

**SCHOOL BOARD OF BREVARD COUNTY
OFFICE OF PURCHASING SERVICES
2700 JUDGE FRAN JAMIESON WAY
VIERA, FL 32940-6601**

BID #12-008/BP – Audio Video Equipment

VENDORS RECOMMENDED FOR AWARD

<u>Vendor Name</u>	<u>Estimated Amount Awarded</u>	<u>Item Nos.</u>
BES Industries Inc.	Variable	4, 5, 6, 7, 11a, 11b
Troxell Communications, Inc.	Variable	8, 11a
Xerox Audio Visual Solutions	Variable	1, 2, 3, 11a, 11b

Variable

SOLICITATION SUMMARY

Date Solicited:	<u>December 8, 2011</u>	No. of Items/Groups:	<u>11</u>
Date Opened:	<u>January 10, 2012</u>	No. Firms Solicited:	<u>48</u>
Present to Board:	<u>February 28, 2012</u>	No. of Firms Bidding:	<u>7</u>

CONTRACT TERM:

One Year from date of award with the option to renew for two (2) additional one-year periods.

RECOMMENDATION:

It is the recommendation of Mr. Gino Butto, Assistant Superintendent for Educational Technology and Staff to renew to low conforming bidder(s) as highlighted on the tabulation sheet with a Variable amount. Request authority for the Office of Purchasing Services to renew the contract annually for two additional one-year periods. Contract renewal shall be contingent upon Educational Technology's request for continuance of services and annual contract review.

ACTION BY BOARD

___ Approved Recommendation(s) Above & Awarded Meeting Date: _____

___ Other _____

Joe O'Connor – FCCM, Purchasing Specialist
Supervisor - Purchasing and Warehouse Services

Mark Langdorf – Director
Risk Management

SPECIAL TERMS AND CONDITIONS

5.1 Method Of Award

SCHOOL BOARD intends to accept the "lowest" and "best" bids submitted to it. The term "lowest" aforesaid shall be interpreted to mean the lowest "ALL OR NONE" Total Net Bid Price for all required tasks. In determining which is the "lowest" and "best" bids received, the SCHOOL BOARD shall also consider and weigh (a) the experience, qualifications and reputation of each BIDDER, and (b) the quality of products and services proposed by each BIDDER.

SCHOOL BOARD reserves the right to:

- a. reject any and all bids received by it,
- b. waive minor informalities in any bid,
- c. accept any bid or part thereof, which in its judgment, will be for the best interest of the School Board of Brevard County, Florida.

5.2 Length Of Contract

Prices shall remain firm for a period of one year from date of award.

5.3 Contract Renewals

The SBBC reserves the right to renew this contract or any portion thereof, for up to two (2) additional one (1) year periods, upon mutual agreement in writing.

5.4 Quantity

Please note that in no way does this bid obligate the SBBC to purchase any product. Orders shall be placed on an as needed basis. The estimated expenditure for the 12 month term of this contract is Variable. No guarantee is given or implied as to the total quantity or dollar value of this bid.

5.5 Exempt Items

The following items are **exempt** from this bid: computer systems, servers, routers, broadband devices, network storage devices, printers, and any other item that the district may add on at a later date. These items will not be awarded by this bid.

5.6 Fixed Percentage Discount Off of Manufacture's Suggested Retail Price

Bidders are required to provide a fixed percentage discount off of the published Manufacturer's Suggested Retail Price (MSRP) Schedule for each specific item bid in Section A and/or B. Two copies of the MSRP Schedule or comparable published price schedule shall accompany the bid. The fixed percentage discount component is applicable only to vendors selected for the award of specific items in Section A and/or B. SBBC reserves the right to negotiate firm contract pricing with the successful vendors based on the fixed percentage discount off of the MSRP to compensate for end of model production / new model releases and balance of manufacturer's line to provide additional equipment and products as necessary for the term of the contract. Acceptance will be based on existing cost parameters and budgetary means. The successful vendors shall maintain and provide SBBC with the latest MSRP schedule referencing the specific items awarded for the term of the contract.

