



INTEROFFICE MEMORANDUM

TO: Felicia Strong-Whitaker, Chief Purchasing Agent, Purchasing and Contract Compliance

FROM: Joseph Davis, Director, DREAM

DATE: September 3, 2025

SUBJECT: Recommendation Award – ITBC #25ITBC1410259C-JH, Ballasts, Lamps, Light Fixtures and Related Supplies- FY2026

Recommendation Request approval of lowest responsible bidders - Department of Real Estate and Asset Management, Bid#25ITBC1410259C-JH, Ballasts, Lamps, Light Fixtures and Related Supplies in the total amount of \$160,000.00 with (A) E. Sam Jones (Atlanta, GA) in the amount of \$80,000.00, (B) Summit Lighting Solutions (Lawrenceville, GA) in the amount of \$40,000.00 and (C) Mega Wholesale, LLC (Elizabeth, NJ) in the amount of \$20,000.00, to provide ballasts, lamps, light fixtures, and related items on an "as needed" basis for on an "as needed" basis Fulton County facilities and parking lots. Effective dates: January 1, 2026 through December 31, 2026, with two renewal options.

DISCUSSION The recommendation for the awards was based on the lowest bidder per line items.

Recommendation:

The County received and evaluated seven (7) bid responses to the solicitation. There was a total of 52 representative line items evaluated; we have recommended each bidder accordingly:

#	Recommended Bidder	Base Bid Amount	Award Authority	Award Items # to each Bidder
A	E. Sam Jones Distributor	\$74,702.45	\$80,000.00	#3,6,7,12,13,14,16,17,18,19,21,22,23,24,39,40,41,42,43,44,48,51
B	Summit Lighting Solutions	\$70,991.09	\$60,000.00	#1,4,5,15,20,25,26,27,28,30,31,32,33,34,38
C	Mega Wholesale LLC	73,431.95	\$20,000.00	#2,3,8,9,10,11,29,35,36,37
Total			\$160,000.00	

DREAM has approximately 623 totals (144 in ballast, 332 in lamps and 147 in light fixtures) of varieties of lighting items and related supplies on hand in the warehouse inventory. The

Department is in the process of converting all existing lighting fixtures to LED in all County facilities and parking lots which is more expensive, but most cost effective in the long term for Fulton County budgetary stability because of the long life and generate less energy; and efficient solution for environmentally air quality benefits it provides.

The requested total spending authority of \$160,000.00 to cover the costs for lighting for ballasts, lamps, light fixtures and supplies and related items to meet the daily requirements and maintain service needs for approximately 128 County facilities and parking lots. The total spending authority is based on prior historical annual usage and price increases due to tariff cost impacting electrical supplies to also help subsidize the cost to support the purchase LED lighting in 2026.

Authorized Signature: *Joseph Davis* Date: 9-3-25
(By Director/Deputy Director)

If you require additional information, contact Khandi Flowers at (404) 612-7944.

Cc. Tim Dimond, Deputy Director, DREAM
John W. Adams, Administrator, DREAM
Fred Tindal, Materials Management Manager, DREAM
Mark Hawks, CAPA, Team C, Purchasing & Contract Compliance
Joanna Hernandez, APA, Team C, Purchasing & Contract Compliance
Harry Jordan, Contract Management Administrator, DREAM
Khandi Flowers, Contract Administrator, Purchasing/DREAM