

W. F. Malone Date: 7/28/2011

William F Malone, Superintendent
Renewal approved per School Board Policy 6.14

INVITATION TO BID NO.: 11C-8L - TERM CONTRACT FOR PROJECTOR REPLACEMENT LAMPS

DATE: July 26, 2011

CONTRACT PERIOD: August 16, 2011 through August 15, 2012

DEPARTMENT: 9228 FUND: 3118 FUNCTION: 8102 ACCOUNT: 551100

FUNDING SOURCE: Capital

REQUESTING DEPARTMENT: Capital

FINANCIAL IMPACT

The estimated annual financial impact to the General Fund budget is \$450,000. The source of funds is the Capital Transfer budget.

CONTRACT RENEWAL

Term Contract No.11C-8L was awarded on August 13, 2010, to Audio Visual Innovations, Inc., Audio Visual Solutions Corp., B & H Photo-Video, Inc., Camcor, Inc., CCS Presentation Systems, GovConnection, Inc., Pro Video Sales, Inc., Smiley's Audio-Visual, Inc., Troxell Communications and Xerox Audio Visual Solutions for one year from August 16, 2010 through August 15, 2011 with the option to renew for four additional one-year periods.

The first option to renew is now being exercised for the period August 16, 2011 through August 15, 2012.

Audio Visual Innovations, Inc., Audio Visual Solutions Corp., B & H Photo-Video, Inc., Camcor, Inc., CCS Presentation Systems, GovConnection, Inc., Pro Video Sales, Inc., Smiley's Audio-Visual, Inc., Troxell Communications and Xerox Audio Visual Solutions have agreed to honor terms, conditions and pricing of existing contract for the forthcoming contract period.

Items to be purchased include multi-media projector replacement lamps.

RECOMMENDATION: Based on satisfactory performance during the past contract period, it is recommended that the Term Contract for Projector Replacement Lamps be renewed with Audio Visual Innovations, Inc., Audio Visual Solutions Corp., B&H Photo-Video, Inc., Camcor, Inc., CCS Presentation Systems, GovConnection, Inc., Pro Video Sales, Inc., Smiley's Audio-Visual, Inc., Troxell Communications and Xerox Audio Visual Solutions for the period August 16, 2011 through August 15, 2012.

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

SS:GM:AB:ps

Joseph M. Moore Date: 8/13/10
Joseph M. Moore, Chief Operating Officer
Award approved per School Board Policy 6.14

INVITATION TO BID NO.: 11C-8L – TERM CONTRACT FOR PROJECTOR REPLACEMENT LAMPS

DATE: August 4, 2010
DATE SOLICITED: July 7, 2010

DATE OPENED: July 29, 2010
DATE POSTED: August 4, 2010

CONTRACT PERIOD: August 16, 2010 through August 15, 2011
DEPARTMENT: Various FUND: Various FUNCTION: Various ACCOUNT: Various
FUNDING SOURCE: Various Schools and Department Budgets
REQUESTING DEPARTMENT: Various Schools and Departments

FINANCIAL IMPACT

The estimated annual financial impact to various schools and department budget is \$300,000.

Items to be purchased include multi-media projector replacement lamps

SEE ATTACHMENT FOR TABULATION / AWARD RECOMMENDATION

VENDOR	MINORITY STATUS
Audio Visual Innovations, Inc.	---
Audio Visual Solutions Corporation	---
B & H Photo-Video, Inc.	---
CCS Presentation Systems	---
Camcor, Inc.	---
Competitive Edge	---
Electrosonic Inc.	---
GovConnection	---
Long's Electronics	---
OM Office Supply Inc.	---
Pro Video Sales	---
Pyramid School Products	---
Scott Electric	---
Smiley's Audio Visual, Inc.	---
Troxell Communications	---
Valiant IMC	---
Xerox Audio Visual Solutions	---

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

LEGEND:

_____ = Award - Primary

===== = Award - Secondary

() = Reject

EXCEPTIONS:

Audio Visual Solutions Corporation

Section I, Items 1 through 37 Reject. Did not meet requirements of Special Conditions "H" and "I".

B & H Photo-Video, Inc.

Section I, Items 1 through 22 Reject. Did not meet requirements of Special Conditions "H" and "I".

