

INVITATION TO BID NO.: 12C-2L – TERM CONTRACT FOR AUDIO VISUAL EQUIPMENT, SUPPLIES AND OTHER PERIPHERALS, INCLUDING REPAIR, PARTS, INSTALLATION AND/OR SERVICE.

DATE: December 7, 2011
 DATE SOLICITED: October 20, 2011

DATE OPENED: November 11, 2011
 DATE POSTED: December 7, 2011

CONTRACT PERIOD: December 16, 2011 through December 15, 2014
 DEPARTMENT: Various FUND: Various FUNCTION: Various ACCOUNT: Various
 FUNDING SOURCE: Various Schools and Department Budgets
 REQUESTING DEPARTMENT: Educational Technology

FINANCIAL IMPACT

The estimated annual financial impact to the General budget is \$750,000. The source of funds is the Various Schools and Department budgets.

Items to be purchased include, but not limited to: Assistive Visual and Listening Devices, Cables, Cameras, CD Players, Headphones/Headsets, Language Interpretation Equipment, Listening Centers, Microphones, Mounting Hardware, Multi-Media Projectors, Poster Makers, Projection Screens, Speakers, Televisions, Video Conference and Video Players/Recorders.

AWARD RECOMMENDATION / TABULATION
(See Attached Detailed Bid Summary)

<u>VENDOR</u>	<u>MINORITY STATUS</u>
<u>Audible Source Inc</u>	---
<u>Audio Resource Group</u>	---
<u>Audio Visual Innovations, Inc.</u>	---
<u>Camcor, Inc.</u>	---
<u>CCS Presentation Systems</u>	---
<u>Educational Technology Solutions</u>	---
(eInstruction Corporation)	---
(GovConnection, Inc.)	---
<u>Innovative Vision Systems, Inc.</u>	---
<u>Pro Sound Inc.</u>	---
<u>Pro Video Sales, Inc.</u>	---
<u>Smiley's Audio Visual, Inc.</u>	---
<u>Troxell Communications</u>	---
<u>Xerox Audio Visual Solutions</u>	---

LEGEND:

_____ = Award

() = Reject

EXCEPTIONS:

Section I: Document Camera

Item 1:

AverMedia F30: Rejected. Did not meet evaluation criteria.

Lumens DC158: Rejected. Did not meet evaluation criteria.

Qomo QPC30: Rejected. Did not meet specifications as required in bid.

RecordexUSA AFX95: Rejected. Did not meet evaluation criteria.

Item 2:

RecordexUSA LBX-440: Rejected. Did not meet specifications as required in bid.

Vidifox DV550S. Rejected. Did not meet specifications as required in bid.

Item 3:

AverMedia W30: Rejected. Did not meet specifications as required in bid.

Lumens DC120/DCA111: Rejected. Did not meet specifications as required in bid.

Section II: Multi-Media Projectors

Group A: Multi-Media Projector: 2600 ANSI Lumens Minimum with Replacement Lamp

BenQ MW512: Rejected. Did not meet specifications as required in bid.

NEC NP-V260X: Rejected. Did not meet specifications as required in bid.

Group B: Multi-Media Projector: 3000 ANSI Lumens Minimum with Replacement Lamp

BenQ MW712: Rejected. Did not meet specifications as required in bid.

NEC NP-V300W: Rejected. Did not meet specifications as required in bid.

Group C: Multi-Media Projector: 3500 ANSI Lumens Minimum with Replacement Lamp

Mitsubishi WD570U: Rejected. Did not meet specifications as required in bid.

NEC NP-P350W: Rejected. Did not meet specifications as required in bid.

Sharp PGD3550W. Rejected. Did not meet evaluation criteria.

Section III: Manufacturer's Discount

Camcor, Inc.: Items 1 – 108. Rejected. Percentage discount does not reflect manufacturer's discount as required per Special Condition "D", Section III.

GovConnection, Inc. Items 1 – 108. Rejected. Percentage discount does not reflect manufacturer's discount as required in bid. Vendor's Terms and Conditions not accepted.

Section IV: Catalog Discount:

eInstruction: Rejected. Bidder did not bid single fixed percentage discount. (Special Condition "G")

GovConnection, Inc. Rejected. Vendor's Terms and Conditions not accepted.

TIE BIDS

Section III: Manufacturer's Discount:

Line Items 11, 13, 20, 47, and 55.

According to FS 287.087, tie bid preference shall be awarded to vendors with Drug Free Work Place programs. Whenever two or more are equal with regard to price, quality, and service, a bid received from a business that certifies that it has implemented a Drug Free Work Place program shall be given preference in the award process. In the event both or all vendors have a Drug Free Work Place preference shall be awarded to the vendor who is certified in the following order: as a M/WBE certified with the School District, as a SBE certified with the School District. If both or all vendors meet all three requirements, according to standard purchasing practice, the Director or Manager of Purchasing will flip a coin to break the tie. Vendor's company name closest to the letter "A" will always be assigned heads in the coin toss. In the event there is a 3-way tie, vendor's company name will be chosen in a drawing.

