


 Date: 10/05/09
 Joseph M. Moore, Chief Operating Officer
 Award approved per School Board Policy 6.14

INVITATION TO BID NO.: 10C- 19B – TERM CONTRACT FOR SPECIAL EQUIPMENT, SUPPLIES & ASSISTIVE TECHNOLOGY PRODUCTS FOR INDIVIDUALS WITH DISABILITIES

DATE: September 21, 2009
 DATE SOLICITED: August 25, 2009

DATE OPENED: September 16, 2009
 DATE POSTED: September 28, 2009

CONTRACT PERIOD: October 7, 2009 through October 6, 2014
 FUNDING SOURCE: Various
 REQUESTING DEPARTMENT: Various Schools and Departments

FINANCIAL IMPACT
 The estimated financial impact to the General Fund budget is \$3,500,000 for the five-year contract period. The source of funds is the various schools and departments budgets.

Items to be purchased include augmentative and alternative communication devices, activity-based educational games for physical & cognitive disabilities, multisensory material for handwriting skills, special needs software, books & CDs, audiology & hearing aid supplies, accessories and equipment and service/repairs, special chairs and furniture, special handwriting instruments, specialized eating utensils, etc. Bidders either offer a firm discount off catalog prices (Items 1-4 for Supplies, Equipment, Software & Furniture) or will provide a quote upon request (Item 5).

AWARD RECOMMENDATION / TABULATION

<u>VENDOR</u>	<u>MINORITY STATUS</u>	<u>ITEM 1</u>	<u>ITEM 2</u>	<u>ITEM 3</u>
AAA Discount Medical Supply, Inc.	---	<u>15%</u>	<u>15%</u>	<u>15%</u>
Ace Drug Inc., dba Hollywood Medical Supply	---	---	---	---
Acousti-Cal	---	---	---	---
Active Mobility Center	---	<u>10%</u>	<u>10%</u>	---
Advanced Keyboard Technologies, Inc.	---	<u>2%</u>	<u>5%</u>	---
AMDi	---	<u>5%</u>	<u>5%</u>	<u>0%</u>
Applied Human Factors, Inc.	---	---	---	---
Attainment Company, Inc.	---	<u>0%</u>	<u>0%</u>	<u>0%</u>
Audible Source, Inc.	---	<u>5%</u>	<u>5%</u>	<u>0%</u>
Audio Enhancement Inc.	---	<u>10%</u>	<u>10%</u>	---
Audio Visual Innovations, Inc.	---	<u>Various</u>	<u>Various</u>	<u>Various</u>
Boca Medical Supply	---	---	---	---
Cadan Computers dba Technology for Education	---	<u>0%</u>	<u>3%</u>	<u>3%</u>
Don Johnston Inc.	---	<u>0%</u>	<u>0%</u>	<u>0%</u>
DynaVox Systems LLC	---	<u>0%</u>	<u>0%</u>	---
Easy Way Safety Services, Inc.	---	<u>10%</u>	<u>10%</u>	---
Educational Tech. Solutions	---	<u>10%</u>	<u>10%</u>	---
Emtech Laboratories, Inc.	---	<u>38%</u>	---	---
EnableMart	---	<u>5%</u>	<u>5%</u>	<u>5%</u>
Florida Reading & Vision Tech., Inc.	6	<u>5%</u>	<u>5%</u>	<u>5%</u>
Forbes Rehab Services, Inc.	---	---	---	---

Freedom Scientific BLV Group LLC	---	<u>0%</u>	<u>0%</u>	<u>0%</u>
Gopher Sport	---	<u>10%</u>	<u>10%</u>	<u>0%</u>
Handwriting Without Tears	---	---	---	---
Harris Communications, Inc.	---	<u>15%</u>	<u>15%</u>	---
Highsmith, a Div. of Lab Safety Supply Inc.	---	<u>8%</u>	<u>8%</u>	<u>8%</u>
Independent Living Aids	---	<u>7%</u>	<u>5%</u>	<u>2%</u>
IntelliTools	---	---	---	---
Journey Education	---	---	---	<u>5%</u>
Judy Lynn Software, Inc.	---	---	---	<u>0%</u>
Kaplan Early Learning Co.	---	<u>15%</u>	<u>0%</u>	<u>0%</u>
Kaye Products, Inc.	---	<u>10%</u>	<u>10%</u>	---
Kurzweil Educational Systems	---	---	---	---
Laureate Learning Systems	---	---	---	<u>0%</u>
Lightspeed Technologies, Inc.	---	---	---	---
Lockfast	---	<u>0%</u>	<u>0%</u>	---
Marblesoft-Simtech	---	<u>0%</u>	<u>0%</u>	<u>0%</u>
MindWare	---	<u>0%</u>	<u>0%</u>	---
Montessori Services	---	<u>3%</u>	<u>0%</u>	<u>0%</u>
News-2-You	---	---	---	---
Oaktree Products, Inc.	---	<u>10%</u>	<u>10%</u>	<u>10%</u>
Onion Mountain Technology, Inc.	---	---	---	---
Oticon, Inc.	---	---	<u>20%</u>	---
Patterson Medical Supply dba Sammons Preston (Pearson Clinical Assessment, Div. of NCS Pearson)	---	<u>20%</u>	<u>20%</u>	<u>20%</u>
Perfect Solutions Software, Inc.	---	---	---	---
Phonak LLC	---	<u>0%</u>	<u>0%</u>	<u>0%</u>
Pocket Full of Therapy	---	<u>5%</u>	<u>5%</u>	<u>5%</u>
Prentke Romich Company	---	<u>0%</u>	<u>0%</u>	<u>0%</u>
Renaissance Learning, Inc.	---	<u>0%</u>	<u>0%</u>	<u>0%</u>
Rifton Equip. a Div of Community Products LLC	---	<u>25%</u>	<u>25%</u>	<u>25%</u>
Say It Right	---	<u>0%</u>	<u>0%</u>	<u>0%</u>
Seat Sack, Inc.	6	<u>40%</u>	<u>40%</u>	<u>0%</u>
Slater Software, Inc.	---	<u>10%</u>	<u>10%</u>	<u>10%</u>
Smiley's Audio-Visual, Inc.	---	---	---	---
South Florida Medical Supply	---	<u>15%</u>	<u>15%</u>	<u>15%</u>
Sportime LLC dba Abilitations	---	<u>5%</u>	<u>0%</u>	<u>5%</u>
Super Duper Inc dba Super Duper Publications	---	<u>0%</u>	---	---
TFH (USA) Ltd.	---	<u>11%</u>	<u>11%</u>	---
TherAdapt Products Inc.	---	<u>10%</u>	<u>10%</u>	<u>10%</u>
Therapro, Inc.	---	<u>0%</u>	<u>0%</u>	<u>0%</u>
Tobii Assistive Technology, Inc.	---	<u>5%</u>	<u>5%</u>	<u>5%</u>
Trilogy Audiometrics, Inc.	---	<u>0%</u>	<u>2%</u>	<u>0%</u>
Widex Hearing Aid Co., Inc.	---	---	---	---

