



**Resource Management Department - Purchasing & Contracts Division**

**Notice of Recommended Award**

**Recommendation of Award for:**

IFB-604992-25/LAS - Term Contract for Purchase of Fiber Optic Cables & ITS Systems

**To:** Advanced Cabling Solutions Inc.

By signing below, I acknowledge I have reviewed all bid documents for the above-referenced project, including the qualifications and pricing of the contractor recommended for award, above. Accordingly, I recommend award of the project to the contractor referenced above

**Review Committee Members:**

Name: Charles Wetzel, County Traffic Engineer

Signature: Charles Wetzel Date: 4/22/25

Name: John Brown, Technology Coordinator

Signature: John Brown Date: 4-22-25

Name: Steve Douglas, Deputy County Traffic Engineer

Signature: Steve Douglas Date: 4/23/25

Name: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Director:**

Name: John Slot, Director of Public Works

Matt Hassan, Deputy Public Works Director

Signature: Matt Hassan Date: 4/28/25



Seminole County  
Resource Management - Purchasing & Contracts  
Robert T. Bradley, Purchasing and Contracts Manager  
1301 East Second St., Sanford, FL 32771

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**EVALUATION TABULATION**  
IFB No. IFB-604992-25/LAS  
Term Contract for Purchase of Fiber Optic Cables & ITS Systems  
RESPONSE DEADLINE: April 9, 2025 at 2:00 pm

**SELECTED VENDOR TOTALS**

Vendor	Total
Advanced Cabling Solutions	\$3,809,625.68
Precision Contracting Services, Inc.	\$3,899,547.33
Traffic Control Devices, LLC	\$4,991,755.50

Recommendation/Intent to Award: Advanced Cabling Solutions Inc. Tabulated by: Louis Straffi, Sr. Procurement Analyst BCC Date (Tentative): 5/20/2025

EVALUATION TABULATION  
 IFB No. IFB-604992-25/LAS  
 Term Contract for Purchase of Fiber Optic Cables & ITS Systems

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**PRICING PROPOSAL**

The Contractor shall be responsible for all labor, materials, equipment, coordination, transportation and incidentals necessary to furnish fiber optic cable and ITS systems. All items furnished or installed by the contractor shall be on FDOT's approved product list (APL). Pay item numbers not provided shall be in accordance with the latest FDOT specification. Please refer to the latest FDOT's Basis of Estimates Manual for item descriptions. The numbers in the contract were intended to match FDOT's numbers as close as possible, but differences and unique numbers may exist. Specifications for these items shall conform to the latest applicable FDOT specifications as required by the pay item designation, latest Roadway and Traffic Design Standards, and as modified by Seminole County. Please note that many of these items include additional materials (brackets, cable, surge protection, etc.) that are not broken out separately, but instead included in the item price.

Pricing Proposal					Advanced Cabling Solutions				Precision Contracting Services, Inc.				Traffic Control Devices, LLC			
Selected	Line Item	Description	Quantity	Unit of Measure	Unit Cost	Total	Pay Item	Action	Unit Cost	Total	Pay Item	Action	Unit Cost	Total	Pay Item	Action
X	1	Concrete sidewalk replacement	100	SY	\$79.64	\$7,964.00	522-1	F/I	\$475.00	\$47,500.00	522-1	F/I	\$300.00	\$30,000.00	522-1	F/I
X	2	Sod, Bahia	100	SY	\$6.12	\$612.00	575-1-1	F/I	\$47.50	\$4,750.00	575-1-1	F/I	\$14.15	\$1,415.00	575-1-1	F/I
X	3	Sod, St. Augustine	100	SY	\$7.38	\$738.00	575-1-2	F/I	\$70.00	\$7,000.00	575-1-2	F/I	\$24.00	\$2,400.00	575-1-2	F/I
X	4	Tree Removal/Trimming, per 25'	10	EA	\$251.64	\$2,516.40	580-332-2	F/I	\$650.00	\$6,500.00	580-332-2	F/I	\$565.00	\$5,650.00	580-332-2	F/I
X	5	Conduit, Above Ground	100	LF	\$36.94	\$3,694.00	630-1-11	F/I	\$25.00	\$2,500.00	630-1-11	F/I	\$40.40	\$4,040.00	630-1-11	F/I
X	6	Conduit, Underground	20000	LF	\$11.09	\$221,800.00	630-1-12	F/I	\$17.25	\$345,000.00	630-1-12	F/I	\$13.75	\$275,000.00	630-1-12	F/I
X	7	Conduit, Under Pavement	100	LF	\$21.39	\$2,139.00	630-1-13	F/I	\$24.50	\$2,450.00	630-1-13	F/I	\$49.70	\$4,970.00	630-1-13	F/I

