



Bid Waiver Form

Revised 01/2022

Short Description of Goods/Services	Custom LED Signage for Airport Ramp (Parking Garage)	Total Cost	\$98,120.94		
Vendor Name	Directional Systems, Inc.	MUNIS #	25368	Req #	1286
Purchasing Officer	Pete Patten	Date	3-7-2022		
Department	Airport	Email	maromaty.michael@msnairport.com		
Name	Mike Maromaty	Phone	608-246-3394		

A VENDOR QUOTE MUST BE ATTACHED TO THE WAIVER FOR APPROVAL

Provide a detailed description of the goods/services intended to be purchased:

The Airport must replace eleven (11) custom "TERMINAL" LED signs in the parking garage that assist parking customers wayfinding to the Terminal. These signs have succumbed to significant wear and tear. The Airport also plans to add seven (7) custom LED "EXIT" signs to assist parking customers in navigating to the exit plaza. Current "EXIT" signage is not LED and therefore is less visible and efficient. These signs will hang alongside other identical signs provided by Directional Systems Inc., so consistent messages and appearance is necessary. A quotation from Directional Systems, Inc., in the amount of \$98,120.94 is attached. This equipment will be charged to AIRPRKLT 48606 and was included in the 2022 budget. We request approval to purchase this equipment from Directional Systems, Inc.

Send to a Purchasing Officer Once Completed



Bid Waiver Form

Revised 04/2021

Procurement Exception List

- Emergency Procurement
- Unique and specific technical qualifications are required
- A special adaptation for a special purpose is required
- A unique or opportune buying condition exists
- Only one vendor possesses the unique and singularly available ability to meet the Department's requirements

Provide a detailed explanation as to why the competitive bidding (RFB/RFP) process cannot be used. Also provide a detailed justification in relation to the Procurement Exception(s) chosen:

The signs are custom made and cannot be identically matched by a different vendor therefore in order to obtain consistent messaging for wayfinding, Directional Systems is the only vendor that can provide the consistency needed as well as the ability to match facility aesthetics.

Bid Waiver Approval (For Purchasing Use Only)

Under \$40,000 (Controller)

\$40,000+ (Personnel & Finance Committee)

Date Approved:

Send to a Purchasing Officer Once Completed

QUOTATION



PAGE **1 OF 2**
 QUOTE NUMBER **152336**
 QUOTE DATE **04/14/2021**
 REVISED **03/07/2022**

2201 W 50th St Erie, PA 16509
 Toll-Free: (877) 827-8296
 Fax: (877) 827-8291
 www.directionalsystems.com

SOLD TO 39048
 Dane County Regional Airport
 Mike Maromaty
 4000 International Ln
 Madison, WI 53704

SHIP TO 39048
 Dane County Regional Airport
 Mike Maromaty
 4000 International Ln
 Madison, WI 53704

JOB REFERENCE	SHIPTO REF	SALESPERSON	TERMS	MFG REP											
		Annie Moks	Prepay	N/A											
LINE	PRODUCT			UNIT PRICE	QTY	EXT PRICE									
A	Product: Airplane Symbol TERMINAL Left Arrow Airplane Symbol TERMINAL Right Arrow Product ID: 34390 Product Number: TCL1296DGG-C638/120-277VAC Estimated Lead Time: 4 Weeks** Dimensions: 12.000" H x 96.000" W x 7.500" D Faces: Double Face Face Material: 1/8" Smoked Polycarbonate(5109) Illumination Type: TCL LED LED Viewing Angle: Wide Angle LEDs Extrusion: 750H2 7.5" Voltage (TCL): 120-277 VAC UL/cUL Listed: Wet Locations Finish: Duranodic Bronze Mounting Channel: None Flashing: Not Included Warranty: 5 Year Warranty Spec Sheet: https://www.directionalsystems.com/product/file/34390.pdf			7,343.00	11	\$80,773.00									
<div style="display: flex; justify-content: space-between; align-items: center;"> ← TERMINAL ↻ <div style="flex-grow: 1;"> <p>Description: This TCL Series Airplane Symbol TERMINAL Left Arrow Airplane Symbol TERMINAL Right Arrow outdoor, blank-out sign is designed with super bright LEDs and a contrasting face; we guarantee it's readable in direct sunlight. The sign message is formed by visible LEDs on a black sign face and is designed to illuminate the message(s) when turned on and blank out or extinguish the message when off.</p> <p>It is engineered with a solid-state circuit board and switch-mode power supply for maximum LED life. The cabinet is constructed of corrosion-resistant, extruded all-weather frame and ships with our Lift'N Shift back for wall mounting. Ceiling, post and wall-projection mountings are available. Standard cabinet finish is Duranodic Bronze; custom paint finishes are available. Sign can be controlled by a switch or third-party relay. Control switch can be purchased separately. UL/cUL Listed for wet locations.</p> <p>Note: This is a custom unit and is not cancellable/returnable.</p> </div> ↻ TERMINAL → </div>															
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr style="background-color: #f2f2f2;"> <th style="width: 40%;">Message</th> <th style="width: 30%;">Color</th> <th style="width: 30%;">Size</th> </tr> </thead> <tbody> <tr> <td>Airplane Symbol TERMINAL Left Arrow</td> <td>Green Wide Angle LED</td> <td>8.0", 7.0"</td> </tr> <tr> <td>Airplane Symbol TERMINAL Right Arrow</td> <td>Green Wide Angle LED</td> <td>8.0", 7.0"</td> </tr> </tbody> </table>							Message	Color	Size	Airplane Symbol TERMINAL Left Arrow	Green Wide Angle LED	8.0", 7.0"	Airplane Symbol TERMINAL Right Arrow	Green Wide Angle LED	8.0", 7.0"
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 www.directionalsystems.com

