

District School Board of Pasco County

Bid Recommendation

Bid Title	Interactive Whiteboards- PART I-"as-needed"		Number of Vendors Notified	302
Bid Number	11-026-SN		Number of Bids Distributed	111
Date Solicited	May 21, 2010		Number of Vendors Bidding	9
Date Opened	June 16, 2010		Number of Formal "No Bid" Responses	0
Date Board Presentation	July 6, 2010		Funding Source	Capital Federal and General Funds
Total Savings	Estimated \$90,000		Grand Total of Bid	Estimated \$200,000

Recommendation: Recommend acceptance of bids as noted on the attached tabulation sheet as the highest average discount offered from the manufacturer's pricers by group.

Term of Contract: This bid is for Interactive Whiteboards which will be purchased by various schools and departments throughout the District on an "as-needed" basis. This is a three-year bid, renewable annually based upon the mutual consent of all parties. The first year will begin on July 7, 2010 and continue through July 6, 2011.

Notations and Exceptions:

School Specialty is disqualified for bidding Dukane as an alternate for all groups. The bid states that the groups specified are the District's standard and alternates would not be considered.

Group B-Promethean Interactive is still under evaluation and will be forwarded as "PART II" to a later board meeting.

The total saving was determined by averaging the discounts for each group and subtracting from the estimated expenditures.

Offers from 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.

Bids Evaluated By:

Wendy Spriggs, Director, Instructional Media Services

Bids Prepared By:

Stephanie Noble, Buyer, Purchasing Department

Reviewed and Authorized By:

Kendra Goodman, CPPO, CPPB, Purchasing Agent

Notations and Exceptions:

Group C- No bids were received for Group C InterWrite. Request permission to purchase InterWrite for Fivay High School from eInstruction utilizing bid 09-057-DN board approved on November 9, 2009 under the 33% balance of line section. Anticipated expenditures for Fivay High School are estimated at \$20,000 and need to be purchased now for the school's opening.

For future purchases of InterWrite, under the Department of Education Rule 6A-1.012(10), a district school board, when acquiring "information technology resources" may make any acquisition through direct negotiations and contract with vendors which best fits the needs of the school district. The Purchasing Department will be directly negotiating this commodity line for future purchases as the InterWrite prices for Fivay High School are for a limited time under a separate bid. It is anticipated that annual expenditures will be approximately \$30,000. The direct negotiations will be a three-year contract, renewable annually based upon mutual consent of the parties and will be forwarded to the Board for approval once the negotiations have been completed.

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF BID OPENING: December 16, 2009 @ 2:30 p.m.		AVI-SPL	CCS Presentation Systems	CDW Government, Inc	Computer Station of Orlando	Logical Choice
BID TITLE: Interactive Whiteboards		6301 Benjamin Road Suite 101	9655 West Florida Minin Blvd. Bldg 500, Suite 509	230 N Milwaukee Ave.	3101 Maltby Drive	1045 Progress Circle
BID # 11-026-SN		Tampa, FL 33634	Jacksonville, FL 32257	Vernon Hills, IL 60061	Deltona, FL 32738	Lawrenceville, GA 30043
ITEM#	DESCRIPTION					
	DISCOUNT OFF MANUFACTURER PRICER:					
GROUP A -	SMART TECHNOLOGIES					
	48" diagonal Smartboard	43.00%	45.00%	NB	NB	NB
	64" diagonal Smartboard	40.00%	43.00%	NB	NB	NB
	77" diagonal Smartboard	40.00%	42.00%	NB	NB	NB
	87" diagonal Smartboard	45.25%	43.00%	NB	NB	NB
	94" diagonal Smartboard	52.00%	48.00%	NB	NB	NB
	48" diagonal Smartboard with LCD	Not Available	Not Available	Not Available	Not Available	Not Available
	64" diagonal Smartboard with LCD	39.00%	39.00%	NB	NB	NB
	77" diagonal Smartboard with LCD	39.00%	39.00%	NB	NB	NB
	87" diagonal Smartboard with LCD	41.00%	39.00%	NB	NB	NB
	94" diagonal Smartboard with LCD	Not Available	Not Available	Not Available	Not Available	Not Available
	AVERAGE DISCCOUNT	42.41%	42.25%	NB	NB	NB
	Mobile Stand for SmartBoards	32.00%	38.00%	NB	NB	NB
	Pair of 15watt speakers for SmartBoards	12.00%	14.00%	NB	NB	NB
	SmartBoard Interactive Wireless Slate (Airliner)	25.00%	12.00%	NB	NB	NB
	SmartBoard Wireless Bluetooth Connection	12.00%	10.00%	NB	NB	NB
	Balance of Line	10.00%	5.00%	NB	NB	NB
	Training Available	Y	Y	NB	NB	NB
	Hourly Rate:	\$55.00	\$50.00	NB	NB	NB
GROUP B -	Promethean Interactive					
	64" diagonal Whiteboard	NB	NB	12.00%	NB	3.00%
	78" diagonal Whiteboard	NB	NB	12.00%	NB	5.00%
	95" diagonal Whiteboard	Not Available	Not Available	12% (not bidding 95", bidding 87")	NB	8.00%
	78" Whiteboard with LCD and Adjustable	NB	NB	17.00%	NB	8.00%
	64" Whiteboard with LCD and Fixed Mount	NB	NB	17.00%	NB	8.00%
	AVERAGE DISCCOUNT	NB	NB	14.50%	NB	6.40%
	Mobile Stand for Promethean	NB	NB	12.00%	NB	3.00%
	Interactive Wireless Slate (Activslate)	NB	NB	12.00%	NB	5.00%
	Promethean Wireless Bluetooth Connection	NB	NB	12.00%	NB	5.00%
	Balance of Line	NB	NB	12-24%	NB	4.00%
	Training Available	NB	NB	Y*	NB	Y
	Hourly Rate:	NB	NB		NB	\$250.00 per hour \$2000 per day