Section II, Items 1, 3, 4, 6 through 9 Reject. Did not meet requirements of Special Conditions "H" and "I".

Camcor

Section I, Items 1 through 27 Reject. Did not meet requirements of Special Conditions "H" and "I".

Section II, Item 11 Reject. Did not meet requirements of Special Conditions "H" and "I".

Competitive Edge

Section I, Items 1 through 37 Reject. Did not meet requirements of Special Conditions "H" and "I".

Electronic Inc.

Section I, Items 1 through 34, 36, and 37, Reject. Did not meet requirements of Special Conditions "H" and "I".

GovConnection

Section I, Items 23 through 27, 29 through 37 Reject. Did not meet requirements of Special Conditions "H" and "I".

Section II, Items 2, 5, 7, and 8 Reject. Did not meet requirements of Special Conditions "H" and "I".

Long's Electronics

Section II, Items 1 and 2, Reject. Did not meet requirements of Special Conditions "H" and "I".

OM Office Supply

Section I, Items 1 through 37 Reject. Did not meet requirements of Special Conditions "H" and "I".

Section II, Items 1 through 11 Reject. Did not meet requirements of Special Conditions "H" and "I".

Pyramid School Products

Section I, Items 1 through 34, 36 and 37, Reject. Did not meet requirements of Special Conditions "H" and "I".

Section II, Items 1 through 11 Reject. Did not meet requirements of Special Conditions "H" and "I".

Scott Electric

Section I, Items 1 and 2, 4 through 34, 36 and 37, Reject. Did not meet requirements of Special Conditions "H" and "I".

Section II, Items 1 through 10 Reject. Did not meet requirements of Special Conditions "H" and "I".

Troxell Communications

Section I, Items 2, 4 through 20, and 22 Reject. Did not meet requirements of Special Conditions "H" and "I".

Section II, Items, 1 through 3, and 11 Reject. Did not meet requirements of Special Conditions "H" and "I".

Valiant IMC

Section I, Items 1 through 27, 29 through 37, Reject. Did not meet requirements of Special Conditions "H" and "I".

Section II, Items 1 through 11 Reject. Did not meet requirements of Special Conditions "H" and "I".

Xerox Audio Visual Solutions

Section 1, Items 23 through 27, Reject. Did not meet requirements of Special Conditions "H" and "I".

RECOMMENDATION: It is recommended that the award be made to the lowest bids from responsive and responsible bidder(s), as indicated, and authorize the use of the secondary awardee in the event the primary awardee cannot fulfill their contract.

Note: Original RFP / 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:AB

Bid 11C-8L, Tabulation / Summary

LEGEND:

- = Award - Primary
- = Award - Secondary
- () = Reject

SECTION I:

	ITEM 1	ITEM 2	ITEM 3	ITEM 4	ITEM 5	ITEM 6	ITEM 7
Audio Visual Innovations, Inc.	ELPLP14	V13H010L15	V13H010L16	V13H010L18	V13H010L21	V13H010L22	V13H010L25
	EPSON	EPSON	EPSON	EPSON	EPSON	EPSON	EPSON
	<u>\$270.00</u>	<u>\$368.00</u>	<u>\$295.00</u>	<u>\$368.00</u>	\$345.00	<u>\$360.00</u>	<u>\$145.00</u>
Audio Visual Solutions Corporation		(\$412.85)	(\$348.00)	(\$289.74)	(\$338.60)	(\$406.15)	(\$168.70)
B & H Photo-Video, Inc.		(\$392.00)	(\$314.00)	(\$392.00)	(\$319.00)	(\$383.00)	(\$156.00)
CCS Presentation Systems		\$382.54	\$306.65	\$382.54	<u>\$311.85</u>	\$374.22	<u>\$150.73</u>
Camcor, Inc.		(\$408.38)	(\$327.19)	(\$403.45)	(\$332.55)	(\$398.66)	(\$161.91)
Competitive Edge		(\$399.00)	(\$370.00)	(\$295.00)	(\$365.00)	(\$435.00)	(\$195.00)
Electrosonic Inc.		(\$225.50)	(\$374.00)	(\$366.55)	(\$393.20)	(\$251.50)	(\$185.00)
GovConnection		\$407.00	\$325.00	\$405.00	<u>\$326.00</u>	\$391.00	\$157.50
Long's Electronics		---	---	---	---	---	---
OM Office Supply Inc.		(\$398.56)	(\$319.06)	(\$394.32)	(\$321.18)	(\$385.84)	(\$155.29)
Pro Video Sales		---	---	---	---	---	---
Pyramid School Products		(\$410.95)	(\$380.95)	(\$289.95)	(\$380.00)	(\$439.95)	(\$219.95)
Scott Electric		(\$409.47)	---	(\$283.16)	(\$377.89)	(\$441.05)	(\$209.47)
Smiley's Audio Visual, Inc.		(\$438.50)	(\$352.25)	(\$345.25)	(\$370.00)	(\$428.75)	(\$175.25)
Troxell Communications		(\$419.79)	---	(\$419.79)	(\$344.79)	(\$411.79)	(\$174.79)
Valiant IMC		(\$394.40)	(\$317.75)	(\$394.40)	(\$323.00)	(\$386.00)	(\$159.25)
Xerox Audio Visual Solutions		<u>\$272.80</u>	<u>\$298.10</u>	<u>\$372.90</u>	\$330.00	<u>\$364.10</u>	\$159.50

