

# District School Board of Pasco County

## Bid Recommendation

<b>Bid Title</b>	<b>ITV Equipment and Supplies</b>		<b>Number of Vendors Notified</b>	<b>333</b>
<b>Bid Number</b>	<b>12-052-VJ</b>		<b>Number of Bids Distributed</b>	<b>59</b>
<b>Date Solicited</b>	<b>November 18, 2011</b>		<b>Number of Vendors Bidding</b>	<b>8</b>
<b>Date Opened</b>	<b>December 16, 2011</b>		<b>Number of "Formal No Bid" Responses</b>	<b>0</b>
<b>Date Board Presentation</b>	<b>January 24, 2012</b>		<b>Funding Source</b>	<b>General and Internal Funds</b>
<b>Total Savings</b>	<b>\$125,050.36</b>		<b>Grand Total of Bid</b>	<b>\$400,000.00</b>

### **Recommendation:**

Recommend acceptance of bids as noted on the attached tabulation sheets for ITV Equipment and Supplies. Section One (1) awards are based on the lowest and best, responsive, responsible bid per item meeting written specifications. Section Two (2) awards are based on the highest average discount offered from the manufacturer's websites. Section Three (3) awards are based on the lowest and best bid price for quantities (11-50) from responsive, responsible bidders meeting written specifications. Section Four (4) awards are based on the lowest and best, responsive, responsible bid per item meeting written specifications.

### **Term of Contract:**

This is a one-year contract for a firm-fixed price on an "as-needed" basis for various ITV Equipment and Supplies. The contract term shall be effective from January 25, 2012 through January 19, 2013.

### **Notations and Exceptions:**

Total savings are estimates only and include Section One (1), Section Two (2), Section Three (3), and Section Four (4). As no bids were received for Section Five (5), we are requesting permission to obtain quotes on an "as needed" basis for this item.

**Section 2, Group A: Sony** – Recommend acceptance of bid from Camcor as the highest discount offered from manufacturer's website price; BES Industries was not awarded as the result of a coin toss. Recommend rejection of Troxell Communications as submitted discounts applied to the vendor's retail website and are, therefore, considered non-responsive per the written specifications.

**Section 2, Group A: Canon** – Recommend acceptance of bid from Aves Audio Visual as the highest discount offered from manufacturer's website price. Recommend rejection of Global Government Education Solutions and Troxell Communications as neither offered discounts from manufacturer's website per the written specifications.

**Section 2, Group A: Nikon** – Recommend acceptance of bid from BES Industries as the highest discount offered from manufacturer's website price. Recommend rejection of Global Government Education Solutions as submitted discounts applied to the vendor's retail website and are, therefore, considered non-responsive per the written specifications.

**Section 2, Group A: Olympus** – Recommend acceptance of bid from Camcor as the highest discount offered from manufacturer's website price. Recommend rejection of Global Government Education Solutions and Troxell Communications as neither offered discounts from manufacturer's website per the written specifications.

**Section 2, Group B: Sony** - Recommend acceptance of bid from BES Industries as the highest discount offered from manufacturer's website price; Camcor was not awarded as the result of a coin toss. Recommend rejection of Troxell Communications as submitted discounts applied to the vendor's retail website and are, therefore, considered non-responsive per the written specifications.

**Section 2, Group B: Canon** - Recommend acceptance of bid from Aves Audio Visual as the highest discount offered from manufacturer's website price. Recommend rejection of Global Government Education Solutions and Troxell Communications as neither offered discounts from manufacturer's website per the written specifications.

**Section 2, Group B: Panasonic** - Recommend acceptance of bid from BES Industries as the highest discount offered from manufacturer's website price. Recommend rejection of Global Government Education Solutions and Troxell Communications as neither offered discounts from manufacturer's website per the written specifications.

**Section 2, Group B: JVC** - Recommend acceptance of bid from BES Industries as the highest discount offered from manufacturer's website price. Recommend rejection of Troxell Communications as submitted discounts applied to the vendor's retail website and are, therefore, considered non-responsive per the written specifications.