LINE	PRODUCT	UNIT PRICE	QTY	EXT PRICE									
B	<p>Product: EXIT w/Right Arrow EXIT w/Left Arrow Product ID: 58260 Product Number: TCL1035DRR-I919DS/120-277VAC Estimated Lead Time: 4 Weeks** Dimensions: 10.000" H x 35.000" W x 7.500" D Faces: Double Face Face Material: 1/8" Smoked Polycarbonate(5109) Illumination Type: TCL LED LED Viewing Angle: Wide Angle LEDs Extrusion: 750H2 7.5" Voltage (TCL): 120-277 VAC UL/cUL Listed: Wet Locations Finish: Duranodic Bronze Mounting Channel: None Flashing: Not Included Warranty: 5 Year Warranty Spec Sheet: https://www.directionalsystems.com/product/file/58260.pdf</p> <div style="display: flex; justify-content: space-around; margin-top: 10px;"> <div style="border: 1px solid black; padding: 5px; background-color: black; color: red; text-align: center;">EXIT →</div> <div style="border: 1px solid black; padding: 5px; background-color: black; color: red; text-align: center;">← EXIT</div> </div> <p>Description: This TCL Series EXIT w/Right Arrow EXIT w/Left Arrow outdoor, blank-out sign is designed with super bright LEDs and a contrasting face; we guarantee it's readable in direct sunlight. The sign message is formed by visible LEDs on a black sign face and is designed to illuminate the message(s) when turned on and blank out or extinguish the message when off.</p> <p>It is engineered with a solid-state circuit board and switch-mode power supply for maximum LED life. The cabinet is constructed of corrosion-resistant, extruded aluminum and ships with our Lift'N Shift back for wall mounting. Ceiling, post and wall-projection mountings are available. Standard cabinet finish is Duranodic Bronze; custom paint finishes are available. Sign can be controlled by a switch or third-party relay. Control switch can be purchased separately. UL/cUL Listed for wet locations.</p> <p>Note: This is a custom unit and is not cancellable/returnable.</p> <table border="1" style="width: 100%; margin-top: 10px; border-collapse: collapse;"> <thead> <tr style="background-color: #f2f2f2;"> <th>Message</th> <th>Color</th> <th>Size</th> </tr> </thead> <tbody> <tr> <td>EXIT w/Right Arrow</td> <td>Red Wide Angle LED</td> <td>5.25"</td> </tr> <tr> <td>EXIT w/Left Arrow</td> <td>Red Wide Angle LED</td> <td>5.25"</td> </tr> </tbody> </table>	Message	Color	Size	EXIT w/Right Arrow	Red Wide Angle LED	5.25"	EXIT w/Left Arrow	Red Wide Angle LED	5.25"	2,365.00	7	\$16,555.00
Message	Color	Size											
EXIT w/Right Arrow	Red Wide Angle LED	5.25"											
EXIT w/Left Arrow	Red Wide Angle LED	5.25"											
C	<p>Product: SHIPPING Product ID: 22115 Product Number: SHIPPING Estimated Lead Time: 4 Weeks**</p> <p>Note: This is a custom unit and is not cancellable/returnable.</p>	792.94	1	\$792.94									
D	<p>Product: Wooden Pallet Product ID: 42907 Product Number: Pallet Estimated Lead Time: 4 Weeks** Dimensions: 48.000" H x 42.000" W x 4.000" D</p> <p>Note: This is a custom unit and is not cancellable/returnable.</p>	0.00	1	\$0.00									
QUOTE SUMMARY													
<p>Thank you for the opportunity to quote. Please call us with any questions. This quotation is valid for 60 days from the original quote date. ** Lead times are an estimate only and can be longer for larger quantities. Ship date will be assigned at time of order. NO FREIGHT ALLOWANCE</p>		Item Subtotal: Estimated Total: Shipping not included	98,120.94 \$98,120.94										