<u>VENDOR</u>	<u>ITEM 4</u>	<u>ITEM 5</u>
AAA Discount Medical Supply, Inc.	<u>15%</u>	---
Ace Drug Inc., dba Hollywood Medical Supply	---	<u>YES</u>
Acousti-Cal	---	<u>YES</u>
Active Mobility Center	<u>10%</u>	<u>YES</u>
Advanced Keyboard Technologies, Inc.	---	---
AMDi	---	---
Applied Human Factors, Inc.	---	<u>YES</u>
Attainment Company, Inc.	---	<u>YES</u>
Audible Source, Inc.	<u>0%</u>	---
Audio Enhancement Inc.	---	---
Audio Visual Innovations, Inc.	<u>Various</u>	---
Boca Medical Supply	---	<u>YES</u>
Cadan Computers dba Technology for Education	---	<u>YES</u>
Don Johnston Inc.	<u>0%</u>	<u>YES</u>
DynaVox Systems LLC	---	<u>YES</u>
Easy Way Safety Services, Inc.	---	<u>YES</u>
Educational Tech. Solutions	---	---
Emtech Laboratories, Inc.	---	---
EnableMart	<u>5%</u>	---
Florida Reading & Vision Tech., Inc.	<u>5%</u>	---
Forbes Rehab Services, Inc.	---	<u>YES</u>
Freedom Scientific BLV Group LLC	<u>0%</u>	<u>YES</u>
Gopher Sport	<u>10%</u>	---
Handwriting Without Tears	---	<u>YES</u>
Harris Communications, Inc.	---	---
Highsmith, a Div. of Lab Safety Supply Inc.	<u>8%</u>	---
Independent Living Aids	<u>2%</u>	<u>YES</u>
IntelliTools	---	<u>YES</u>
Journey Education	---	---
Judy Lynn Software, Inc.	---	---
Kaplan Early Learning Co.	<u>0%</u>	---
Kaye Products, Inc.	<u>10%</u>	---
Kurzweil Educational Systems	---	<u>YES</u>
Laureate Learning Systems	---	---
Lightspeed Technologies, Inc.	---	<u>YES</u>
Lockfast	---	<u>YES</u>
Marblesoft-Simtech	---	<u>YES</u>
MindWare	---	<u>YES</u>
Montessori Services	<u>0%</u>	<u>YES</u>
News-2-You	---	<u>YES</u>
Oaktree Products, Inc.	<u>10%</u>	---
Onion Mountain Technology, Inc.	---	<u>YES</u>
Oticon, Inc.	---	---
Patterson Medical Supply dba Sammons Preston (Pearson Clinical Assessment, Div. of NCS Pearson)	<u>20%</u>	---
Perfect Solutions Software, Inc.	---	<u>YES</u>
Phonak LLC	<u>0%</u>	<u>YES</u>
Pocket Full of Therapy	<u>0%</u>	---
Prentke Romich Company	<u>0%</u>	<u>YES</u>
Renaissance Learning, Inc.	---	---
Rifton Equip. a Div of Community Products LLC	<u>25%</u>	---
Say It Right	<u>0%</u>	<u>YES</u>
Seat Sack, Inc.	<u>0%</u>	---
Slater Software, Inc.	<u>0%</u>	---

Smiley's Audio-Visual, Inc.	---	<u>YES</u>
South Florida Medical Supply	<u>15%</u>	---
Sportime LLC dba Abilitations	<u>0%</u>	---
Super Duper Inc dba Super Duper Publications	---	---
TFH (USA) Ltd.	<u>11%</u>	---
TherAdapt Products Inc.	<u>10%</u>	---
Therapro, Inc.	<u>0%</u>	<u>YES</u>
Tobii Assistive Technology, Inc.	---	---
Trilogy Audiometrics, Inc.	---	<u>YES</u>
Widex Hearing Aid Co., Inc.	---	<u>YES</u>

LEGEND:

_____ = Award
 () = Reject

MINORITY - (2-African American, 3-Hispanic American, 4-Native American, 5-Asian American, 6-American Woman, 7-Physically Impaired, 8-Other)

EXCEPTIONS:

Pearson Clinical Assessment, Div. of NCS Pearson – Reject entire bid. Bidder stated numerous exceptions to the Bid Special Conditions and General Conditions.

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 Bid document is available upon request.

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: KA