Offers from the vendors listed herein are the only offers received timely as of the specified opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

**Bids Evaluated By:**

Andy Dunn, Instructional Media and Technology Department

**Bids Prepared By:**

Vickie Jones, Interim Buyer, Purchasing Department

**Reviewed and Authorized By:**

Kendra Goodman, CPPO, CPPB, Purchasing Agent



Pasco County School Board Tabulation Sheet

<b>DATE OF OPENING:</b> December 16, 2011 @ 2:30pm		<b>Audio Visual Innovations</b>	<b>Aves Audio Visual Systems, Inc.</b>	<b>BES Industries</b>
<b>BID NAME:</b> ITV Equipment and Supplies		6301 Benjamin Rd., Ste. 101	PO Box 500	11512 Lake Mead Ave., # 406
<b>BID #:</b> 12-052-VJ		Tampa, FL 33634	Sugar Land, TX 77487	Jacksonville, FL 32256
		P 813-884-7168	P 281-295-1300	P 888-527-6288
		F 813-882-9508	F 281-295-1310	F 888-201-7631
<b>Section 1 ITV Equipment</b>				
<b>IT-01</b>	<b>Toshiba DR570 DVD with tuner or equal</b>	no bid	\$195.00	No Bid
	Manufacturer		MAGNAVOX	
	Model		ZV457MG9	
<b>IT-02</b>	<b>Telex Model #EH3S Headphones - stereo</b>	no bid	\$8.60	No Bid
	Manufacturer		TELEX/CALIFONE	
	Model		EH3S	
<b>IT-03</b>	<b>BenQ DLP Projector Model MX711 - NO ALTERNATES</b>	no bid	\$527.00	No Bid
<b>IT-04</b>	<b>Editrol V-4 4 Channel Video Mixer Digital Video Mixer: S-Video and compost video or equal</b>		\$1,084.00	\$1,069.00
	Manufacturer		EDIROL/ROLAND	Edirol/Roland
	Model		V4	V-4
<b>SECTION 2 ELECTRONIC EQUIPMENT DISCOUNT OFF MANUFACTURER</b>				
<b>Group A</b>	<b>Digital Still Cameras</b>			
	Sony Consumer Line (www.sony.com)	no bid	4%	5%
	Canon Consumer Line (www.canon.com)	no bid	11%	5%
	Nikon Consumer Line (www.nikon.com)	no bid	0	5%
	Olympus Consumer Line (http://olympusamerica.com)	no bid	0	5%
<b>Group B</b>	<b>Digital Video Cameras</b>			
	Sony Consumer Line (www.sony.com)	no bid	4%	5%
	Canon Consumer Line (www.canon.com)	no bid	11%	5%
	Panasonic Consumer Line (www.panasonic.com)	no bid	0	5%
	JVC Consumer Line (www.jvc.com)	no bid	0	5%
<b>Group C</b>	<b>Audio Equipment</b>			
	Peavey (www.peavey.com)	no bid	18%	20%
	Fender (www.fender.com)	no bid	29%	N/A
	Sennheiser (www.sennheiserusa.com)	no bid	18%	25%
	Shure (www.shure.com)	no bid	25%	25%
	Yamaha (http://usa.yamaha.com/)	no bid	0	25%
	Mackie (www.mackie.com)	no bid	18%	25%
<b>SECTION 3 CLASSROOM RETROFIT</b>				
<b>CR-01</b>	<b>Paso DMA 2015 Amplifier or equal</b>		NO BID	No Bid
	Manufacturer	<b>Paso</b>		
	Model	<b>DMA 2015</b>		
	Deliver Date (aro)	<b>work</b>		

Pasco County School Board Tabulation Sheet

<b>DATE OF OPENING:</b> December 16, 2011 @ 2:30pm		<b>Camcor</b>	<b>Global Government Education Solutions</b>	<b>Pyramid School Products</b>
<b>BID NAME:</b> ITV Equipment and Supplies		2273 S. Church St.	6990 US Route 36	6510 N. 54th St.
<b>BID #:</b> 12-052-VJ		Burlington, NC 27215	Fletcher, OH 45326	Tampa, FL 33610-1908
		P 800-868-2462	P 888-445-2725	P 813-621-6446
		F 800-298-1181	F 877-231-3799	F 813-621-7688
<b>Section 1 ITV Equipment</b>				
<b>IT-01</b>	<b>Toshiba DR570 DVD with tuner or equal</b>	Discontinued	NO Bid	
	Manufacturer	N/A		
	Model	N/A		
<b>IT-02</b>	<b>Telex Model #EH3S Headphones - stereo</b>	\$8.49	No Bid	\$6.89
	Manufacturer	Califone (Telex)		CALIFONE
	Model	EH3S		3068AV
<b>IT-03</b>	<b>BenQ DLP Projector Model MX711 - NO ALTERNATES</b>	\$695.88		
<b>IT-04</b>	<b>Editrol V-4 4 Channel Video Mixer Digital Video Mixer: S-Video and compost video or equal</b>	\$1,099.97	No Bid	
	Manufacturer	Edirol		
	Model	V-4		
<b>SECTION 2 ELECTRONIC EQUIPMENT DISCOUNT OFF MANUFACTURER</b>				
<b>Group A</b>	<b>Digital Still Cameras</b>			
	Sony Consumer Line (www.sony.com)	5%	0	
	Canon Consumer Line (www.canon.com)	5%	0-10%	
	Nikon Consumer Line (www.nikon.com)	3%	0-10%	
	Olympus Consumer Line (http://olympusamerica.com)	6%	0-10%	
<b>Group B</b>	<b>Digital Video Cameras</b>			
	Sony Consumer Line (www.sony.com)	5%	0	
	Canon Consumer Line (www.canon.com)	6%	0-10%	
	Panasonic Consumer Line (www.panasonic.com)	NO BID	0-10%	
	JVC Consumer Line (www.jvc.com)	3%	No Bid	
<b>Group C</b>	<b>Audio Equipment</b>			
	Peavey (www.peavey.com)	NO BID	No Bid	
	Fender (www.fender.com)	NO BID	No Bid	
	Sennheiser (www.sennheiserusa.com)	NO BID	No Bid	
	Shure (www.shure.com)	20%	No Bid	
	Yamaha (http://usa.yamaha.com/)	NO BID	No Bid	
	Mackie (www.mackie.com)	NO BID	No Bid	
<b>SECTION 3 CLASSROOM RETROFIT</b>				
<b>CR-01</b>	<b>Paso DMA 2015 Amplifier or equal</b>		No Bid	
	Manufacturer	N/A		
	Model	N/A		
	Deliver Date (aro)	N/A		