An exception will be made regarding the requirement to provide a fixed percentage discount off of the published Manufacturer's Suggest Retail Price Schedule only when the Manufacturer does not publish a MSRP Schedule. This exception will allow for the bidder's submission of the Manufacturer's published Distributors/Resellers Price Schedule, along with SBBC's cost and a fixed percentage "markup" from the Manufacturer's published Distributors/Resellers Price Schedule. The successful vendors shall maintain and provide SBBC with the latest Manufacturer's published Distributors/Resellers Price Schedule referencing the specific items awarded for the term of the contract.

5.7 Quantity Discounts

SBBC may negotiate with awarded vendors for additional discounts on large quantity orders. When special quantity pricing becomes available or when special promotions occur, the successful vendors shall notify SBBC users so that additional savings may be obtained.

5.8 Substitutes

Unapproved substitutes shall not be allowed. If items are not available, the school or department noted on the purchase order must be contacted prior to shipment to determine if a substitute is acceptable.

5.9 Labeling

Each carton, package, box and/or container shall be labeled. Each label shall identify each carton as follows: a) Vendor Name b) Purchase Order Number c) Description of item(s) d) Quantity of items contained e) School or Department Name f) Requestor's name.

5.10 Delivery

Delivery, as specified herein, shall be within thirty (30) calendar days from the date of the receipt of the purchase order. If unable to meet this delivery, please indicate best delivery times on Bid Price Sheet. Deliveries only shall be made between the hours of 8:00 a.m. and 3:00 p.m. except on Saturdays, Sundays, or holidays when all school buildings and departments are closed.

5.11 Failure of Delivery

In as much as failure to complete the delivery in the specified contract time will result in loss to the owner and damages cannot be calculated with any degree of certainty, it is hereby agreed that if the failure to meet the scheduled delivery time results in a stock outage, the SBBC reserves the right to acquire a reasonable quantity from any source it deems appropriate, to ensure product availability. SBBC reserves the right to cancel any order upon notice to the vendor and to refuse any subsequent delivery.

5.12 Failure of Performance

If the successful bidder fails to perform as required per these specifications or fails to deliver the items as specified herein, his award will be terminated by the SBBC.

5.13 Installation and Technical Services - Materials and Labor

The Installation component is applicable only to vendors selected for the award of specific items in Section A and/or B. Installation of other awarded items, even though an installed price was not required in this bid, may be required by SBBC. Should this occur the awarded vendor shall submit a quote to the requesting school or department outlining in detail the installation process. The quote will include an itemized list of materials with the vendor's actual cost, along with the percentage markup for the cost of materials bid in Section B (not to exceed 15%), the labor hours required to complete the installation at the hourly labor rate bid in Section B. All work shall be performed after school hours unless instructed otherwise.

The Technical Service component is applicable only to vendors selected for the award of specific items in Section A. Technical Services may be required by SBBC. Should this occur the awarded vendor shall submit a quote to the requesting school or department outlining in detail the service to be performed. The quote will include an itemized list of materials with the vendor's actual cost, along with the percentage markup for the cost of materials bid in Section B (not to exceed 15%), the labor hours required to complete the service at the hourly labor rate bid in Section B. All work shall be performed after school hours unless instructed otherwise.

5.14 Quality and Warranty

The successful vendors shall fully guarantee all items furnished herein against defect in materials and/or workmanship for a minimum period of **one (1) year (SBBC's Warranty Period)** from the date of startup. In regards to orders for equipment only: should any defect in material or workmanship, excepting ordinary wear and tear, appear during the duration of SBBC's one year warranty period, regardless of the manufacturer's lesser standard equipment warranty period, the successful vendors shall repair or replace item(s) at no cost to SBBC immediately upon notice from the School or Department. In regards to purchase orders for equipment and installation: including all equipment, material, parts and labor contracted as a result of this bid award shall be fully warranted by the successful vendors against mechanical, electrical and workmanship defects for the duration of SBBC's one year warranty period regardless of the manufacturer's lesser standard equipment warranty period. Warranty shall cover all labor and component parts of the equipment and any other costs that may be incurred including shipping charges. Successful vendors shall fully guarantee next day delivery of replacement parts. In addition, the successful vendors shall respond to any required repairs on warranty issues within 48 hours of notice and complete repairs within fifteen (15) working days thereafter.

