 133.65
Subtotal					\$ 23,003.65		\$ 24,299.25		\$ 32,062.35
Less:									
Discount Terms				Net 45	\$ -	Net 45	\$ -	2%/20	\$ (641.25)
Local Vendor Preference				No	\$ -	No	\$ -	No	\$ -
Evaluation					\$ 23,003.65		\$ 24,299.25		\$ 31,421.10
BIDDERS NOTES:						Did not indicate delivery		2% disc 20 Days	