SUMMARY OF AWARDS – SECTIONS I AND II

(See attached Bid Summary for Details)

SECTION I

<u>Vendor</u>	<u>Item 1</u>	<u>Item 2</u>
Camcor, Inc.	\$398.00	\$650.76

SECTION II

<u>Vendor</u>	<u>Group A Total</u>	<u>Group B Total</u>	<u>Group C Total</u>	<u>Group D Total</u>
CCS Presentation Systems	\$780.56	\$848.58	\$1395.56	\$1788.56

SUMMARY OF AWARDS – SECTION III

(See attached Bid Summary for Details)

Vendor: Audio Visual
Innovations, Inc.

Item 1 – 37%
Item 5 – 41%
Item 6 – 37%
Item 8 – 31%
Item 9 – 35%
Item 13 – 15%
Item 31 – 32%
Item 42 – 35%
Item 48 – 21%
Item 49 – 46%
Item 52 – 25%
Item 55 – 46%
Item 60 – 35%
Item 63 – 26%
Item 70 – 17%
Item 71 – 25%
Item 73 – 31%
Item 74 – 39%
Item 75 – 38%

Vendor: CCS
Presentation Systems

Item 11 – 15%
Item 21 – 15%
Item 25 – 15%
Item 78 – 35%
Item 100 – 15%
Item 104 – 15%

Vendor: Educational
Technology Solutions

Item 62 – 35%

Vendor: Pro Sound Inc.

Item 46 – 44%
Item 57 – 35%

Vendor: Pro Video Sales

Item 7 – 33%
Item 20 – 26%
Item 38 – 36%
Item 41 – 38%
Item 45 – 45%
Item 47 – 29%
Item 54 – 33%
Item 65 – 29%
Item 80 – 24%
Item 95 – 24%
Item 97 – 26%
Item 105 – 12%

Vendor: Smiley's Audio
Visual

Item 12 – 3%
Item 15 – 43%
Item 17 – 35%
Item 18 – 43%
Item 22 – 3%
Item 23 – 3%
Item 32 – 50%
Item 34 – 55%
Item 39 – 45%
Item 64 – 42%

Vendor: Troxell
Communications

Item 24 – 5%
Item 26 – 12%
Item 27 – 38%
Item 40 – 39%
Item 43 – 30%
Item 51 – 46%
Item 56 – 46%
Item 66 – 39%
Item 67 – 35%
Item 68 – 44%
Item 69 – 29%
Item 72 – 38%
Item 96 – 29%
Item 101 – 30%
Item 102 – 17%
Item 108 – 12%

Vendor: Xerox Audio
Visual Solutions

Item 14 – 20%
Item 19 – 20%
Item 30 – 20%
Item 44 – 20%
Item 53 – 20%
Item 61 – 20%
Item 77 – 20%
Item 79 – 20%
Item 81 – 20%
Item 82 – 20%
Item 83 – 20%
Item 86 – 20%
Item 103 – 20%
Item 106 – 20%
Item 107 – 20%

SUMMARY OF AWARDS – SECTIONS IV AND V

(See attached Bid Summary for Details)

Section IV: Award to all.

Section V: Award to all.

RECOMMENDATIONS:

Sections I and II: It is recommended that the award be made to the lowest bid which meet specifications and evaluation criteria from the responsive and responsible bidder as indicated above, and authorize the use of the next lowest bidder meeting the same conditions in the event the original awardee cannot fulfill their contract.

Section III: It is recommended that the award be made to the responsive and responsible bidder(s) offering the highest discount, as indicated above, and authorize the use of the next highest bidder(s) meeting the same conditions in the event the original awardee cannot fulfill their contract.

Sections IV and V: 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.

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:CM:AB

12C-2L BID SUMMARY TABULATION

SECTION I: DOCUMENT CAMERAS

VENDOR	ITEM 1			ITEM 2			ITEM 3		
	Basic Document Camera			Desktop Document Camera			Wireless Document Camera		
	UNIT PRICE	MANUFACTURER	MANUFACTURER ITEM NUMBER	UNIT PRICE	MANUFACTURER	MANUFACTURER ITEM NUMBER	UNIT PRICE	MANUFACTURER	MANUFACTURER ITEM NUMBER
Audible Source	----	----	----	----	----	----	----	----	----
Audio Visual Innovations	(\$374.00)	(AverMedia)	(F30)	\$679.00	AverMedia	SPB350+	(\$524.00)	(AverMedia)	(W30)
Camcor, Inc	<u>\$398.00</u>	<u>AverMedia</u>	<u>F50</u>	<u>\$650.76</u>	<u>AverMedia</u>	<u>SPB350+</u>	(\$495.87)	(AverMedia)	(W30)
CCS Presentation Systems	(\$238.88)	(RecordexUSA)	(AFX-95)	(\$458.88)	(RecordexUSA)	(LBX-440 with free IMM Pad SE)	----	----	----
CCS Presentation Systems	(\$376.88)	(AverMedia)	(F30)	\$429.48	Avermedia	F50	(\$548.48)	(AverMedia)	(W30)
Educational Technology Solutions	\$590.00	Lumens	DC-190	\$1,090.00	Lumens	PS-660	(\$615.00)	(Lumens)	(DC-120)
GovConnection	\$530.00	ELMO	1304	----	----	----	----	----	----
Innovative Vision Systems	----	----	----	----	----	----	----	----	----
Pro Sound	----	----	----	----	----	----	----	----	----
Pro Video	----	----	----	----	----	----	----	----	----
Smileys Audio Visual	\$439.00	Vidifox	PV490S	(\$629.00)	(Vidifox)	(DV550S)	\$548.00	(Lumens)	(DC120/ DCA-11 wireless base)
Smileys Audio Visual	\$497.00	Elmo	TT02RX	\$1,295.00	Elmo	P10	\$548.00	(Lumens)	(DC120 / DCA11 wireless base)

