



**SOUTH ALABAMA
PURCHASING ASSOCIATION (SAPA)**
110 Beaugard Street
Mobile, Alabama 36633

REQUEST FOR PROPOSALS - SAPA 2507--

*Cellular Telephone Service
and Related Equipment*

**COMPETITIVE SEALED PROPOSALS WILL BE RECEIVED NO LATER THAN
Thursday, July 17, 2025 at 11:30 am, local time
AT THE FOLLOWING LOCATION:
City of Daphne City Hall – Council Chambers**

**Located at:
1705 Main Street
PO Box 400
Daphne, Alabama 36526
Attn: Suzanne Henson
Purchasing Agent**

Questions regarding this RFB should be emailed to:
Wayne Smith,
SAPA Coordinator
Email: SAPAWaynesmith@gmail.com



I.

I / We agree to furnish at the prices shown and guarantee that each offered will meet or exceed all specifications, terms and conditions, and requirements listed. I herein affirm I have not been in any agreement or collusion among any bidders in restraint of freedom of competition by agreement to bid at a fixed price or to refrain from bidding or otherwise. I have read and understand all terms and conditions of this bid.

Company Name Authorized Signature

Mailing Address Typed Authorized Name

City, State, Zip Title

Telephone Email Address:

II.

1.0

The South Alabama Purchasing Association, hereinafter referred to as SAPA, was established to consolidate the procurement of equipment and supplies in order to obtain volume discounts for all members of SAPA.

The Host Agency for SAPA is:
South Alabama Regional Planning Commission
110 Beauregard Street
Mobile, AL 36633

1.1

The award of all Bids/Proposals will be made by the Chairman and other SAPA Members in accordance to the provisions set forth in the Intergovernmental Agreement. Each member of SAPA will be responsible for the issuing of its own Purchase Orders, delivery instructions, invoicing, insurance requirements and the issue of its own tax exemption certificates as required by vendor.



1.2

The current members of SAPA in good standing at this time are as follows:

Baldwin County Commission
City of Daphne
Daphne Utilities
City of Foley
City of Gulf Shores
City of Robertsdale
Mobile Area Water and Sewer
Mobile County Commission
South Alabama Regional Planning Commission
City of Bay Minette
City of Satsuma
City of Fairhope
City of Orange Beach
North Baldwin Utilities (NBU)
Baldwin County Board of Education
City of Orange Beach
City of Saraland
City of Semmes
Riviera Utilities
Gulf Shores City Board of Education
Orange Beach Board of Education
Gulf Shores Utilities
Escambia County Commission
Solid Waste Disposal Authority of Baldwin County

1.3

It is anticipated that other agencies will be joining within *Mobile, Baldwin and Escambia Counties, Alabama*. It is understood that vendors must agree to provide any additional SAPA member the same pricing as quoted in any existing SAPA contract.

2.1

Bid response envelopes must be properly identified on the front with the Request for:

- Proposal Number
- Opening Date
- Time

Each individual Request for Proposal must be submitted in a *separate sealed envelope*. SAPA does not assume responsibility for late bid responses that occur due to the *U.S. Postal Service, UPS, FedEx* or any courier service. Sufficient lead-time should be allowed to reach SAPA prior to the "received date and time" indicated on the



Request for Proposal.

2.2

Bid responses and signature page must be submitted on this form in ink or typewritten or the bid will be rejected.

2.3

For a "no bid" response, return the signature page signed and marked "NO BID." It is required that a "no bid" response be identified on the envelope as if it were a bid. A bidder will be removed from the active bidders list after three (3) consecutive no responses.

The attached specifications are being provided to potential bidders as guidelines that describe the type and quality of equipment, supply, and / or service SAPA is seeking to purchase. The bidder must indicate compliance or list exceptions to each specification item for consideration. Failure to comply with this provision could be cause for rejection of the bid.

2.4

Bid responses must be received by SAPA prior to the date and time specified. Late responses will not be accepted. SAPA will not accept facsimile transmissions or email of bid. SAPA may award this RFP to multiple vendors based on the best interest of the individual members.

2.5

Changes or modifications of this Request for Proposal are allowed only by written authority of the Chairman. SAPA reserves the right to reject all or any portion of this Request for Proposal when the best interests of SAPA are involved.

2.6

Pursuant to the State Bid Law, the *Intergovernmental Agreement* and *By-Laws* of SAPA, members of SAPA may choose to use the state bid list; bid the same items themselves; use the SAPA bid; or use the bids of other cooperative arrangements legally available to each member. SAPA reserves the right to disregard all bid responses if the same or similar bid items are available on the state bid list for a price equal to or less than any prices in all bid responses for a particular bid. SAPA may choose to award or not award a bid taking into consideration bid items and prices on the state bid list.