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF BID OPENING: December 16, 2009 @ 2:30 p.m.		AVI-SPL	CCS Presentation Systems	CDW Government, Inc	Computer Station of Orlando	Logical Choice
BID TITLE: Interactive Whiteboards		6301 Benjamin Road Suite 101	9655 West Florida Minin Blvd. Bldg 500, Suite 509	230 N Milwaukee Ave.	3101 Maltby Drive	1045 Progress Circle
BID # 11-026-SN		Tampa, FL 33634	Jacksonville, FL 32257	Vernon Hills, IL 60061	Deltona, FL 32738	Lawrenceville, GA 30043
ITEM#	DESCRIPTION					
GROUP C -	InterWrite Interactive					
	60" diagonal Whiteboard	NB	NB	NB	NB	NB
	77" diagonal Whiteboard	NB	NB	NB	NB	NB
	85" diagonal Whiteboard	NB	NB	NB	NB	NB
	95" diagonal Whiteboard	NB	NB	NB	NB	NB
	InterWrite Mobi	NB	NB	NB	NB	NB
	AVERAGE DISCCOUNT	NB	NB	NB	NB	NB
	Interactive Wireless Panel (SchoolPad)	NB	NB	NB	NB	NB
	Mobile Stands for InterWrite	NB	NB	NB	NB	NB
	InterWrite Wireless Bluetooth Connection	NB	NB	NB	NB	NB
	Balance of Line	NB	NB	NB	NB	NB
	Training Available	NB	NB	NB	NB	NB
	Hourly Rate:	NB	NB	NB	NB	NB
GROUP D -	Mimio Interactive					
	Mimio Interactive	20.00%	NB	NB	45.80%	NB
	Mimio Interactive w/ Capture Kit	20.00%	NB	NB	36.42%	NB
	AVERAGE DISCCOUNT	20.00%	NB	NB	41.11%	NB
	Mimio Wireless Capture Device	15.00%	NB	NB	59.00%	NB
	Balance of Line	10.00%	NB	NB	5.00%	NB
	Training Available	N	NB	NB	Yes	NB
	Hourly Rate:		NB	NB	included	NB
GROUP E-	RM Educational Whiteboard Line					NB
	77" Whiteboard with Easyteach software	NB	NB	NB	NB	NB
	UPIC Wireless Magnetic Interactive Panel PIC 64"	NB	NB	NB	NB	NB
	UPIC Wireless Magnetic Interactive Panel PIC 72"	NB	NB	NB	NB	NB
	AVERAGE DISCCOUNT	NB	NB	NB	NB	NB
	Mobile Stands for RM Classroom 77"	NB	NB	NB	NB	NB
	RM ePad Wireless Capture Device EPAD 1 & 2	NB	NB	NB	NB	NB
	Balance of Line	NB	NB	NB	NB	NB
	Training Available	NB	NB	NB	NB	NB
	Hourly Rate:	NB	NB	NB	NB	NB