_____ = Award

() = Reject

12C-2L BID SUMMARY TABULATION

SECTION I: DOCUMENT CAMERAS

VENDOR	ITEM 1			ITEM 2			ITEM 3		
	Basic Document Camera			Desktop Document Camera			Wireless Document Camera		
	UNIT PRICE	MANUFACTURER	MANUFACTURER ITEM NUMBER	UNIT PRICE	MANUFACTURER	MANUFACTURER ITEM NUMBER	UNIT PRICE	MANUFACTURER	MANUFACTURER ITEM NUMBER
Troxell Communications	(\$351.81)	(AverMedia)	(F30)	\$668.43	Avermedia	SPB350PLUS	\$505.65	(AverMedia)	(W30)
Troxell Communications	\$407.43	Avermedia	F50	----	----	----	----	----	----
Troxell Communications	(\$386.26)	(Lumens)	(DC158)	\$1,010.29	Lumens	PS660	\$511.86	(Lumens)	(DC120/DCA11)
Troxell Communications	\$504.65	Lumens	DC190	----	----	----	----	----	----
Troxell Communications	(\$333.33)	(Qomo)	(QPC30)	----	----	----	----	----	----
Xerox Audio Visual Solutions	----	----	----	----	----	----	----	----	----

_____ = Award

() = Reject

12C-2L BID SUMMARY TABULATION

SECTION II: MULTI-MEDIA PROJECTORS

VENDOR		GROUP A			GROUP B			GROUP C			GROUP D		
		Multi-Media Projector: 2600 ANSI Lumens Minimum with Replacement Lamp			Multi-Media Projector: 3000 ANSI Lumens Minimum with Replacement Lamp			Multi-Media Projector: 3500 ANSI Lumens Minimum with Replacement Lamp			Multi-Media Projector: 4500 ANSI Lumens Minimum with Replacement Lamp		
		UNIT PRICE	MANUFACTURER	MANUFACTURER ITEM NUMBER	UNIT PRICE	MANUFACTURER	MANUFACTURER ITEM NUMBER	UNIT PRICE	MANUFACTURER	MANUFACTURER ITEM NUMBER	UNIT PRICE	MANUFACTURER	MANUFACTURER ITEM NUMBER
Audible Source		----	----	----	----	----	----	----	----	----	----	----	----
Audio Visual Innovations	Projector	\$564.20	Epson	96W	\$638.00	Epson	915W	\$1,077.40	Epson	D6155W	\$1,398.00	Epson	4200W
	Lamp	\$224.00	Epson	V13H010L60	\$224.00	Epson	V13H010L61	\$334.00	Epson	V13H010L64	\$411.00	Epson	V13H010L63
	Total	\$788.20			\$862.00			\$1,411.40			\$1,809.00		
Camcor, Inc	Projector	\$480.70	BenQ	MW512 (w/ wireless dongle)	\$530.79	BenQ	MW712 (w/ wireless dongle)	----	----	----	----	----	----
	Lamp	\$144.98	BenQ	5J.J3S05.001	\$144.98	BenQ	5J.J4R05.001	----	----	----	----	----	----
	Total	(\$625.68)			(\$675.77)			----			----		
	Projector	\$875.35	InFocus	IN2116 (w/ Liteshow III)	\$875.35	InFocus	IN2116 (w/ Liteshow III)	\$1,436.97	InFocus	IN3116 w/ Liteshow III)	----	----	----
	Lamp	\$152.98	InFocus	SP-LAMP-057	\$152.98	InFocus	SP-LAMP-057	\$208.99	InFocus	SP-LAMP-058	----	----	----
Total	\$1,028.33			\$1,028.33			\$1,645.96			----			
CCS Presentation Systems	Projector	\$553.48	Epson	V11H384020	\$621.48	Epson	V11H388020	\$1,048.48	Epson	V11H396020	\$1,358.48	Epson	V11H348020
	Lamp	\$227.08	Epson	V13H010L60	\$227.10	Epson	V13H010L61	\$347.08	Epson	V13H010L64	\$430.08	Epson	V13H010L63
	Total	\$780.56			\$848.58			\$1,395.56			\$1,788.56		
Educational Technology Solutions		----	----	----	----	----	----	----	----	----	----	----	
GovConnection	Projector	\$410.00	NEC	NP-V260X	\$655.00	NEC	NP-V300W	\$1,120.00	NEC	NP-P350W	\$2,975.00	NEC	NP-PA550W-13ZL
	Lamp	\$140.00	NEC	NP13LP	\$140.00	NEC	NP18LP	\$245.00	NEC	NP17LP	\$365.00	NEC	NP21LP
	Total	(\$ 550.00)			(\$795.00)			(\$1365.00)			\$3,340.00		
Innovative Vision Systems		----	----	----	----	----	----	----	----	----	----	----	
Pro Sound		----	----	----	----	----	----	----	----	----	----	----	
Pro Video Sales		----	----	----	----	----	----	----	----	----	----	----	
Smileys Audio Visual	Projector	\$770.00	Sharp	PGD3050W	\$770.00	Sharp	PGD3050W	\$1,010.00	Sharp	PGD3550W	\$2,210.00	Sharp	XG-SV100W
	Lamp	\$145.00	Sharp	AN-D350LP	\$145.00	Sharp	AN-D350LP	\$145.00	Sharp	AN-D350LP	\$350.00	Sharp	AN-DSV100P
	Total	\$915.00			\$915.00			(\$1155.00)			\$2,560.00		