2.7

The Members of SAPA are exempt from all Federal, sales and use taxes per Alabama Law.

2.8

Any member of SAPA reserves the right to terminate any contract resulting from this bid for just and reasonable cause whereby it appears to be in the best interest of SAPA Members. There can be no required contract periods, cancellation fees, or early termination fees associated with any of the plans being bid.

2.9

The successful bidder agrees by the submittal of a response to this bid, to defend, indemnify, and hold SAPA, SARPC, or their members harmless from any and all causes of action or claims of damages arising out of or related to the bidder's performance under this contract.



2.10

A BID RESPONSE MAY BE REJECTED IF:

- Request for Proposal Number is not on the face of the envelope/packet
- Received too late / no bid
- Multiple bids in same envelope not submitted or identified properly
- Bid response not on original form
- Bid is not an original signature
- Failure to acknowledge receipt of addendum (if addendum was issued) with bid
- Failure to attend the Pre-Bid Conference if such a conference is held by bidder

2.11

While not required, returning these files in electronic format with your bid response will assist in evaluation and award of the contract in a timely manner. This document is available for download from <http://www.sarpc.org> website under the SAPA section that says "Open Bids".

2.12

Contract Period: 36-Months and Contingent upon the Date of Award.

NOTE: FOR THIS BID TO BE CONSIDERED RESPONSIVE, ALL INFORMATION REQUESTED SHOULD BE SUPPLIED, AS APPROPRIATE OR THE ENTIRE BID MAY BE DISQUALIFIED. BID RESPONSE MUST BE IN INK OR TYPED WITH THE ORIGINAL SIGNATURE INCLUDED.

Bidders Signature

Company

3.0 **Basis of Bid Award**

3.1

All purchases which are based on competitive invitations to Bids are awarded to lowest, responsive bidder subject to SAPA's right to reject any or all bids and to waive informality and irregularity in bids and bidding. In addition to price, consideration will be given to the following to determining the bid award:

- Vendor will be determined within a particular area who has the best signal coverage within that area
- Recent historical service of the provider within the area
- The best interest of SAPA members
- The quality and performance, which includes signal strength, calls dropping out, problems with data and other technical issues arising from bad reception
- Conformity to specifications
- Quoted rates reflected on tabulation sheets
- Other unique requirements outlined in the bid request



3.2

Product Substitution

All wireless devices, telephone or radio equipment delivered during the life of the contract shall be of the same type, specifications, likeness, warranty, and manufacturer as specified and agreed on or accepted as part of the bid proposal unless specific approval is given by the SAPA member to do otherwise in writing.

4.0 General Requirements

4.1

Technology responses and Coverage must be answered in the following questions within this RFP.

4.2.1

Describe your company's technology for voice and data service in the U.S. Please attach any information that will help describe the technology to the back of this page.



4.2.2

Describe your company's voice and data coverage and provide a map showing active 4G and 5G (if available) data network and data coverage in Mobile, Baldwin and Escambia Counties, Alabama. Please include current active **maps** and **other visual items** showing coverage area in back of this page.



4.2.3

Provide one active coverage map for voice and one coverage map for data for the entire State of Alabama and also include a separate map showing active coverage in the continental U.S. Place maps in back of this page.

PLEASE NOTE Specify ACTIVE COVERAGE AREA!**



4.2.4

Please describe your **preemptive priority services** and **pricing for First Responders**, allowing *first responders* to receive **priority service** when networks are congested. Attach information in back of this page.



4.2.5

What is your current **5G implementation plan**? Please include active coverage maps for *State of Alabama* and also a map for the *continental U.S.* placing in back of this page.



5.0

Rate Plan Information

5.1

Please provide a price plan with unlimited 4G data (or 5G if available) for air card usage with nationwide coverage. Please attach details and extra pages behind this page and maps already requested so information will be in order.



5.2

Please describe your PTT plan and rate structure of that plan. Please attach any information describing the plan, how equipment will be secured, if equipment is included within the plan at no cost or if there is a charge for the equipment. Place all information in back of this page.



*Note:

On additional pages, please include the following as designated by the numbers preceding each request. Please keep all questions in order as shown below. If 5G is available, please include same information.

5.3

Provide a list of bundled rate plans for data only, voice only, and voice with data for wireless devices.



5.4

Provide pricing to add Text Messaging, Multi Media Service, and Push to Talk and other additional features.



5.5

Include a price plan that is to be used only for push to talk service (if available) on this page or in back of this page if more room is needed.