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IFB No. IFB-604992-25/LAS

Term Contract for Purchase of Fiber Optic Cables &amp; ITS Systems

Pricing Proposal					Advanced Cabling Solutions				Precision Contracting Services, Inc.				Traffic Control Devices, LLC			
Selected	Line Item	Description	Quantity	Unit of Measure	Unit Cost	Total	Pay Item	Action	Unit Cost	Total	Pay Item	Action	Unit Cost	Total	Pay Item	Action
X	8	Conduit, Bridge Mounted	500	LF	\$33.91	\$16,955.00	630-1-15	F/I	\$135.00	\$67,500.00	630-1-15	F/I	\$54.85	\$27,425.00	630-1-15	F/I
X	9	Conduit, Directional Bore	20000	LF	\$21.39	\$427,800.00	630-1-17	F/I	\$23.25	\$465,000.00	630-1-17	F/I	\$21.75	\$435,000.00	630-1-17	F/I
X	10	Locate Wire, Installed separately	5000	LF	\$1.63	\$8,150.00	634A	F/I	\$1.00	\$5,000.00	634A	F/I	\$1.80	\$9,000.00	634A	F/I
X	11	Locate Wire, Installed in conjunction w/fiber pulling	20000	LF	\$0.53	\$10,600.00	634B	F/I	\$0.85	\$17,000.00	634B	F/I	\$1.00	\$20,000.00	634B	F/I
X	12	Messenger Wire ¼"	10000	LF	\$2.58	\$25,800.00	634-6-1	F/I	\$2.65	\$26,500.00	634-6-1	F/I	\$2.62	\$26,200.00	634-6-1	F/I
X	13	Pull & Junction Box, Ground Mounted	100	EA	\$703.57	\$70,357.00	635-1-11	F/I	\$900.00	\$90,000.00	635-1-11	F/I	\$1,160.00	\$116,000.00	635-1-11	F/I
X	14	Fiber Junction Vault 39" Round Lid 24" deep	100	EA	\$3,638.97	\$363,897.00	635-1-11A	F/I	\$2,965.00	\$296,500.00	635-1-11A	F/I	\$4,750.00	\$475,000.00	635-1-11A	F/I
X	15	Fiber Junction Vault 39" Round Lid 36" deep	100	EA	\$3,789.12	\$378,912.00	635-1-11B	F/I	\$3,825.00	\$382,500.00	635-1-11B	F/I	\$6,015.00	\$601,500.00	635-1-11B	F/I
X	16	Fiber Junction Vault 39" Round Lid 48" deep	10	EA	\$3,954.85	\$39,548.50	635-1-11C	F/I	\$5,075.00	\$50,750.00	635-1-11C	F/I	\$7,725.00	\$77,250.00	635-1-11C	F/I
X	17	Fiber Pull Box, 24" X 36" x 24" deep	100	EA	\$2,446.85	\$244,685.00	635-1-15A	F/I	\$1,575.00	\$157,500.00	635-1-15A	F/I	\$2,575.00	\$257,500.00	635-1-15A	F/I
X	18	Fiber Pull Box, 24" X 36" x 36" deep	50	EA	\$2,549.17	\$127,458.50	635-1-15B	F/I	\$1,675.00	\$83,750.00	635-1-15B	F/I	\$3,000.00	\$150,000.00	635-1-15B	F/I

## EVALUATION TABULATION

Invitation For Bid - Term Contract for Purchase of Fiber Optic Cables &amp; ITS Systems