	ITEM 8	ITEM 9	ITEM 10	ITEM 11	ITEM 12	ITEM 13	ITEM 14
	EPSON	EPSON	EPSON	EPSON	EPSON	EPSON	EPSON
V13H010L27		V13H010L29	V13H010L31	V13H010L33	V13H010L34	V13H010L36	V13H010L37
Audio Visual Innovations, Inc.	\$355.00	\$145.00	\$368.00	\$145.00	\$218.00	\$145.00	\$368.00
Audio Visual Solutions Corporation	(\$340.70)	(\$168.70)	(\$412.85)	(\$168.70)	(\$248.60)	(\$168.70)	(\$414.95)
B & H Photo-Video, Inc.	(\$319.00)	(\$156.00)	(\$392.00)	(\$156.00)	(\$234.00)	(\$156.00)	(\$392.00)
CCS Presentation Systems	\$311.85	\$150.73	\$382.54	\$150.73	\$226.61	\$150.73	\$382.54
Camcor, Inc.	(\$329.52)	(\$161.46)	(\$408.03)	(\$162.07)	(\$242.35)	(\$161.91)	(\$403.45)
Competitive Edge	(\$365.00)	(\$195.00)	(\$420.00)	(\$195.00)	(\$280.00)	(\$195.00)	(\$410.00)
Electrosonic Inc.	(\$380.30)	(\$178.50)	(\$466.00)	(\$168.25)	(\$251.83)	(\$168.24)	(\$423.91)
GovConnection	\$326.00	\$157.50	\$400.00	\$155.50	\$234.00	\$157.50	\$400.00
Long's Electronics	---	---	---	---	---	---	---
OM Office Supply Inc.	(\$321.18)	(\$155.29)	(\$394.32)	(\$155.29)	(\$233.20)	(\$155.29)	(\$398.03)
Pro Video Sales	---	---	---	---	---	---	---
Pyramid School Products	(\$389.95)	(\$239.95)	(\$429.95)	(\$239.95)	(\$299.95)	(\$215.95)	(\$422.95)
Scott Electric	(\$388.42)	(\$230.00)	(\$430.53)	(\$230.53)	(\$293.68)	(\$205.26)	(\$420.00)
Smiley's Audio Visual, Inc.	(\$358.00)	(\$175.25)	(\$438.25)	(\$175.25)	(\$261.25)	(\$175.25)	(\$438.50)
Troxell Communications	(\$343.79)	(\$172.79)	(\$415.79)	(\$172.29)	(\$250.00)	(\$172.79)	(\$411.79)
Valliant IMC	(\$323.00)	(\$159.25)	(\$394.40)	(\$159.25)	(\$236.90)	(\$159.25)	(\$394.40)
Xerox Audio Visual Solutions	\$330.00	\$146.30	\$372.90	\$159.50	\$239.80	\$146.30	\$372.90

