



Date: 11/16/11

E. Wayne Gent, Superintendent
Approved per School Board Policy 6.14

INVITATION TO BID NO.: 08C-8L - TERM CONTRACT FOR STAGE AND STUDIO LIGHTING

DATE: November 16, 2011
CONTRACT PERIOD: November 20, 2011 through November 19, 2012
DEPARTMENT: Various FUND: Various FUNCTION: Various ACCOUNT: Various
FUNDING SOURCE: Various
REQUESTING DEPARTMENT: Various

FINANCIAL IMPACT

The estimated annual financial impact to the General Budget is \$ 30,000. The source of funds is the Various Schools and Departments Budgets.

CONTRACT RENEWAL

Term Contract No. 08C-8L was awarded on November 14, 2009, to Barbizon Lighting Company, Production Resource Group, Pro Video Sales and Stage Equipment and Lighting for three year from November 20, 2007 through November 19, 2010 with the option to renew for two additional one-year periods.

The first option to renew was exercised for the period November 20, 2010 through November 19, 2011.

The second and final option to renew is now being exercised for the period November 20, 2011 through November 19, 2012.

Barbizon Lighting Company, Production Resource Group, Pro Video Sales and Stage Equipment and Lighting have agreed to honor terms, conditions and pricing of existing contract for the forthcoming contract period.

Items to be purchased and delivered are stage and studio lighting equipment.

RECOMMENDATION: Based on satisfactory performance during the past contract period, it is recommended that the Term Contract for Stage and Studio Lighting be renewed with Barbizon Lighting Company, Production Resource Group, Pro Video Sales and Stage Equipment and Lighting for the period November 20, 2011 through November 19, 2012.

Note: Original RFP / Bid document is available upon request.

 SS:GW:AB: ps

Joe Moore

Date: 11/18/10

Joseph M. Moore, Chief Operating Officer
Renewal approved per School Board Policy 6.14

INVITATION TO BID NO.: 08C-8L - TERM CONTRACT FOR STAGE AND STUDIO LIGHTING

DATE: November 15, 2010
CONTRACT PERIOD: November 20, 2010 through November 19, 2011
DEPARTMENT: Various FUND: Various FUNCTION: Various ACCOUNT: Various
FUNDING SOURCE: Various
REQUESTING DEPARTMENT: Various

FINANCIAL IMPACT
The estimated annual financial impact to the General Budget is \$30,000. The source of funds is the various schools and departments budgets.

CONTRACT RENEWAL

Term Contract No. 08C-8L was awarded on November 14, 2009, to Barbizon Lighting Company, Production Resource Group, Pro Video Sales and Stage Equipment and Lighting for three years from November 20, 2007 through November 19, 2010 with the option to renew for two additional one-year periods.

The first option to renew is now being exercised for the period November 20, 2010 through November 19, 2011.

Barbizon Lighting Company, Production Resource Group, Pro Video Sales and Stage Equipment and Lighting have agreed to honor terms, conditions and pricing of existing contract for the forthcoming contract period.

Items to be purchased and delivered are stage and studio lighting equipment.

RECOMMENDATION: Based on satisfactory performance during the past contract period, it is recommended that the Term Contract for Stage and Studio Lighting be renewed with Barbizon Lighting Company, Production Resource Group, Pro Video Sales and Stage Equipment and Lighting for the period November 20, 2010 through November 19, 2011.

Note: Original RFP / Bid document is available upon request.

SS:GM:AB
SS:GM:AB:ps

<u>VENDOR</u>	<u>MINORITY STATUS</u>	<u>ITEM 9</u>	<u>ITEM 10</u>	<u>ITEM 11</u>	<u>ITEM 12</u>
BARBIZON LIGHTING CO.	--	22.5%	25%	22.5%	17%
PRO VIDEO SALES	--	--	--	--	--
PRODUCTION RESOURCE GROUP	--	<u>25%</u>	<u>28%</u>	<u>35%</u>	15%
REBEKAH'S DREAMS ENTERTAINMENT AND PRODUCTION SERVICE	--	--	(20%)	(20%)	(10%)
STAGE EQUIPMENT AND LIGHTING	6	20%	20%	20%	<u>20%</u>