## EVALUATION TABULATION

IFB No. IFB-604992-25/LAS

Term Contract for Purchase of Fiber Optic Cables &amp; ITS Systems

Pricing Proposal					Advanced Cabling Solutions				Precision Contracting Services, Inc.				Traffic Control Devices, LLC			
Selected	Line Item	Description	Quantity	Unit of Measure	Unit Cost	Total	Pay Item	Action	Unit Cost	Total	Pay Item	Action	Unit Cost	Total	Pay Item	Action
X	19	Fiber Pull Box, 24" X 36" x 48" deep	50	EA	\$2,601.36	\$130,068.00	635-1-15B	F/I	\$2,250.00	\$112,500.00	635-1-15B	F/I	\$3,700.00	\$185,000.00	635-1-15B	F/I
X	20	Fiber Optic Enclosure Rack Mount 12 Port	10	EA	\$834.17	\$8,341.70	635-1-16	F/I	\$1,675.00	\$16,750.00	635-1-16	F/I	\$952.00	\$9,520.00	635-1-16	F/I
X	21	Fiber Optic Enclosure Rack Mount 24 Port	20	EA	\$1,263.16	\$25,263.20	635-1-17	F/I	\$2,625.00	\$52,500.00	635-1-17	F/I	\$1,050.00	\$21,000.00	635-1-17	F/I
X	22	Fiber Optic Enclosure Rack Mount 72 Port	10	EA	\$2,095.67	\$20,956.70	635-1-18	F/I	\$7,250.00	\$72,500.00	635-1-18	F/I	\$1,675.00	\$16,750.00	635-1-18	F/I
X	23	Fiber Optic Enclosure WIC 012	10	EA	\$817.48	\$8,174.80	635-1-19	F/I	\$1,675.00	\$16,750.00	635-1-19	F/I	\$1,050.00	\$10,500.00	635-1-19	F/I
X	24	Guying - Strain Pole	25	EA	\$580.00	\$14,500.00	641-1	F/I	\$535.00	\$13,375.00	641-1	F/I	\$800.00	\$20,000.00	641-1	F/I
X	25	Strain poles wood, 30'	10	EA	\$1,153.65	\$11,536.50	643-130	F/I	\$5,525.00	\$55,250.00	643-130	F/I	\$2,275.00	\$22,750.00	643-130	F/I
X	26	Strain poles wood, 35'	10	EA	\$1,187.28	\$11,872.80	643-135	F/I	\$6,695.00	\$66,950.00	643-135	F/I	\$2,550.00	\$25,500.00	643-135	F/I
X	27	Strain poles wood, 40'	10	EA	\$1,203.53	\$12,035.30	643-140	F/I	\$6,995.00	\$69,950.00	643-140	F/I	\$2,750.00	\$27,500.00	643-140	F/I
X	28	Cabinet, Base Only	1	EA	\$2,950.43	\$2,950.43	670-110C	F/I	\$13,975.00	\$13,975.00	670-110C	F/I	\$2,775.00	\$2,775.00	670-110C	F/I
X	29	Cabinet, Fiber Splice	1	EA	\$10,763.43	\$10,763.43	670-110D	F/I	\$34,265.00	\$34,265.00	670-110D	F/I	\$15,260.00	\$15,260.00	670-110D	F/I
X	30	Cabinet, Master Communication Hub	1	EA	\$24,658.28	\$24,658.28	670-110E	F/I	\$81,000.00	\$81,000.00	670-110E	F/I	\$36,280.00	\$36,280.00	670-110E	F/I

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Selected	Line Item	Description	Quantity	Unit of Measure	Unit Cost	Total	Pay Item	Action	Unit Cost	Total	Pay Item	Action	Unit Cost	Total	Pay Item	Action
X	31	Optical Fiber 24 Strand SM Loose Tube	10000	LF	\$2.42	\$24,200.00	684-14	F/I	\$2.20	\$22,000.00	684-14	F/I	\$2.65	\$26,500.00	684-14	F/I
X	32	Optical Fiber 24 Strand SM Loose Tube	1	LF	\$0.66	\$0.66	684-24	F	\$0.46	\$0.46	684-24	F	\$0.70	\$0.70	684-24	F
X	33	Optical Fiber 72 Strand SM Loose Tube	10000	LF	\$2.84	\$28,400.00	684-14C	F/I	\$2.65	\$26,500.00	684-14C	F/I	\$3.05	\$30,500.00	684-14C	F/I
X	34	Optical Fiber 72 Strand SM Loose Tube	1	LF	\$0.98	\$0.98	684-24C	F	\$0.82	\$0.82	684-24C	F	\$1.15	\$1.15	684-24C	F
X	35	Optical Fiber 96 Strand SM Loose Tube	10000	LF	\$3.27	\$32,700.00	684-14D	F/I	\$3.15	\$31,500.00	684-14D	F/I	\$3.35	\$33,500.00	684-14D	F/I
X	36	Optical Fiber 96 Strand SM Loose Tube	1	LF	\$1.18	\$1.18	684-24D	F	\$1.33	\$1.33	684-24D	F	\$1.50	\$1.50	684-24D	F
X	37	Optical Fiber 144 Strand SM Loose Tube	10000	LF	\$3.47	\$34,700.00	684-14E	F/I	\$3.60	\$36,000.00	684-14E	F/I	\$4.05	\$40,500.00	684-14E	F/I
X	38	Optical Fiber 144 Strand SM Loose Tube	1	LF	\$1.48	\$1.48	684-24E	F	\$1.95	\$1.95	684-24E	F	\$2.15	\$2.15	684-24E	F
X	39	Optical Fiber 36 Strand Hybrid 24 SM / 12 MM 62.5	1000	LF	\$3.73	\$3,730.00	684-14F	F/I	\$4.35	\$4,350.00	684-14F	F/I	\$9.00	\$9,000.00	684-14F	F/I

