

5500 Division Drive
Fort Myers, FL 33905

(239) 481-8700
www.LWSinc.net



LWS
Lightning Wireless Solutions Inc.

Emergency Vehicle Solutions
Radio & GPS System Solutions
Special Event Rental Solutions

Bid Response:

City of Cape Coral

Emergency Vehicle Equipment Upfitting

RFW2313MM

Prepared by:

Mike Segal

Mike@lwsinc.net

December 12, 2022

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To whom it may concern:

December 12, 2022

Lightning Wireless Solutions is a locally owned and operated company. We are a full line dealer for multiple manufacturers including Motorola Solutions. For our line card of manufacturers that we represent, please visit our website at www.LWSinc.net

We offer Sales, Installation and Service for vehicle equipment and lighting. Our Fort Myers office and shop is conveniently located at 5500 Division Drive, Fort Myers FL 33905. We also offer one other location in Sarasota Florida. We have been providing installation and services to many government agencies since 2009. We at Lightning Wireless Solutions pride ourselves on having all our technicians as level 1 EVT certified.

Any questions, please feel free to contact me. Thank you!

Sincerely,

Mike Segal
President

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Qualifications of Personnel:

We have in our Fort Myers Facility Eleven Certified EVT L1 Technicians. They comprise of different level technicians, and we have built a team approach with assembly line production practices. All our technicians live locally and report to our Fort Myers Facility daily. Our key personnel are listed below with their titles.

Casey Moore
Technical Director

Scott O'Neil
Shop Manager

Joseph Martinez
Singles Lead Technician

Kevin East
Production Lead Technician

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Understanding and Approach:

LWS prides ourselves in the ability to service an average of 6-7 customers simultaneously daily and we have the staffing levels to do so. We have our technicians set up in teams and can carry out the requirements to meet time frames and deadlines. Our two areas in the facility are divided up into two area's Production and Singles. We are also able to manage drive up service to allow for the customer to have little down time and in most cases can troubleshoot, identify, and resolve the issue within 15-30mins.

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Operational Plan:

Our process for doing business is the following. We sit with our customer and design a vehicle for functionality and ease of use. We quote the project and receive a purchase order and place the equipment order. Once equipment is ordered and received we contact the customer to get the status of vehicle and see if we can schedule for install. When installed we fully QC the vehicle and wash and clean for delivery. Then the vehicle tech sheets go to billing for the project to be billed out to the customer.

ATTACHMENT J

References

Collier County Sheriff's Office

Company Name

2885 County Barn Rd

Address

Naples, FL 34112

City, State, Zip

Most Recent Date of Service 12/09/2022Vehicle equipment and upfit.Sean Williams

Contact Person

239-252-9009

Phone Number

Sean.Williams@collier.sheriff.org

Email address

Description of Service: EmergencyCity of Ft. Myers Police Dept.

Company Name

2210 Widman Way

Address

Fort Myers, FL 33901

City, State, Zip

Most Recent Date of Service 11/9/2022equipment upfitLt. Roger Valdivia

Contact Person

239-707-8658

Phone Number

RValdivia@FMPolice.com

Email address

Description of Service: EmergencyLee County Sheriff's Office

Company Name

14750 Six Mile Cypress Pkwy

Address

Fort Myers, FL 33912

City, State, Zip

Most Recent Date of Service 12/06/2022Vehicle equipment and upfit.Nike Gastro

Contact Person

239-477-1014

Phone Number

MGastro@SheriffLeeFL.org

Email address

Description of Service: Emergency



Date: November 10, 2022

Subject: RPW2313MM EMERGENCY VEHICLE EQUIPMENT UPFITTING

To whom it may concern:

This letter is to confirm that Lightning Wireless Solutions, Inc. is an authorized Whelen master distributor in good standing and may perform installation, service and return automotive products for warranty consideration. Lightning Wireless Solutions, Inc. is also the only authorized Whelen distributor in Southwest Florida.

For any questions, please do not hesitate to contact me.

Regards,

Kevin Lukenda



Kevin Lukenda
Southeastern Regional Sales Manager
Whelen Engineering Company, Inc.
C: 203-907-8361



Troy Products
1024 S. Vail Ave
Montebello, CA 90640
800-700-8769

November 11, 2022

Mr. Mark Milkovich
City of Cape Coral
PO Box 150027
Cape Coral, FL

Dear Mr. Milkovich,

Please be advised that we are pleased to confirm our outstanding business partnership with Lightning Wireless Solutions since 2013. Since the beginning of this relationship, Lightning Wireless Solutions had shared our corporate philosophy of providing safe and ergonomic mobile-office products while providing quality workmanship and outstanding customer service.

In light of this commitment and in combination with their best-business practices, Lightning Wireless Solutions was awarded the prestigious award of a **Master Distributor** status on March 10, 2016.

Lightning Wireless Solutions remains in good standings with Troy Products and they are fully authorized to perform installation, service, and file warranty claims.

Please feel free to contact me if you need additional information or if I may be of further service.