6.0 Phone and Air Card Information

6.1

Provide a list of standard cell phones and other equipment that will be available to SAPA along with pricing of each model. Include a list of detailed features for each phone behind this page.

Example: Military Spec phone with push to talk capability, etc.



6.2

Provide a list of the latest devices that will be made available to SAPA and the pricing. Include a list of detailed features for each phone.



6.3

Describe your company's upgrade policy for equipment replacement.

Example: How often are users eligible to upgrade their phones at the discounted price?



6.4

Provide a list of air card devices and also of the latest technology include PCMCIA, USB, other technology not listed, etc. and Intelligent Mobile Hotspot options (or additional options) that will be available to SAPA along with the pricing. Include a list of features for each air card device in back of this page. (Please attach additional pages in back of this page if needed.)



7.0 Experience

7.1

Provide a list of at least three (3) government agencies that currently use your service. Include:

- Contact Person's Name
- Phone Number
- Email address for each reference
- Physical Address

Please note, this information will be treated as confidential.



7.2

Describe your company's disaster recovery plan and emergency response as experienced and information based on past experiences along the Gulf Coast.



7.3
Value Propositions



7.3.1

Vendors are encouraged to include additional value propositions which will be in SAPA's best interest. These value propositions will be remitted directly to SAPA. *Examples of these value propositions include but are not limited to a Signing Bonus, a Conversion Bonus, Volume Rebates, New Line Activation Incentives, and other Discount Terms.*



8.0 Invoicing

8.1

Each member agency is responsible for its individual charges. The purchase orders required will be generated by the members. The equipment date of purchase, product description, and unit price will be listed.

8.2

For each Wireless Number a **Call Detail** and/or a **separate Data Detail** will be required.

8.3

Multiple departments within one (1) town, city, county government, or school system exist within the membership. The capability to adjust the invoicing requirements for each member's accounting departments must be available.

8.4

The availability to securely access and make changes to the member's account via phone, fax and/or the internet is preferred.

8.5

Test Equipment and **Services** will be provided by the vendor at no additional charge.



Target Sheet

Section 1: Cellular Minute Plans and Pricing

Provide pricing data for each of the listed minute amounts below. If you do not offer the exact minute amount list the closest amount in the blank lines below each minute amount.

MINUTES INCLUDED	SAPA PRICE	ADDITIONAL MINUTES RATE AFTER ALLOWANCE (CENTS/MINUTE)
300		
600		
1000		
2000		
4000		

All of the above plans should include the ability to *pool minutes*, nationwide long distance (if charged), nationwide roaming, unlimited mobile to mobile minutes, free nights and weekends, caller ID, and voicemail.

(We realize that some of these plans are no longer used because of technological changes made.)



Section 2: Wireless Device Cellular Minute Plans and Pricing

Provide pricing data for each of the listed minute amounts below. These plans should include voice minutes as well as unlimited iPhone data use and unlimited text messaging. If you do not offer the exact minute amount list, the closest amount in the blank lines below each minute amount.

MINUTES INCLUDED	SAPA PRICE	ADDITIONAL MINUTES RATE AFTER ALLOWANCE (CENTS/MINUTE)
300		
600		
1000		
2000		
4000		

All of the above plans should include the ability to pool minutes, nationwide long distance, nationwide roaming, unlimited mobile to mobile minutes, free nights and weekends, caller ID, and voicemail.

Section 3: Air Card Rate Plan or other plans available

This plan should include unlimited data with nationwide coverage for use with *Laptop Computers, iPhones and/or iPads*.

AIR CARD PLAN	SAPA PRICE	DATA INCLUDED



CERTIFICATION REGARDING LOBBYING

Certification for Contracts, Grants, Loans, and Cooperation Agreements

The undersigned certificate, to the best of his or her knowledge and belief, that:

(1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence any officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into any cooperative agreement, and the extension, continuation, renewal, amendment, or notification of any Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee or any agency, a member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of the certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than @ \$100,000 for each such failure.

Statement for Loan Guarantee and Loan Insurance The undersigned states, to the best of his or her knowledge and belief, that:

If any funds have been paid or will be paid in any person for influencing or attempting to influences an officer or employee of any agency, a Member or Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this commitment providing for the United States to insure or guarantee a loan, the undersigned staff complete and submit Standard Form-LLL, "Disclosure of Lobbying Activities," in accordance with its instructions. Submission of this statement is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required statement shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

APPLICANT'S ORGANIZATION:

PRINTED NAME AND TITLE OF AUTHORIZED REPRESENTATIVE

Prefix: _____ First Name: _____ Middle Name:

Last Name: _____ Suffix _____

:
Title: _____

SIGNATURE: _____ DATE:



Our bid form must be filled out completely.