_____ = Award

() = Reject

SECTION II: MULTI-MEDIA PROJECTORS

VENDOR	GROUP A			GROUP B			GROUP C			GROUP D			
	Multi-Media Projector: 2600 ANSI Lumens Minimum with Replacement Lamp			Multi-Media Projector: 3000 ANSI Lumens Minimum with Replacement Lamp			Multi-Media Projector: 3500 ANSI Lumens Minimum with Replacement Lamp			Multi-Media Projector: 4500 ANSI Lumens Minimum with Replacement Lamp			
	UNIT PRICE	MANUFACTURER	MANUFACTURER ITEM NUMBER	UNIT PRICE	MANUFACTURER	MANUFACTURER ITEM NUMBER	UNIT PRICE	MANUFACTURER	MANUFACTURER ITEM NUMBER	UNIT PRICE	MANUFACTURER	MANUFACTURER ITEM NUMBER	
Troxell Communications	Projector	\$550.74	BENQ	MW512	\$593.82	BENQ	MW712	\$1,486.98	BENQ	SH910	\$4,126.68	BENQ	SH960
	Lamp	\$140.26	BENQ	5JJ3S05001	\$140.23	BENQ	5JJ4T05001	\$211.03	BENQ	5JJ4J05001	\$627.18	BENQ	5JJ4L05001
	Total	(\$691.00)			(\$734.05)			\$1,698.01			\$4,753.86		
	Projector	\$682.05	HITACHI	CPWX3014WN	\$682.05	HITACHI	CPWX3014WN	\$1,533.33	HITACHI	CPWX4021N	\$1,533.33	HITACHI	CPWX4021N
	Lamp	\$230.77	HITACHI	CPX2010LAMP	\$230.77	HITACHI	CPX2010LAMP	\$358.97	HITACHI	CPX5021NLAMP	\$358.97	HITACHI	CPX5021NLAMP
	Total	\$912.82			\$912.82			\$1,892.30			\$1,892.30		
	Projector	\$774.08	mitsubishi	EW270U	\$971.97	mitsubishi	WD570U	\$971.97	mitsubishi	WD570U	----	----	----
	Lamp	\$158.95	mitsubishi	VLTEX240LP	\$158.95	mitsubishi	VLTXD560LP	\$158.95	mitsubishi	VLTXD560LP	----	----	----
	Total	\$933.03			\$1,130.92			(\$1130.92)			----		
	Projector	\$771.13	NEC	NPM300W	\$771.13	NEC	NPM300W	\$1,268.82	NEC	NPP350W	\$2,532.50	NEC	NPPA550W13ZL
Lamp	\$243.13	NEC	NP16LP	\$243.13	NEC	NP16LP	\$243.13	NEC	NP17LP	\$387.43	NEC	NP21LP	
Total	\$1,014.26			\$1,014.26			\$1,511.95			\$2,919.93			
Xerox Audio Visual Solutions	Projector	\$618.24	BENQ	MW512	\$665.28	BENQ	MW712	\$1,639.40	BENQ	SH910	\$4,506.88	BENQ	SH960
	Lamp	\$156.80	BENQ	5JJ3S05.001	\$156.80	BENQ	5JJYR05.001	\$234.08	BENQ	5JJ4J05.001	\$346.08	BENQ	5JJ4L05.021
	Total	(\$775.04)			(\$822.08)			\$1,873.48			\$4,852.96		