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Selected	Line Item	Description	Quantity	Unit of Measure	Unit Cost	Total	Pay Item	Action	Unit Cost	Total	Pay Item	Action	Unit Cost	Total	Pay Item	Action
X	40	Optical Fiber 36 Strand Hybrid 24 SM / 12 MM 62.5	1	LF	\$1.69	\$1.69	684-24F	F	\$2.77	\$2.77	684-24F	F	\$7.00	\$7.00	684-24F	F
X	41	Optical Fiber, Install Only, In Conduit Underground	20000	LF	\$1.73	\$34,600.00	684-34	IO	\$1.50	\$30,000.00	684-34	IO	\$1.60	\$32,000.00	684-34	IO
X	42	Optical Fiber, Install Only, Aerial	10000	LF	\$2.08	\$20,800.00	684-34A	IO	\$1.75	\$17,500.00	684-34A	IO	\$1.90	\$19,000.00	684-34A	IO
X	43	Fiber Optic Connector, ST, SM, Unicam	100	EA	\$43.76	\$4,376.00	685-177	F/I	\$75.00	\$7,500.00	685-177	F/I	\$51.00	\$5,100.00	685-177	F/I
X	44	Fiber Optic Pigtail, ST, MM	10	EA	\$53.28	\$532.80	685-187	F/I	\$45.00	\$450.00	685-187	F/I	\$62.00	\$620.00	685-187	F/I
X	45	Fiber Optic Pigtail, ST, SM	100	EA	\$46.87	\$4,687.00	685-188	F/I	\$45.00	\$4,500.00	685-188	F/I	\$62.00	\$6,200.00	685-188	F/I
X	46	Fiber Optic Splice-Fusion, Greater Than 100 Splices	1000	EA	\$38.75	\$38,750.00	685-190	F/I	\$35.00	\$35,000.00	685-190	F/I	\$51.00	\$51,000.00	685-190	F/I
X	47	Fiber Optic Splice-Fusion, Less Than 100 Splices	1000	EA	\$42.73	\$42,730.00	685-190A	F/I	\$38.00	\$38,000.00	685-190A	F/I	\$75.00	\$75,000.00	685-190A	F/I
X	48	Buffer Tube Fan-Out	100	EA	\$97.39	\$9,739.00	685-192	F/I	\$85.00	\$8,500.00	685-192	F/I	\$142.00	\$14,200.00	685-192	F/I
X	49	Splice Tray	100	EA	\$48.20	\$4,820.00	685-193	F/I	\$45.00	\$4,500.00	685-193	F/I	\$54.00	\$5,400.00	685-193	F/I
X	50	Buried Splice Enclosure 72 strand	100	EA	\$1,437.94	\$143,794.00	685-194	F/I	\$1,050.00	\$105,000.00	685-194	F/I	\$1,710.00	\$171,000.00	685-194	F/I