- All pages of this Bid Response Form, and additional requested pages, if any, or Addendums, if any, must be returned.
- Acknowledgement must be made where a blank (_____) appears.
- Any attachments hereto are made and become a part of this inquiry and must be signed by bidder.

Awarded vendor must hold bid pricing for a *minimum* of sixty (60) days.

Bid must give the full business address of the bidder and must be signed by him/her with their usual signature. Bids by partnerships must furnish the full names of all partners and must be signed with their partnership name by one of the members of the partnership, or by an authorized representative, followed by the signature and designation of the person signing. Bids by corporations must be signed with the legal name of the corporation followed by the name of the State of Incorporation and by the signature and designation of the president, secretary, or other person authorized to bind it in the matter. The name of each person shall also be typed or printed below the signature. A bid by a person who affixes to this signature the word "president," "secretary," "agent," or other designation without disclosing his principal, may be held to be the bid of the individual signing. When requested by the *South Alabama Purchasing Association, (SAPA)* satisfactory evidence of the authority of the officer signing in behalf of the corporation shall be furnished.

The undersigned agrees to furnish the goods/services as requested by you for the members wishing to use this RFB and a contract which will be drawn up by the *South Alabama Purchasing Association (SAPA)*. The undersigned has read all information pertaining to this bid and has resolved all questions. It is also understood and agreed that all prices quoted are F.O.B. Destination described in the bid documents and specifications. The undersigned also affirms he/she has not been in any agreement or collusion among bidders or prospective bidders in restraint of freedom of competition, by agreement to bid at a fixed price or to refrain from bidding or otherwise.

Witness our hands and seals this ____ day of _____, 2025.

If Individual

(Name of Individual or Partnership)

(Name of Partner Print)



(Print Name of Representative

Authorized to sign Bids and (Name of Partner Print)
Contracts for the firm)

(Signature of Representative Authorized to sign Bids and Contracts for the firm)

(Address)

(Address)

Phone Number _____ Fax Number _____

Primary e-mail address _____

Alabama Contractor's License No. _____ Foreign Corporation Entity ID _____

If Corporation or LLC

Company _____

State of Incorporation _____

Company
Representative _____
(Print Name of Representative Authorized to sign Bids and Contracts for the firm)

Company
Representative _____
(Signature of Representative Authorized to sign Bids and Contracts for the firm)

Address _____

Phone Number _____

Fax Number _____



Primary e-mail address

Alabama Contractor's License No. _____ Foreign Corporation Entity ID _____

THIS MUST BE NOTARIZED!

STATE OF _____ }

COUNTY OF _____ }

I, the undersigned authority in and for said State and County, hereby certify that _____

_____, as _____

(Type name of bid signer here)

(Type bid signers Title here)

Respectively, of _____

(Type company name here)

whose name is signed to the foregoing document and who is known to me, acknowledged before me on this day, that, being informed of the contents of the document they executed the same voluntarily on the day the same bears date.

Given under my hand and Notary Seal on this _____ of _____, 2025.

Notary Public

My Commission Expires: _____



This contract will be available to all current SAPA members and any new members upon approval by SAPA Chairman.

Current Members:

- | | |
|---|--|
| Baldwin County Commission | Wanda Gautney |
| Mobile County Commission | Susan Holland |
| City of Daphne | Suzanne Henson |
| City of Foley | Rachel Keith |
| City of Orange Beach | Renee Eberly (SAPA Chairperson) |
| City of Gulf Shores | Shelby DeBlieux |
| City of Robertsdale | Rustee Karolyi |
| Daphne Utilities | Marinda Turner |
| Mobile Area Water & Sewer Service | Lisa Russell |
| South Alabama Regional Planning Commission | Kathryn Saucier |
| City of Fairhope | Cory W. Pierce |
| City of Bay Minette | Tammy Smith |
| City of Saraland | Judi Bowden Smith |
| City of Satsuma | Heather Davis |
| Baldwin County Board of Education | Thomas Waters |
| North Baldwin Utilities | Tracy L. Rogers |
| Town of Summerdale | Tiffany Lynn |
| City of Semmes | Jason Franklin |
| Riviera Utilities | Johnny Little |
| Orange Beach Board of Education | Ford Handley |
| Gulf Shores City Board of Education | Chad Green |
| Gulf Shores Utilities | Dan Grilli |
| Solid Waste Disposal Authority of Baldwin County | Terri Graham |
| Escambia County Commission | Ron Cink |