_____ = Award

() = Reject

12C-2L BID SUMMARY TABULATION

SECTION III - MANUFACTURER'S DISCOUNT

ITEM NO.	MANUFACTURER	VENDOR PERCENTAGE DISCOUNT OFF MANUFACTURER'S PRICE LIST											
		Audible Source, Inc.	Audio Visual Innovations, Inc.	Camcor, Inc.	CCS Presentation Systems	Educational Technology Solutions	GovConnection, Inc.	Innovative Vision Systems, Inc.	Pro Sound Inc.	Pro Video Sales	Smiley's Audio Visual, Inc.	Troxell Communications, Inc.	Xerox Audio Visual Solutions
CATEGORY: AUDIO/VISUAL CABLES													
1	Cables -To-Go	---	<u>37%</u>	(3%)	---	---	(3%)	---	---	33%	---	12%	20%
2	Belkin	---	---	(3%)	---	---	(3%)	---	---	---	---	---	---
3	Impact Accoustics	---	---	---	---	---	---	---	---	---	---	---	---
4	Star Tack	---	---	---	---	---	---	---	---	---	---	---	---
5	Tripp-Lite	---	<u>41%</u>	(3%)	---	---	(3%)	---	---	---	---	---	---
CATEGORY: AUDIO ELECTRONICS (AMPLIFIERS, MIXERS, EQUALIZERS, ETC)													
6	Crown	---	<u>37%</u>	(3%)	25%	---	(1%)	---	30%	30%	---	36%	20%
7	DBX	---	28%	---	10%	---	(1%)	---	20%	<u>33%</u>	---	28%	---
8	Mackie	---	<u>31%</u>	(3%)	18%	---	(1%)	---	28%	---	0%	29%	20%
9	Soundcraft	---	<u>35%</u>	(3%)	10%	---	---	---	22%	14%	---	22%	20%
CATEGORY: CAMCORDERS/VIDEO CAMERAS AND ACCESSORIES													
10	Aiptek	---	---	---	---	---	(1%)	---	---	---	---	---	---
11	Canon	---	15%	(3%)	<u>15%</u>	---	---	---	---	---	3%	11%	---
12	Kodak	---	---	(3%)	---	---	(1%)	---	---	---	<u>3%</u>	---	---
13	Panasonic	---	<u>15%</u>	(3%)	15%	---	(1%)	---	---	---	3%	5%	---
14	Sony	---	---	(3%)	5%	---	(1%)	---	---	---	---	12%	<u>20%</u>
CATEGORY: CD/TAPE PLAYERS AND RECORDERS													
15	Callfone	---	---	(3%)	15%	---	(3%)	---	---	27%	<u>43%</u>	38%	---
16	Colby	---	---	(3%)	---	---	(3%)	---	---	---	---	---	---
17	Eiki	---	---	(3%)	10%	---	(3%)	---	---	---	<u>35%</u>	30%	20%
18	Hamilton	---	---	(3%)	---	---	(3%)	---	---	35%	<u>43%</u>	39%	20%
19	Sony	---	---	(3%)	5%	---	(3%)	---	---	---	---	12%	<u>20%</u>
20	Tascam	---	---	(3%)	---	---	(3%)	---	---	<u>26%</u>	---	26%	---

_____ = Award

() = Reject

ITEM NO.	MANUFACTURER	VENDOR PERCENTAGE DISCOUNT OFF MANUFACTURER'S PRICE LIST											
		Audible Source, Inc.	Audio Visual Innovations, Inc.	Camcor, Inc.	CCS Presentation Systems	Educational Technology Solutions	GovConnection, Inc.	Innovative Vision Systems, Inc.	Pro Sound Inc.	Pro Video Sales	Smiley's Audio Visual, Inc.	Troxell Communications, Inc.	Xerox Audio Visual Solutions
CATEGORY: DIGITAL CAMERAS AND ACCESSORIES													
21	Canon	---	---	(3%)	<u>15%</u>	---	{ 1% }	---	---	---	3%	11%	---
22	Kodak	---	---	(3%)	---	---	{ 1% }	---	---	---	<u>3%</u>	---	---
23	Nikon	---	---	---	---	---	{ 1% }	---	---	---	<u>3%</u>	---	---
24	Olympus	---	---	(3%)	---	---	{ 1% }	---	---	---	3%	<u>5%</u>	---
25	Panasonic	---	---	(3%)	<u>15%</u>	---	{ 1% }	---	---	---	3%	5%	---
26	Sony	---	---	---	5%	---	{ 1% }	---	---	---	---	<u>12%</u>	---
CATEGORY: DIGITAL MEDIA PLAYER													
27	Califone	---	---	{ 3% }	15%	---	{ 3% }	---	---	27%	30%	<u>38%</u>	20%
28	Creative Labs	---	---	{ 3% }	---	---	{ 3% }	---	---	---	---	---	---
29	Sandisk	---	---	{ 3% }	---	---	{ 3% }	---	---	---	---	---	---
30	Sony	---	---	{ 3% }	5%	---	{ 3% }	---	---	---	---	12%	<u>20%</u>
31	Tascam	---	<u>32%</u>	{ 3% }	---	---	---	---	---	24%	---	26%	---
CATEGORY: HEADPHONES/HEADSETS													
32	Califone	---	---	{ 3% }	15%	---	{ 3% }	---	---	28%	<u>50%</u>	38%	20%
33	Cyber-Acoustics	---	---	{ 3% }	---	---	{ 3% }	---	---	---	---	---	---
34	Hamilton	---	---	{ 3% }	---	---	{ 3% }	---	---	38%	<u>55%</u>	39%	20%
35	Lenovo	---	---	{ 3% }	---	---	{ 3% }	---	---	---	---	---	---
36	Micro innovation	---	---	---	---	---	{ 3% }	---	---	---	---	---	---
37	Plantronics	---	---	{ 3% }	---	---	{ 3% }	---	---	---	---	---	---
38	Sennheiser	---	24%	{ 3% }	20%	---	{ 3% }	---	---	<u>36%</u>	---	32%	20%
CATEGORY: LEARNING/LISTENING CENTERS													
39	Califone	---	---	{ 3% }	15%	---	{ 3% }	---	---	28%	<u>45%</u>	38%	20%
40	Hamilton	---	---	{ 3% }	---	---	{ 3% }	---	---	37%	35%	<u>39%</u>	20%