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	<u>ITEM 15</u>	<u>ITEM 16</u>	<u>ITEM 17</u>	<u>ITEM 18</u>	<u>ITEM 19</u>	<u>ITEM 20</u>	<u>ITEM 21</u>
	EPSON	EPSON	EPSON	EPSON	EPSON	EPSON	EPSON
V13H010L40	V13H010L41	V13H010L42	V13H010L45	V13H010L48	V13H010L50	V13H010L53	
	<u>\$368.00</u>	<u>\$145.00</u>	<u>\$143.00</u>	<u>\$368.00</u>	<u>\$262.00</u>	<u>\$218.00</u>	<u>\$324.00</u>
	(\$412.85)	(\$168.70)	(\$167.35)	(\$414.95)	(\$298.30)	(\$249.90)	(\$366.55)
	(\$392.00)	(\$156.00)	(\$154.00)	(\$392.00)	(\$279.00)	(\$234.00)	(\$345.00)
	\$382.54	<u>\$150.73</u>	\$148.65	\$382.54	\$272.35	\$226.61	\$336.80
	(\$402.94)	(\$159.83)	(\$159.20)	(\$404.19)	(\$287.82)	(\$241.55)	(\$355.46)
	(\$300.00)	(\$195.00)	(\$195.00)	(\$410.00)	(\$335.00)	(\$269.00)	(\$380.00)
	(\$423.59)	(\$168.23)	(\$165.96)	(\$434.80)	(\$310.19)	(\$258.46)	(\$348.12)
	\$400.00	\$156.50	\$154.40)	\$407.00	\$268.50	\$235.00	\$352.00
	---	---	---	---	---	---	---
	(\$398.03)	(\$156.88)	(\$154.76)	(\$398.03)	(\$283.02)	(\$233.20)	(\$350.86)
	---	---	---	---	---	---	---
	(\$489.95)	(\$229.95)	(\$299.95)	(\$422.95)	(\$359.95)	(\$279.95)	(\$389.95)
	(\$493.68)	(\$220.00)	(\$293.68)	(\$420.00)	(\$356.84)	(\$272.63)	(\$388.42)
	(\$438.25)	(\$175.25)	(\$172.95)	(\$449.95)	(\$321.50)	(\$268.25)	(\$397.75)
	(\$410.79)	(\$173.79)	(\$166.79)	(\$413.79)	(\$298.79)	(\$247.79)	---
	(\$394.40)	(\$159.25)	(\$158.20)	(\$394.40)	(\$283.10)	(\$236.90)	(\$348.20)
	<u>\$372.90</u>	\$159.50	<u>\$145.20</u>	<u>\$372.90</u>	<u>\$265.10</u>	<u>\$221.10</u>	<u>\$327.90</u>

Audio Visual Innovations, Inc.
Audio Visual Solutions Corporation
B & H Photo-Video, Inc.
CCS Presentation Systems
Camcor, Inc.
Competitive Edge
Electrosonic Inc.
GovConnection
Long's Electronics
OM Office Supply Inc.
Pro Video Sales
Pyramid School Products
Scott Electric
Smiley's Audio Visual, Inc.
Troxell Communications
Valiant IMC
Xerox Audio Visual Solutions

