

Red de Observacion del Nivel del Mar para America Central
(RONMAC)

J. Lee Chapin, RONMAC – Coordinador Regional Interino de la Red

August 8, 2000

This will serve as an addendum to my original synopsis of the Vitel and Sutron Quotations.

After receiving quotations from Vitel, Inc. and Sutron Corp. I compared the two and prepared a synopsis. My conclusion was that the best offer was from Vitel, Inc. The Vitel price was lower and their past performance made them the obvious best choice. Because I had originally requested different DCP quantities from Vitel (requested 17) and Sutron (requested 7) I had to make a projected comparison. The Sutron Corp. president had indicated to me that he would offer a discount for “quantity”. In a subsequent telephone conversation he indicated that he would offer a “quantity discount” for anything over 10. To take full advantage of the possible “discount” I made a second request of Sutron for a quantity of 17 DCP’s to match the original request quantity to Vitel, Inc. Sutron submitted a second quotation on August 7, 2000, including their discount (see attached).

In reviewing their second submittal I see no reason to change my original opinion that the award should go to Vitel, Inc. While the second quotation from Sutron Corp. includes their discounts, it is still higher than Vitel’s. All of the other factors remain the same as in my original synopsis.

It is my recommendation that the award go to Vitel, Inc.

Sincerely,

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