Bidders must provide the unit price for each item complying with SBBC's required one year warranty period in Column I and the additional cost if any for an additional two (2) years extended warranty period in Column III. Price sheets have been revised to include a separate column for this extended warranty and additional cost if any (see attached). SBBC reserves the right to award any item to multiple vendors as determined to be in the best interest of SBBC.

The vendors (see the gray area below) recommended for award have submitted the lowest most responsive and responsible bid per FAC 6A-1.012								
			All bidders listed below have submitted a bid to provide the make and model of the product as specified.					
			<i>BES Industries</i>	<i>IM Solutions</i>	<i>Light Speed</i>	<i>Smiley's</i>	<i>Troxell</i>	<i>Xerox AV Solutions</i>
Item No.	Description of Item	Qty						
PROJECTORS								
1	EPSON - V11H382020 Powerlite 93 Projector or acceptable equivalent with 2 year lamp replacement warranty.	1 Each	\$660.00 - Casio XJ-M140 5 Year Lamp Warranty + 20% Discount off of MSRP	No Bid	No Bid	\$696.50 - Sharp PGD2510X - with 2 year lamp replacement + 30% discount of MSRP	\$419.05 - Mitsubishi EX24OU - 3 year ERA Warranty - 1 year lamp warranty + 40% Discount off of MSRP	\$479.00 - Epson Powerlite 93 + 30% off of MSRP
2	BMS - LCD LOC II Universal Security Mount or Equal	1 Each	\$71.99 + 25% Discount off of MSRP	\$72.63 - PDR Mounts WPM-100L + 42% Discount off of MSRP	No Bid	No Bid	\$83.16 - Chief RPAA! + 66.6% discount off MSRP	\$109.95 - Loc II or \$82.00 - LOC II-E + 50% discount off MSRP
3	CHIEF – 3" Fixed Extension Column or Equal	1 Each	\$3.89 - BMS - EXTCLM3 + 35% Discount off of MSRP	\$32.25 - CMS 036 + 31% Discount off of MSRP	No Bid	No Bid	\$5.26 - Chief CMS003 + 59.54% discount off of MSRP	\$7.00 - Chief or \$5.75 BMS EXTCLM3 + 46% discount off of MSRP

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			BES Industries	IM Solutions	Light Speed	Smiley's	Troxell	Xerox AV Solutions
Item No.	Description of Item	Qty						
DOCUMENT CAMERAS PORTABLE								
4	AVERSION 200AF+ – Portable document camera with mechanical arm design or acceptable equivalent	1 Each	\$212.24 - Qomo QPC 30 + 35% Discount off of MSRP	No Bid	No Bid	\$455.43 - VIDIFOX PV 4905 W/3 Year Warranty + 43% discount off of MSRP	\$565.51 Avermedia 300 AFPLUS + 5.75% discount off of MSRP	\$399.00 - Epson DC-11 + 29%discount on MSRP
DOCUMENT CAMERA/VGA CABLE								
5	QOMO - QD700 - Digital Document Carera or Equal with 5 year warranty.	1 Each	\$545.35 - Qomo QD700 + 35% Discount off of MSRP	No Bid	No Bid	\$549.50 - VIDIFOX DV550S - w/5 year warranty + 50% discount off of MSRP	\$955.56 - Qomo QD3700 - 2 Year Warranty + 47.64% pff MSRP	\$575.00 - Samsung SDP 860 + 28% discount off of MSRP
6	EXTRON – VGA Male to Male Cable (15')	1 Each	\$9.09 + 35% off of MSRP	\$18.97- 26-238-02 VGA M-M, MD115 + 42% discount off of MSRP	No Bid	No Bid	\$22.86 - Cables to go 40130 + 34.66% off of MSRP	\$22.50 Extron or \$15.45 CTG + 37% off MSRP
7	LIGHTSPEED – 820iR - Wireless Infrared Audio System or Equal	1 Each	\$507.49 - Teachlogic IRM-4150CS4 - Sapphire Mic - 5 Year Warranty + 30% off of MSRP	No Bid	\$771.40 - 820-RSDX (w/o wire) - \$1,142.00 - 820 RSD (w/wire) + 30% discount off of MSRP	No Bid	\$706.83 - Phonic Ear 2020540000, no speakers or mic included + 47.72% discount of MSRP	\$985.00 - Frontrow LA-CSP-CS-P@ - no discount