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Pricing Proposal					Advanced Cabling Solutions				Precision Contracting Services, Inc.				Traffic Control Devices, LLC			
Selected	Line Item	Description	Quantity	Unit of Measure	Unit Cost	Total	Pay Item	Action	Unit Cost	Total	Pay Item	Action	Unit Cost	Total	Pay Item	Action
X	51	Buried Splice Enclosure 96 strand	100	EA	\$1,437.94	\$143,794.00	685-194B	F/I	\$1,095.00	\$109,500.00	685-194B	F/I	\$1,900.00	\$190,000.00	685-194B	F/I
X	52	Buried Splice Enclosure 144 strand	100	EA	\$1,541.98	\$154,198.00	685-194C	F/I	\$1,100.00	\$110,000.00	685-194C	F/I	\$2,000.00	\$200,000.00	685-194C	F/I
X	53	Aerial Splice Enclosure 72 strand	100	EA	\$1,546.48	\$154,648.00	685-194D	F/I	\$1,100.00	\$110,000.00	685-194D	F/I	\$2,030.00	\$203,000.00	685-194D	F/I
X	54	Aerial Splice Enclosure 96 strand	100	EA	\$1,546.48	\$154,648.00	685-194E	F/I	\$1,150.00	\$115,000.00	685-194E	F/I	\$2,225.00	\$222,500.00	685-194E	F/I
X	55	Aerial Splice Enclosure 144 strand	100	EA	\$1,650.52	\$165,052.00	685-194F	F/I	\$1,200.00	\$120,000.00	685-194F	F/I	\$2,500.00	\$250,000.00	685-194F	F/I
X	56	Fiber Testing (per strand), Terminated	1000	EA	\$6.00	\$6,000.00	685-399A	F	\$12.50	\$12,500.00	685-399A	F	\$12.00	\$12,000.00	685-399A	F
X	57	Fiber Testing (per strand), Bare Fiber	100	EA	\$10.00	\$1,000.00	685-399B	F	\$15.00	\$1,500.00	685-399B	F	\$12.00	\$1,200.00	685-399B	F
X	58	Fiber Technician (per hour)	100	HR	\$89.38	\$8,938.00	685-399C	F	\$150.00	\$15,000.00	685-399C	F	\$125.00	\$12,500.00	685-399C	F
X	59	Fiber Adjustment/Transfer, Aerial	100	HR	\$324.39	\$32,439.00	685-399D	F	\$275.00	\$27,500.00	685-399D	F	\$285.00	\$28,500.00	685-399D	F
X	60	Fiber Conduit Proofing	100	HR	\$297.69	\$29,769.00	685-399E	F	\$275.00	\$27,500.00	685-399E	F	\$256.00	\$25,600.00	685-399E	F
X	61	Camera Assembly furnish and install	1	EA	\$6,238.91	\$6,238.91	686-101	F/I	\$6,150.00	\$6,150.00	686-101	F/I	\$6,730.00	\$6,730.00	686-101	F/I
X	62	Camera Assembly install only	50	EA	\$1,267.93	\$63,396.50	686-301	I/O	\$1,050.00	\$52,500.00	686-301	I/O	\$1,910.00	\$95,500.00	686-301	I/O

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Selected	Line Item	Description	Quantity	Unit of Measure	Unit Cost	Total	Pay Item	Action	Unit Cost	Total	Pay Item	Action	Unit Cost	Total	Pay Item	Action
X	63	Camera Assembly replace only	50	EA	\$1,382.48	\$69,124.00	686-401	I/O	\$1,050.00	\$52,500.00	686-401	I/O	\$2,500.00	\$125,000.00	686-401	I/O
X	64	Bluetooth Assembly install only	50	EA	\$1,250.00	\$62,500.00	686-501	I/O	\$595.00	\$29,750.00	686-501	I/O	\$1,175.00	\$58,750.00	686-501	I/O
X	65	Bluetooth Assembly replace only	50	EA	\$1,351.63	\$67,581.50	686-601	I/O	\$675.00	\$33,750.00	686-601	I/O	\$1,765.00	\$88,250.00	686-601	I/O
X	66	Optical Fiber, Removal	1000	LF	\$1.61	\$1,610.00	690-90	LF	\$1.00	\$1,000.00	690-90	LF	\$1.90	\$1,900.00	690-90	LF
X	67	Fiber Marker Dome	1	EA	\$315.94	\$315.94	999A	F/I	\$125.00	\$125.00	999A	F/I	\$158.00	\$158.00	999A	F/I
X	68	Fiber Marker Dome, Install Only	100	EA	\$95.14	\$9,514.00	999B	I/O	\$85.00	\$8,500.00	999B	I/O	\$77.00	\$7,700.00	999B	I/O
X	69	Fiber "Snow Shoe"	50	EA	\$178.93	\$8,946.50	999C	F/I	\$175.00	\$8,750.00	999C	F/I	\$235.00	\$11,750.00	999C	F/I
X	70	U Guard Riser, 2 inch, PVC	50	EA	\$132.00	\$6,600.00	999D	F/I	\$465.00	\$23,250.00	999D	F/I	\$400.00	\$20,000.00	999D	F/I
Total						\$3,809,625.68				\$3,899,547.33				\$4,991,755.50		

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