<u>VENDOR</u>	<u>MINORITY STATUS</u>	<u>ITEM 13</u>	<u>ITEM 14</u>	<u>ITEM 15</u>	<u>ITEM 16</u>
BARBIZON LIGHTING CO.	--	<u>23%</u>	<u>20%</u>	25.5%	<u>26%</u>
PRODUCTION RESOURCE GROUP	--	(25%)	15%	<u>30%</u>	18%
PRO VIDEO SALES	--	--	18.65%	--	--
REBEKAH'S DREAMS ENTERTAINMENT AND PRODUCTION SERVICE, INC.	--	(15%)	--	(10%)	(10%)
STAGE EQUIPMENT AND LIGHTING	6	20%	<u>20%</u>	20%	15%

<u>VENDOR</u>	<u>MINORITY STATUS</u>	<u>ITEM 17</u>	<u>ITEM 18</u>
BARBIZON LIGHTING CO.	--	<u>15%</u>	10%
PRO VIDEO SALES	--	--	<u>16%</u>
PRODUCTION RESOURCE GROUP	--	<u>15%</u>	--
REBEKAH'S DREAMS ENTERTAINMENT AND PRODUCTION SERVICE	--	--	--
STAGE EQUIPMENT AND LIGHTING	6	<u>15%</u>	(100%)

LEGEND:

_____ = Award - Primary

() = Reject

MINORITY - (2-Black, 3-Hispanic, 4-Indian/Alaska, 5-Asian, 6-Women, 7-Disabled, 8-Other)

REJECTIONS:

Production Resource Group:

Reject Items 1, 5, 6, 8, and 13.

Vendor failed to submit Manufacturer's price list per Special Condition C and letters from the manufacturers per Special Condition P.

Rebekah's Dreams Entertainment and Production Service, Inc.

Reject Items 1, 6, 8, 10, 11, 12, 13, 15, and 16. Vendor failed to submit Manufacturer's price list per Special Condition C and letters from the manufacturers per Special Condition P.

Stage Equipment and Lighting:

Reject Item 8. Vendor failed to submit Manufacturer's price list per Special Condition C.

Reject Item 18. Discount not given on catalog items

RECOMMENDATION: It is recommended that the award be made to all responsive and responsible bidders in order to meet the needs of the School District.

Note: Original RFP / Bid document is available upon request.

SUMMARY OF AWARDS

VENDOR

Item 1.

ALTMAN STAGE LIGHTING – fresnels, ellipsoidals, standard PAR fixtures, scoops, quartz follow spots, border lights, eye lights, standard video lighting, film and television studio lighting, high intensity discharge follow spots, replacement parts, 3-pin connectors installed.

Vendor: Barbizon Lighting Company

Discount: 25%

Vendor: Stage Equipment and Lighting

Discount: 20%

Item 2.

APOLLO DESIGN TECHNOLOGY

Vendor: Production Resource Group

Discount: 30%

Vendor: Rebekah's Dreams Entertainment and Production Service, Inc.

Discount: 20%

Vendor: Stage Equipment and Lighting

Discount: 20%

Vendor: Barbizon Lighting Company

Discount: 20%

Item 3. **ARRI LIGHTING**

Vendor: Barbizon Lighting Company
Discount: 22.5%

Vendor: Stage Equipment and Lighting
Discount: 15%

Vendor: Production Resource Group
Discount: 15%

Item 4. **BALCAR STUDIO FLUORESCENT LIGHTING**

Vendor: Barbizon Lighting Company
Discount: 12%

Item 5. **BOGEN STUDIO EQUIPMENT**

Vendor: Pro Video Sales
Discount: 23.9%

Vendor: Barbizon Lighting Company
Discount: 15%

Item 6. **CAM-LOK POWER DISTRIBUTION PRODUCTS**

Vendor: Barbizon Lighting Company
Discount: 18%

Vendor: Stage Equipment and Lighting
Discount: 10%

Item 7. **CCT STAGE LIGHTING**

No Bids Received

Item 8. **COLORTRAN** – cyclorama, TV studio lighting, stage lighting

Vendor: Barbizon Lighting Company
Discount: 18%

Item 9. **DESISTI LIGHTING PRODUCTS**

Vendor: Production Resource Group
Discount: 25%

Vendor: Barbizon Lighting Company
Discount: 22.5%

Vendor: Stage Equipment and Lighting
Discount: 20%

Item 10. **ELECTRONIC THEATER CONTROLS (ETC)** –published dimming, control and lighting products (Non POA items), published dimming control and lighting products (POA items).

Vendor: Production Resource Group
Discount: 28%

Vendor: Barbizon Lighting Company
Discount: 25%

Vendor: Stage Equipment and Lighting
Discount: 20%

Item 11. **LEE FILTERS**

Vendor: Production Resource Group
Discount: 35%

Vendor: Barbizon Lighting Company
Discount: 22.5%

Vendor: Stage Equipment and Lighting
Discount: 20%

Item 12. **LEMAITRE** – fog machines, fog fluid.