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SECTION B: Installation and Technical Services - Labor								
11	Labor (to be furnished by the awarded vendor if and when requested by the SBBC) shall be at awarded vendor's hourly labor rate bid (as specified in subparagraph - 5.13) Applicable only to vendors selected for the award of specific items in Section A.							
	a. Installer – Hourly Labor Rate - Services to include: unbox, plug into existing wiring and cabling, startup, initial programming and operation instructions as required.	Per Hour	BES - \$65/hr	IMS - \$55/hr	Light Speed - \$57/hr. - Two hour minimum	Smiley's - \$38/hr	Troxell - \$85/hr per installer, minimum of 2 hours	Xerox Audio Video - \$46/hr
	b. Service Technician – Hourly Rate. Services to include: unbox, plug into existing wiring and cabling, startup, initial instruction as required. Integration with other equipment provided by awarded vendor, existing equipment or equipment provided by others as required. Maintenance troubleshooting diagnostics and repair as required.	Per Hour	BES - \$65/hr	IMS - \$75/hr	Light Speed - \$57/hr. - Two hour minimum	\$50/hr	No Bid	Xerox Audio Video - \$54/hr

NOTE: NO BIDS WERE RECEIVED FOR ITEMS 9 AND 10, THEREFORE THESE TWO ITEMS WERE NOT AWARDED

NOTE: PERCENTAGE OFF MSRP IS FOR ADDITIONAL ITEMS IN THE PRODUCT LINE THAT WERE NOT SPECIFIED WITHIN THIS BID

BIDDER'S NOTES

BID #12-008/BP – AUDIO VISUAL EQUIPMENT

Vendor	Time Required for Delivery	Contract Term
V0000210591 BES Industries Inc. 11512 Lake Mead Ave. #406 Jacksonville, FL 32256 Ph: 904-322-5180 Toll Free: 877-237-2802 Fax: 888-201-7631 Contact: Dan Bready Email: dbready@bessales.com Website: www.bessales.com	15-30 Days ARO	1 Year from Date of Award
V0000204799 IM Solutions Inc. 2801 S. Harbor City Blvd. Melbourne, FL 32901 Ph: 321-722-3522 Fax: 321-722-5822 Contact: JoAnn Davis Email: sales@IMavl.com Website: www.imavl.com	10-12 Days ARO	1 Year from Date of Award
V0000203616 Lightspeed Technologies 11509 SW Herman Road Tualatin, OR 97062 Ph: 800-732-8999 Fax: 503-684-3197 Contact: Cathy Nelson Email: lsbids@lightspeed-tek.com Website: Lightspeed-tek.com	10 Days ARO	1 Year from Date of Award

Vendor	Time Required for Delivery	Contract Term
Smiley's Audio-Visual Inc. PO Box 6925 Lakeland, FL 33807 Phone: 800-282-3497 Fax: 863-667-3186 Contact: Cathy Smiley Email: info@smileysaudiovisual.com Website: www.smileysaudiovisual.com	15-25 Days ARO	1 Year from Date of Award
V0000201031 Troxell Communications, Inc. 1413 Airport Drive, Ste 400 Ball Ground, GA 30107 Ph: 770-676-8477 Toll Free: 800-578-8858 Fax: 813-571-7439 Contact: Daniel Cooper Email: Daniel.cooper@trox.com Website: www.trox.com	Stock to 30 Days ARO	1 Year from Date of Award
V0000206173 Xerox Audio Visual Solutions 4542 Eagle Falls Place Tampa, FL 33619 Ph: 813-241-3947 Toll Free: 888-722-7252 Fax: 813-241-3948 Contact: Email: ensabaugh@xeroxaudiovisual.com Website: www.xeroxaudiovisual.com	7-14 Business Days	1 Year from Date of Award