_____ = Award

() = Reject

ITEM NO.	MANUFACTURER	VENDOR PERCENTAGE DISCOUNT OFF MANUFACTURER'S PRICE LIST											
		Audible Source, Inc.	Audio Visual Innovations, Inc.	Camcor, Inc.	CCS Presentation Systems	Educational Technology Solutions	GovConnection, Inc.	Innovative Vision Systems, Inc.	Pro Sound Inc.	Pro Video Sales	Smiley's Audio Visual, Inc.	Troxell Communications, Inc.	Xerox Audio Visual Solutions
CATEGORY: MICROPHONES													
41	AKG	---	---	(3%)	20%	---	---	---	16%	<u>38%</u>	---	9%	20%
42	Anchor Audio	---	<u>35%</u>	(3%)	27%	---	(3%)	---	---	24%	3%	31%	20%
43	Atlas	---	---	(3%)	25%	---	---	---	---	---	3%	<u>30%</u>	20%
44	Azden	---	---	(3%)	---	---	(3%)	---	---	---	3%	8%	<u>20%</u>
45	Audio-Technica	---	44%	(3%)	10%	---	(3%)	---	---	<u>45%</u>	---	28%	20%
46	Sennheiser	---	29%	(3%)	20%	---	(3%)	---	<u>44%</u>	36%	---	32%	20%
47	Shure	---	29%	(3%)	20%	---	(3%)	---	22%	<u>29%</u>	3%	29%	20%
48	Sony	---	<u>21%</u>	(3%)	5%	---	(3%)	---	---	---	---	12%	20%
49	TOA	---	<u>46%</u>	(3%)	30%	---	---	---	---	41%	---	36%	20%
CATEGORY: MOUNTING HARDWARE													
50	Cheetah	---	---	---	---	---	---	---	---	---	---	---	---
51	Chief	---	25%	(3%)	30%	---	(3%)	---	35%	29%	35%	<u>46%</u>	10%
52	Epson	---	<u>25%</u>	---	15%	---	(3%)	---	---	---	---	---	20%
53	Ergotron	---	---	---	---	---	(3%)	---	---	---	---	---	<u>20%</u>
54	Omnimount	---	---	(3%)	---	---	---	---	---	<u>33%</u>	---	10%	---
55	Peerless	---	<u>46%</u>	(3%)	25%	---	(3%)	---	---	31%	30%	46%	20%
56	Premier	---	---	---	22%	---	---	---	---	---	---	<u>46%</u>	20%
57	Sanus	---	32%	(3%)	---	---	---	---	<u>35%</u>	---	---	---	---
58	VideoSecu	---	---	---	---	---	---	---	---	---	---	---	---
59	Vizio	---	---	---	---	---	---	---	---	---	---	---	---
CATEGORY: PORTABLE PA SYSTEMS													
60	Anchor Audio	---	<u>35%</u>	(3%)	27%	---	(3%)	---	---	24%	3%	31%	20%
61	Amplivox	15%	---	(3%)	---	---	---	---	---	---	---	5%	<u>20%</u>
62	Audio Enhancement	---	---	---	---	<u>35%</u>	(3%)	---	---	---	---	---	---
63	Behringer	---	<u>26%</u>	(3%)	---	---	(3%)	---	---	---	---	0%	---
64	Califone	---	---	(3%)	15%	---	(3%)	---	---	27%	<u>42%</u>	38%	20%
65	Fender	---	---	(3%)	---	---	(3%)	---	---	<u>29%</u>	3%	---	---
66	Hamilton	---	---	(3%)	---	---	(3%)	---	---	34%	35%	<u>39%</u>	20%
67	JBL	---	---	(3%)	23%	---	(3%)	---	28%	25%	---	<u>35%</u>	20%
68	Oklahoma Sound	---	---	(3%)	---	---	---	---	---	---	3%	<u>44%</u>	---
69	Yamaha	---	---	(3%)	---	---	---	---	10%	---	---	<u>29%</u>	---