Vendor: Stage Equipment and Lighting
Discount: 20%

Vendor: Barbizon Lighting Company
Discount: 17%

Vendor: Production Resource Group
Discount: 15%

Item 13. **LIGHTING & ELECTRONICS (LNE)** – fresnel, leko, cyc lights.

Vendor: Barbizon Lighting Company
Discount: 23%

Vendor: Stage Equipment and Lighting
Discount: 20%

Item 14. **LOWELL** – TV studio lighting, photo lighting.

Vendor: Stage Equipment and Lighting
Discount: 20%

Vendor: Barbizon Lighting Company
Discount: 20%

Vendor: Pro Video Sales
Discount: 18.65%

Vendor: Production Resource Group

Discount: 15%

Item 15. LYCIAN STAGE LIGHTING – quartz follow spots and high intensity discharge follow spots.

Vendor: Production Resource Group

Discount: 30%

Vendor: Barbizon Lighting Company

Discount: 25.5%

Vendor: Stage Equipment and Lighting

Discount: 20%

Item 16. MATTHEWS STUDIO EQUIPMENT

Vendor: Barbizon Lighting Company

Discount: 26%

Vendor: Production Resource Group

Discount: 18%

Vendor: Stage Equipment and Lighting

Discount: 15%

Item 17. MOLE RICHARDSON – lighting and grip equipment and power distribution equipment.

Vendor: Stage Equipment and Lighting

Discount: 15%

Vendor: Production Resource Group

Discount: 15%

Vendor: Barbizon Lighting Company

Discount: 15%

Item 18. CATALOG – distributor's published catalog may be submitted with this bid, or within three days upon request. In addition, catalog shall be mailed to the schools upon request at no cost. Catalog may be updated only once a year.

Vendor: Pro Video Sales

Discount: 16%

Vendor: Barbizon Lighting Company

Discount: 10%

ADDITIONAL INFORMATION PROVIDED

LABOR RATES FOR INSTALLATION	COST PER HOUR
Barbizon Lighting Co.	\$50.00
Production Resource Group	\$75.00
Rebekah's Dreams Entertainment and Production Service, Inc.	\$60.00
Stage Equipment and Lighting	\$115.00

FOR ACCESSORIES NOT COVERED UNDER THESE MANUFACTURES, FOR GENERAL HARDWARE LIKE CABLE CONNECTORS, CASTOR KITS, ETC. DEALER WILL PROVIDE PROOF OF COST PLUS A MARK-UP	MARK-UP
Barbizon Lighting Co.	15%
Production Resource Group	20%
Rebekah's Dreams Entertainment and Production Service, Inc.	30%
Stage Equipment and Lighting	20%

BID PROTEST

Failure to file a protest within the time prescribed in §120.57(3), Florida Statutes, shall constitute a waiver of proceedings under Chapter 120, Florida Statutes and applicable Board rules, regulations and policies. Offers from the vendors listed herein are the only offers received timely as of the above opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

If a bidder wishes to protest a bid, they must do so in strict accordance with the procedures outlined in FS 120.57(3). Any person who files an action protesting a decision or intended decision pertaining to this bid pursuant to FS 120.57(3)(b), shall post with the Purchasing Department, at the time of filing the formal written protest, a bond secured by an acceptable surety company in Florida payable to the School District of Palm Beach County in an amount equal to 1 percent (1%) of the total estimated contract value, but not less than \$500 nor more than \$5,000. Bond shall be conditioned upon the payment of all costs that may be adjudged against the protester in the administrative hearing in which the action is brought and in any subsequent appellate court proceeding. In lieu of a bond, a cashier's check, certified bank check, bank certified company check or money order will be acceptable form of security. If, after completion of the administrative hearing process and any appellate court proceedings, the District prevails, it shall recover all costs and charges included in the final order of judgment, including charges by the Division of Administrative Hearings. Upon payment of such costs and charges by the protester, the protest security shall be returned. If the protest prevails, he or she shall recover from the District all costs and charges, which shall be included in the final order of judgment.

DISQUALIFYING CRIMES

The bidder certifies by submission of this bid, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible or voluntarily excluded from participation in this transaction by the State of Florida or Federal Government. Further, bidder certifies that it has divulged, in its bid response, information regarding any of these actions or proposed actions with other governmental agencies.

SS:GM:AB:lb
JK CB