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF BID OPENING: December 16, 2009 @ 2:30 p.m.		RM Education, Inc.	Rand McNally	School Specialty	Xerox Audio Visual Solutions
BID TITLE: Interactive Whiteboards		1431 Airport Drive	9855 Woods Drive	3175 Northwoods Pkwy RM A	4542 Eagle Falls Place, Bldg. C
BID # 11-026-SN		Ball Groud, GA 30107	Skokie, IL 60077	Norcross, FA 30071	Tampa, FL 33619
ITEM#	DESCRIPTION				
DISCOUNT OFF MANUFACTURER PRICER:					
GROUP A - SMART TECHNOLOGIES				Dukane	
	48" diagonal Smartboard	NB	NB	48.00%	41.25%
	64" diagonal Smartboard	NB	NB	48.00%	41.23%
	77" diagonal Smartboard	NB	NB	48.00%	41.23%
	87" diagonal Smartboard	NB	NB	48.00%	41.18%
	94" diagonal Smartboard	NB	NB	48.00%	47.16%
	48" diagonal Smartboard with LCD	Not Available	Not Available	48.00%	Not Available
	64" diagonal Smartboard with LCD	NB	NB	48.00%	37.24%
	77" diagonal Smartboard with LCD	NB	NB	48.00%	37.10%
	87" diagonal Smartboard with LCD	NB	NB	48.00%	36.96%
	94" diagonal Smartboard with LCD	Not Available	Not Available	48.00%	Not Available
	AVERAGE DISCCOUNT	NB	NB	48.00%	40.42%
	Mobile Stand for SmartBoards	NB	NB	48.00%	41.19%
	Pair of 15watt speakers for SmartBoards	NB	NB	48.00%	16.09%
	SmartBoard Interactive Wireless Slate (Airliner)	NB	NB	48.00%	32.39%
	SmartBoard Wireless Bluetooth Connection	NB	NB	48.00%	16.72%
	Balance of Line	NB	NB	48.00%	20.00%
	Training Available	NB	NB	N	Y
	Hourly Rate:	NB	NB		\$299.00
GROUP B - Promethean Interactive				Dukane	
	64" diagonal Whiteboard	NB	NB	48.00%	NB
	78" diagonal Whiteboard	NB	NB	48.00%	NB
	95" diagonal Whiteboard	NB	NB	48.00%	NB
	78" Whiteboard with LCD and Adjustable	NB	NB	48.00%	NB
	64" Whiteboard with LCD and Fixed Mount	NB	NB	48.00%	NB
	AVERAGE DISCCOUNT	NB	NB	48.00%	NB
	Mobile Stand for Promethean	NB	NB	48.00%	NB
	Interactive Wireless Slate (Activslate)	NB	NB	48.00%	NB
	Promethean Wireless Bluetooth Connection	NB	NB	48.00%	NB
	Balance of Line	NB	NB	48.00%	NB
	Training Available	NB	NB	N	NB
	Hourly Rate:	NB	NB		NB

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF BID OPENING: December 16, 2009 @ 2:30 p.m.		RM Education, Inc.	Rand McNally	School Specialty	Xerox Audio Visual Solutions
BID TITLE: Interactive Whiteboards		1431 Airport Drive	9855 Woods Drive	3175 Northwoods Pkwy RM A	4542 Eagle Falls Place, Bldg. C
BID # 11-026-SN		Ball Groud, GA 30107	Skokie, IL 60077	Norcross, FA 30071	Tampa, FL 33619
ITEM#	DESCRIPTION				
GROUP C -	InterWrite Interactive			Dukane	
	60" diagonal Whiteboard	NB	NB	48.00%	NB
	77" diagonal Whiteboard	NB	NB	48.00%	NB
	85" diagonal Whiteboard	NB	NB	48.00%	NB
	95" diagonal Whiteboard	NB	NB	48.00%	NB
	InterWrite Mobi	NB	NB	48.00%	NB
	AVERAGE DISCCOUNT	NB	NB	48.00%	NB
	Interactive Wireless Panel (SchoolPad)	NB	NB	48.00%	NB
	Mobile Stands for InterWrite	NB	NB	48.00%	NB
	InterWrite Wireless Bluetooth Connection	NB	NB	48.00%	NB
	Balance of Line	NB	NB	48.00%	NB
	Training Available	NB	NB	N	NB
	Hourly Rate:	NB	NB		NB
GROUP D -	Mimio Interactive			Dukane	
	Mimio Interactive	NB	**5%	48.00%	NB
	Mimio Interactive w/ Capture Kit	NB	NB	48.00%	NB
	AVERAGE DISCCOUNT	NB	NB	48.00%	NB
	Mimio Wireless Capture Device	NB	NB	48.00%	NB
	Balance of Line	NB	NB	48.00%	NB
	Training Available	NB	NB	N	NB
	Hourly Rate:	NB	NB		NB
			Offers with a one year of Rand McNally Classroom Online Maps and Teacher's resource subscription		
GROUP E-	RM Educational Whiteboard Line			Dukane	
	77" Whiteboard with Easyteach software	60.00%	NB	48.00%	NB
	UPIC Wireless Magnetic Interactive Panel PIC 64"	50.00%	NB	48.00%	NB
	UPIC Wireless Magnetic Interactive Panel PIC 72"	50.00%	NB	48.00%	NB
	AVERAGE DISCCOUNT	53.33%	NB	48.00%	NB
	Mobile Stands for RM Classroom 77"	20.00%	NB	48.00%	NB
	RM ePad Wireless Capture Device EPAD 1 & 2	20.00%	NB	48.00%	NB
	Balance of Line	5.00%	NB	48.00%	NB
	Training Available	Y	NB	N	NB
	Hourly Rate:	\$250/hr min 3 hrs	NB		NB