--- = Award

() = Reject

ITEM NO.	MANUFACTURER	VENDOR PERCENTAGE DISCOUNT OFF MANUFACTURER'S PRICE LIST											
		Audible Source, Inc.	Audio Visual Innovations, Inc.	Camcor, Inc.	CCS Presentation Systems	Educational Technology Solutions	GovConnection, Inc.	Innovative Vision Systems, Inc.	Pro Sound Inc.	Pro Video Sales	Smiley's Audio Visual, Inc.	Troxell Communications, Inc.	Xerox Audio Visual Solutions
CATEGORY: POSTERMAKER, SUPPLIES AND ACCESSORIES													
70	Variquest	---	17%	---	---	---	---	---	---	---	---	---	---
CATEGORY: PROJECTION SCREENS AND MOUNTING BRACKETS													
71	DaLite	---	25%	(3%)	15%	---	(3%)	---	---	20%	15%	4%	20%
CATEGORY: SPEAKERS													
72	Anchor Audio	---	31%	(3%)	27%	---	(3%)	---	---	24%	3%	38%	20%
73	Community	---	31%	---	15%	---	---	---	29%	---	---	---	---
74	Electro-Voice	---	39%	---	---	---	---	---	---	28%	---	10%	20%
75	JBL	---	38%	(3%)	23%	---	(3%)	---	28%	23%	---	35%	20%
CATEGORY: TELEVISION													
76	Insignia	---	---	---	---	---	---	---	---	---	---	---	---
77	LG	---	5%	(3%)	10%	---	(1%)	---	---	---	---	15%	20%
78	Mitsubshi	---	---	---	35%	---	(1%)	---	---	24%	---	10%	20%
79	Panasonic	---	---	(3%)	15%	---	(1%)	---	---	11%	3%	5%	20%
80	Samsung	---	---	(3%)	7%	---	(1%)	---	---	24%	3%	11%	20%
81	Sharp	---	5%	(3%)	---	---	(1%)	---	---	---	Aquos 15%	4%	20%
82	Sony	---	---	(3%)	5%	---	(1%)	---	---	---	---	12%	20%
83	Toshiba	---	---	(3%)	5%	---	(1%)	---	---	---	3%	12%	20%
84	Vizio	---	---	---	---	---	---	---	---	---	---	---	---
CATEGORY: TV TUNERS FOR PC'S													
85	ATI	---	---	---	---	---	(3%)	---	---	---	---	---	---
86	Aver	---	17%	(3%)	---	---	(3%)	---	---	---	---	10%	20%
87	Centon	---	---	---	---	---	---	---	---	---	---	---	---
88	Diamond	---	---	---	---	---	(3%)	---	---	---	---	---	---
89	Hauppauge	---	---	(3%)	---	---	(3%)	---	---	---	---	---	---
90	MSI	---	---	---	---	---	(3%)	---	---	---	---	---	---
91	Pinnacle	---	---	---	---	---	(3%)	---	---	---	---	---	---
92	Sabrent	---	---	---	---	---	---	---	---	---	---	---	---
93	SiliconDust	---	---	---	---	---	---	---	---	---	---	---	---
94	TBS	---	---	---	---	---	---	---	---	---	---	---	---

_____ = Award

() = Reject

ITEM NO.	MANUFACTURER	VENDOR PERCENTAGE DISCOUNT OFF MANUFACTURER'S PRICE LIST											
		Audible Source, Inc.	Audio Visual Innovations, Inc.	Camcor, Inc.	CCS Presentation Systems	Educational Technology Solutions	GovConnection, Inc.	Innovative Vision Systems, Inc.	Pro Sound Inc.	Pro Video Sales	Smiley's Audio Visual, Inc.	Troxell Communications, Inc.	Xerox Audio Visual Solutions
CATEGORY: TRIPODS AND DOLLYS													
95	Manfrotto	---	18%	(3%)	---	---	---	---	---	24%	---	16%	20%
96	Libec	---	---	---	---	---	---	---	---	---	---	29%	---
97	Smith-Victor	---	---	(3%)	---	---	---	---	---	26%	3%	10%	20%
98	Slik	---	---	(3%)	---	---	---	---	---	---	---	---	---
99	Sunpak	---	---	(3%)	---	---	(3%)	---	---	---	---	---	---
CATEGORY: VIDEO CONFERENCE													
100	Polycom	---	---	(3%)	15%	---	(3%)	---	---	---	---	0%	---
CATEGORY: VIDEO PLAYERS AND RECORDERS (INCLUDES DVD, DVD & VHS, AND BLU-RAY)													
101	Eiki	---	---	(3%)	10%	---	(1%)	---	---	---	5%	30%	20%
102	JVC	---	---	(3%)	---	---	(1%)	---	---	---	3%	17%	---
103	LG	---	---	(3%)	10%	---	(1%)	---	---	---	---	15%	20%
104	Panasonic	---	---	(3%)	15%	---	(1%)	---	---	11%	3%	5%	---
105	Samsung	---	---	(3%)	7%	---	(1%)	---	---	12%	3%	11%	---
106	Sharp	---	---	(3%)	---	---	(1%)	---	---	---	15%	4%	20%
107	Sony	---	---	(3%)	5%	---	(1%)	---	---	---	---	12%	20%
108	Toshiba	---	---	(3%)	5%	---	(1%)	---	---	---	3%	12%	---