LEGEND:
 = Award - Primary
 = Award - Secondary
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	<u>ITEM 22</u>	<u>ITEM 23</u>	<u>ITEM 24</u>	<u>ITEM 25</u>	<u>ITEM 26</u>	<u>ITEM 27</u>	<u>ITEM 28</u>
	EPSON	PANASONIC	PANASONIC	PANASONIC	PANASONIC	PANASONIC	SONY
V13H010L57	ET-LAB10	ET-LAB30	ET-LAB50	ET-LAB80	ET-LA556	LMP-600	
Audio Visual Innovations, Inc.	\$122.00	\$385.00	\$365.00	\$319.00	\$319.00	\$385.00	---
Audio Visual Solutions Corporation	(\$144.25)	(\$337.60)	(\$320.95)	(\$248.15)	(\$317.80)	(\$385.40)	(\$420.80)
B & H Photo-Video, Inc.	(132.00)	<u>\$314.00</u>	<u>\$319.00</u>	<u>\$179.00</u>	<u>\$269.00</u>	<u>\$315.00</u>	---
CCS Presentation Systems	\$126.82	---	---	---	---	---	---
Camcor, Inc.	(\$134.81)	(\$306.51)	(\$311.79)	(\$260.79)	(\$260.79)	(\$306.51)	---
Competitive Edge	(\$199.00)	(\$325.00)	(\$325.00)	(\$250.00)	(\$310.00)	(\$365.00)	(\$340.00)
Electrosonic Inc.	(\$244.08)	(\$332.45)	(\$338.05)	(\$277.89)	(\$270.17)	(\$327.54)	(\$421.58)
GovConnection	\$132.50	(\$326.00)	(\$331.00)	(\$276.00)	(\$276.00)	(\$326.00)	---
Long's Electronics	---	---	---	---	---	---	---
OM Office Supply Inc.	(\$130.91)	(\$322.24)	(\$328.60)	(\$273.48)	(\$280.00)	(\$333.90)	(\$405.71)
Pro Video Sales	---	---	---	---	---	---	---
Pyramid School Products	(\$305.95)	(\$336.95)	(\$221.95)	(\$249.95)	(\$229.95)	(\$389.95)	(\$489.95)
Scott Electric	(\$300.00)	(331.58)	(\$314.74)	(\$241.05)	(\$314.74)	(\$388.42)	(\$493.68)
Smiley's Audio Visual, Inc.	(\$252.50)	<u>(\$308.50)</u>	<u>\$313.75</u>	<u>\$261.25</u>	<u>\$261.25</u>	<u>\$295.00</u>	(\$436.25)
Troxell Communications	(\$147.79)	\$319.79	\$324.79	\$272.79	\$272.29	\$319.79	<u>\$304.79</u>
Valiant IMC	(\$136.10)	(\$336.00)	(\$340.89)	(\$284.90)	\$285.30)	(\$335.10)	---
Xerox Audio Visual Solutions	<u>\$123.20</u>	(\$365.70)	(\$371.86)	(\$305.68)	(\$297.19)	(\$360.29)	<u>\$308.00</u>

LEGEND:

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	<u>ITEM 29</u>	<u>ITEM 30</u>	<u>ITEM 31</u>	<u>ITEM 32</u>	<u>ITEM 33</u>	<u>ITEM 34</u>	<u>ITEM 35</u>
	SONY	SONY	SONY	SONY	SONY	SONY	SONY
	LMP-C160	LMP-C161	LMP-C162	LMP-C200	LMP-E150	LMP-E180	LMP-E190
Audio Visual Innovations, Inc.	\$375.00	\$375.00	\$270.00	\$375.00	\$375.00	\$375.00	\$270.00
Audio Visual Solutions Corporation	(\$366.70)	(\$366.70)	(\$279.35)	(\$352.15)	(\$331.35)	(\$331.35)	(\$280.40)
B & H Photo-Video, Inc.	<u>\$324.00</u>	<u>\$319.00</u>	<u>\$238.00</u>	<u>\$324.00</u>	<u>\$324.00</u>	<u>\$324.00</u>	<u>\$248.00</u>
CCS Presentation Systems	---	---	---	---	---	---	---
Camcor, Inc.	\$331.68	\$332.49	\$251.61	\$331.68	\$331.68	\$331.68	\$251.61
Competitive Edge	(\$365.00)	(\$380.00)	(\$270.00)	(\$340.00)	(\$320.00)	(\$320.00)	(\$285.00)
Electrosonic Inc.	(\$317.27)	(\$317.27)	(\$242.66)	(\$317.27)	(\$322.80)	(\$317.27)	---
GovConnection	(\$329.00)	(\$329.00)	(\$247.00)	(\$329.00)	(\$329.00)	(\$329.00)	(\$247.00)
Long's Electronics	---	---	---	---	---	---	---
OM Office Supply Inc.	(\$351.88)	(\$328.60)	(\$246.98)	(\$328.60)	(\$328.60)	(\$328.60)	(\$246.98)
Pro Video Sales	<u>\$305.00</u>	<u>\$305.00</u>	<u>\$224.00</u>	<u>\$305.00</u>	<u>\$290.00</u>	<u>\$290.00</u>	<u>\$225.00</u>
Pyramid School Products	(\$379.95)	(\$389.95)	(\$279.95)	(\$349.95)	(\$329.95)	(\$329.95)	---
Scott Electric	(\$377.89)	(\$388.42)	(\$272.63)	(\$346.32)	(\$325.26)	(\$325.26)	---
Smiley's Audio Visual, Inc.	(\$328.75)	(\$328.75)	(\$251.95)	(\$328.75)	(\$334.50)	(\$328.75)	(\$247.75)
Troxell Communications	---	\$336.79	\$255.79	\$336.79	\$336.79	\$336.79	\$255.79
Valliant IMC	(\$339.98)	(\$339.98)	(\$259.59)	(\$399.98)	(\$339.98)	(\$339.98)	(\$259.59)
Xerox Audio Visual Solutions	\$342.34	\$342.34	\$256.54	\$342.34	\$342.34	\$342.34	\$256.64