Sincerely,

Alan Savarese
Troy Products
Regional Sales Manager
954-513-0938 cell
asavarese@troyproducts.com
www.troyproducts.com

c: Louie Biegler, General Manager
Rigoberto Guadiana, CEO & President

ATTACHMENT L

MSRP DISCOUNT & LABOR PRICING

Percentages Off MSRP and Labor Pricing

Item #	Description	Unit of Measure	% off List
1	Able-2 Products, www.able2products.com	each	15 %
2	All Fleet Solutions www.allfleetsolutions.com	each	15 %
3	American Aluminum Accessories, www.ezrideronline.com	each	10 %
4	Bid Sky Racks, www.bigskyracks.com	each	15 %
5	Blac-Rac www.blacrac.com	each	10 %
6	BLI International, www.prioritystart.com	each	2 %
7	Brookin Industries, www.brookingindustries.com	each	20 %
8	Brother, Inc. www.brother-usa.com	each	5 %
9	CDWG, www.cdwg.com	each	3 %
10	Code 3 Public Safety Equipment, www.code3pse.com	each	30 %
11	Decked www.decked.com	each	5 %
12	Diamond Back Covers www.diamondbackcovers.com	each	5 %
13	Extendobed www.extendobed.com	each	5 %
14	Federal Signal, www.fedsig.com	each	30 %
15	Gamber-Johnson, www.gamberjohnson.com	each	10 %
16	Go-Rhino, www.gorhino.com	each	15 %
17	Havis, www.havis.com	each	20 %
18	HG2 Emergency Light, hg2lighting.com	each	2 %
19	I-PRO Americas, Inc. www.i-pro.com	each	5 %
20	Insight www.insight.com	each	5 %
21	Jotto Desk Vehicle Mounting Solutions, www.everythingbutlights.com	each	25 %

22	L3 Mobile Vision, vision.com	www.mobile-	each	5	%
23	Laguna 3p,	www.laguana3p.com	each	10	%
24	LUND Products,	www.lundinternational.com	each	2	%
25	Maxxima www.maxxima.com		each	5	%
26	Motorola, www.motorola.com		each	10	%
27	OPS Public Safety www.opspublicsafety.com		each	10	%
28	Pro-Gard Products,	www.progard.com	each	15	%
29	Radiotronics www.Acek9.com		each	2	%
30	RAM Mounts, www.rammount.com		each	2	%
31	Setina Manufacturing,	www.setina.com	each	5	%
32	Sierrawireless, www.sierrawireless.com		each	2	%
33	SpaceKap, www.spacekap.com		each	2	%
34	Stalker, www.stalkerradar.com		each	2	%
35	Star Headlight & Lantern,	www.star1889.com	each	20	%
36	Thunder Struck Bumpers, Inc www.thunderstruckbumpers.com		each	10	%
37	Tremco,	www.tremcopoliceproducts.com	each	5	%
38	Troy Industries,	www.troyproducts.com	each	30	%
39	Truck Office, LLC www.truckoffice.com		each	10	%
40	Truck Vault Secure Storage Solutions,	www.truckvault.com	each	5	%
41	TUFLOC, www.tufloc.com		each	5	%
42	Unity Manufacturing,	www.unityusa.com	each	5	%
43	Watch Guard Digital in Car Video,	www.watchguardvideo.com	each	2	%
44	Whelen,	www.whelen.com	each	30	%

45	911 Circuits www.911circuits.com	each	5 %
Proposer's Catalogs not listed			
46	List related Catalogs offered not listed above (use additional sheet if needed)		
46a	Any Other Manufacturer Not Listed On This Contract	each	2 %
46b		each	%
46c	See Attached Sheet	each	%
46d		each	%
46e		each	%

		Rate	
47	Labor Rate to install items from catalogs	hourly	\$ 90.00

Vehicle Transport One Way From LWS to Cape Fleet \$75.00 Per Vehicle

			Percentage
48	Window tinting with labor for sedans	Cost Plus %	10 %
49	Window tinting with labor for Sports Utility Vehicles	Cost Plus %	10 %
50	Window tinting with labor for Pickup with standard cab	Cost Plus %	10 %
51	Window tinting with labor for Pickup with extended cab	Cost Plus %	10 %
52	Window tinting with labor for Pickup with Crew Cab	Cost Plus %	10 %

			Percentage
53	Paint doors and top of SUV	Cost Plus %	10 %
54	Paint doors and top of sedan	Cost Plus %	10 %
55	Paint doors and top of 2 door truck	Cost Plus %	10 %
56	Paint doors and top of 4 door truck	Cost Plus %	10 %

57	Graphics	Cost Plus %	10 %
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58	Additional Items not specific to any manufacturer	Cost Plus %	15 %
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59	Optional Decommission of Vehicle	each	\$ 675.00
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Attachment L
ADDITIONAL MSRP DISCOUNT

Percentage Off MSRP

Additional Item #	Description	Unit of Measure	% off List
1	1st in Emergency Products	each	2%
2	AEP (Acari)	each	5%
3	Custom Cages	each	15%
4	Digital Alley	each	2%
5	Ecco	each	15%
6	Eclipse Rackmount	each	5%
7	Go Light	each	20%
8	Kussmaul Electronics	each	10%
9	Santa Cruz Gunlocks	each	20%
10	Streamlight	each	35%
11	The NoCo Company	each	10%
12	Tuffy Security Products	each	2%
13	BrandMotion	each	3%
14	Ventra	each	5%
15	Panorama	each	5%
16	Westin Automotive	each	20%