_____ = Award

() = Reject

12C-2L BID SUMMARY TABULATION

SECTION IV - CATALOG DISCOUNT

VENDOR	CATALOG NAME	CATALOG DATE	PERCENTAGE DISCOUNT OFF CATALOG PRICING
Audible Source, Inc.	AVID Education	11/11/2011	<u>10%</u>
	Hosa Cable Products	11/11/2011	<u>10%</u>
	Williams Sound Education	11/11/2011	<u>10%</u>
Audio Resource Group, Inc	ARG Commercial Price List	1/1/2011	<u>35%</u>
Audio Visual Innovations, Inc.	AVI Innovative Products Guide	2011	<u>15%</u>
Camcor, Inc.	Camcor AV Catalog	2011 -2012	<u>3%</u>
CCS Presentation Systems	Epson	10/1/2011	<u>15%</u>
	Front Row	2/1/2011	<u>20%</u>
	Recordex	11/1/2011	<u>40%</u>
	SMART	3/1/2011	<u>30%</u>
Educational Technology Solutions	2011 Product Catalog	Nov-11	<u>10%</u>
eInstruction	2011 US Product Price List	9/9/2011	(27.75% off MSRP)
GovConnection, Inc.	GovConnection Product Catalog	11/2/2011	(1%)
Innovative Vision Systems, Inc.	Optelec	11/1/2011	<u>18%</u>
	Hims Blindness	11/1/2011	<u>10%</u>
	Hims Low Vision	11/1/2011	<u>15%</u>
Pro Video Sales	Pro Video Sales	2011	<u>17%</u>
Smiley's Audio-Visual, Inc.	Smiley's Audio-Visual	2011	<u>5%</u>
Troxell Communications	www.trox.com	Current	<u>4%</u>
Xerox Audio Visual Solutions	Xerox Audio Visual Solutions	2011	<u>23%</u>

_____ = Award

() = Reject

12C-2L BID SUMMARY TABULATION

SECTION V - HOURLY LABOR AND INSTALLATION RATES

VENDOR	ITEM 1	ITEM 2	ITEM 3	ITEM 4	ITEM 5	ITEM 6	PERCENTAGE DISCOUNT OFF CATALOG FOR PARTS USED IN INSTALLATION/REPAIRS
	INSTALLATION Monday - Friday 8:00 am - 4:00 pm Labor Rate (Hourly)	INSTALLATION Monday - Friday After 4:00 pm Labor Rate (Hourly)	INSTALLATION Saturday and Sunday Labor Rate (Hourly)	REPAIR Monday - Friday 8:00 am - 4:00 pm Labor Rate (Hourly)	REPAIR Monday - Friday After 4:00 pm Labor Rate (Hourly)	REPAIR Saturday and Sunday Labor Rate (Hourly)	
Audible Source Inc.	---	---	---	---	---	---	---
Audio Visual Innovations Inc.	<u>\$70.00</u>	<u>\$105.00</u>	<u>\$140.00</u>	<u>\$95.00</u>	<u>\$142.00</u>	<u>\$190.00</u>	<u>15% - INSTALLATION</u> <u>10% - REPAIRS</u>
CCS Presentation Systems	<u>\$55.00</u>	<u>\$55.00</u>	<u>\$65.00</u>	---	---	---	<u>5%</u>
Educational Technology Solutions	<u>\$50.00</u>	<u>\$50.00</u>	<u>\$50.00</u>	<u>\$65</u>	<u>\$65</u>	<u>\$65</u>	<u>10%</u>
Pro Sound Inc.	<u>\$85.00</u>	<u>\$127.50</u>	<u>\$170.00</u>	---	---	---	<u>10%</u>
Pro Video Sales Inc.	<u>\$95.00</u>	<u>\$125.00</u>	<u>\$150.00</u>	<u>\$95.00</u>	<u>\$125.00</u>	<u>\$150.00</u>	<u>5%</u>
Troxell Communications Inc.	<u>\$80.00 1 person</u> <u>\$100.00 2 or more</u>	<u>\$100.00 1 person</u> <u>\$125.00 2 or more</u>	<u>\$125.00 1 person</u> <u>\$150.00 2 or more</u>	<u>\$80.00</u>	<u>\$100.00</u>	<u>\$125.00</u>	<u>4%</u>
Xerox Audio Visual Solutions	<u>\$62.50 man/hr</u>	<u>\$93.75 man/hr</u>	<u>\$93.75 man/hr</u>	<u>\$95.00 man/hr</u>	<u>\$142.50 man/hr</u>	<u>\$142.50 man/hr</u>	---

LEGEND:

_____ = Award