LEGEND:

- _____ = Award - Primary
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	<u>ITEM 36</u>	<u>ITEM 37</u>
	SONY	SONY
	LMP-F300	LMP-P202
Audio Visual Innovations, Inc.	\$615.00	\$465.00
Audio Visual Solutions Corporation	(\$591.35)	(\$492.55)
B & H Photo-Video, Inc.	<u>\$574.00</u>	<u>\$454.00</u>
CCS Presentation Systems	---	---
Camcor, Inc.	\$583.00	\$449.24
Competitive Edge	(\$550.00)	(\$495.00)
Electrosonic Inc.	(\$576.75)	(\$437.40)
GovConnection	(\$590.00)	(\$454.00)
Long's Electronics	---	---
OM Office Supply Inc.	(\$621.80)	(\$476.46)
Pro Video Sales	<u>\$545.00</u>	<u>\$420.00</u>
Pyramid School Products	(\$579.95)	(\$524.95)
Scott Electric	(\$588.42)	(\$525.26)
Smiley's Audio Visual, Inc.	(\$596.00)	(\$452.50)
Troxell Communications	\$593.79	\$459.79
Valiant IMC	(\$593.20)	(\$458.15)
Xerox Audio Visual Solutions	\$613.47	\$471.90

LEGEND:

- = Award - Primary
- = Award -- Secondary
- () = Reject

SECTION II:	ITEM 1	ITEM 2	ITEM 3	ITEM 4	ITEM 5	ITEM 6	ITEM 7
Manufacturer's Percent Discount for items not listed in Section I.	MFG.	MFG.	MFG.	MFG.	MFG.	MFG.	MFG.
	PROXIMA	DUKANE	EPSON	HITACHI	MITSUBISHI	NEC	PANASONIC
Audio Visual Innovations, Inc.	---	---	<u>12%</u>	<u>15%</u>	<u>10%</u>	<u>15%</u>	<u>12%</u>
Audio Visual Solutions Corporation	---	<u>35%</u>	---	---	---	<u>11%</u>	---
B & H Photo-Video, Inc.	(2%)	---	(2%)	(2%)	---	(2%)	(2%)
CCS Presentation Systems	---	---	<u>23.10%</u>	---	---	---	---
Camcor, Inc.	---	<u>35%</u>	---	---	---	---	---
Competitive Edge	---	---	---	---	---	---	---
Electrosonic Inc.	---	---	---	---	---	---	---
GovConnection	<u>10%</u>	(10%)	10%	10%	(10%)	10%	(10%)
Long's Electronics	(5%)	(5%)	---	---	---	---	---
OM Office Supply Inc.	(10%)	(10%)	(10%)	(10%)	(10%)	(10%)	(10%)
Pro Video Sales	---	---	---	---	---	---	---
Pyramid School Products	(20%)	(20%)	(20%)	(20%)	(20%)	(20%)	(20%)
Scott Electric	(5%)	(5%)	(5%)	(5%)	(5%)	(5%)	(5%)
Smiley's Audio Visual, Inc.	---	<u>65%</u>	---	---	---	---	<u>21%</u>
Troxell Communications	(5%)	(1%)	(5%)	<u>10%</u>	<u>5%</u>	5%	10%
Valiant IMC	(20%)	(23%)	(21%)	(20%)	(20%)	(12%)	(20%)
Xerox Audio Visual Solutions	---	---	---	---	---	---	---

LEGEND:

- = Award - Primary
- = Award -- Secondary
- () = Reject