Pasco County School Board Tabulation Sheet

<b>DATE OF OPENING:</b> December 16, 2011 @ 2:30pm		<b>Smiley's Audio Visual, Inc.</b>	<b>Troxell Communications</b>	<b>Xerox Audio Visual Solutions</b>
<b>BID NAME:</b> ITV Equipment and Supplies		PO Box 6925	1971 W. Lumsden Rd., PMB 148	3170 Reps Miller Rd., Ste. 190
<b>BID #:</b> 12-052-VJ		Lakeland, FL 33807	Brandon, FL 33511	Norcorss, GA 30071
		P 800-282-3497	P 813-653-2690	P 813-454-5422
		F 863-667-3186	F 813-653-2949	F 813-241-3948
<b>Section 1 ITV Equipment</b>				
<b>IT-01</b>	<b>Toshiba DR570 DVD with tuner or equal</b>	<b>\$144.00</b>	260.74	No Bid
	Manufacturer	Toshiba	PANASONIC	
	Model	DVR570	DMREZ48VK, Alternate	
<b>IT-02</b>	<b>Telex Model #EH3S Headphones - stereo</b>	\$10.55	\$7.90	\$8.45
	Manufacturer	Califone	CALIFONE	Califone
	Model	2924AVPS	EH3S	EH-3S
<b>IT-03</b>	<b>BenQ DLP Projector Model MX711 - NO ALTERNATES</b>	\$632.00	<b>\$525.20</b>	\$732.49
<b>IT-04</b>	<b>Editrol V-4 4 Channel Video Mixer Digital Video Mixer: S-Video and compost video or equal</b>	No Bid	<b>\$987.72</b>	\$1,133.49
	Manufacturer		EDITROL	Edirol
	Model		V4	V-4
<b>SECTION 2 ELECTRONIC EQUIPMENT DISCOUNT OFF MANUFACTURER</b>				
<b>Group A</b>	<b>Digital Still Cameras</b>			
	Sony Consumer Line (www.sony.com)	No Bid	5-15% from www.trox.com list	No Bid
	Canon Consumer Line (www.canon.com)	No Bid	5-15% from www.trox.com list	No Bid
	Nikon Consumer Line (www.nikon.com)	No Bid	No Bid	No Bid
	Olympus Consumer Line (http://olympusamerica.com)	No Bid	5-15% from www.trox.com list	No Bid
<b>Group B</b>	<b>Digital Video Cameras</b>			
	Sony Consumer Line (www.sony.com)	No Bid	5-15% from www.trox.com list	No Bid
	Canon Consumer Line (www.canon.com)	No Bid	5-15% from www.trox.com list	No Bid
	Panasonic Consumer Line (www.panasonic.com)	No Bid	5-15% from www.trox.com list	No Bid
	JVC Consumer Line (www.jvc.com)	No Bid	5-15% from www.trox.com list	No Bid
<b>Group C</b>	<b>Audio Equipment</b>			
	Peavey (www.peavey.com)	No Bid	5-15% from www.trox.com list	No Bid
	Fender (www.fender.com)	No Bid	No Bid	No Bid
	Sennheiser (www.sennheiserusa.com)	No Bid	5-15% from www.trox.com list	6%
	Shure (www.shure.com)	No Bid	5-15% from www.trox.com list	20%
	Yamaha (http://usa.yamaha.com/)	No Bid	5-15% from www.trox.com list	No Bid
	Mackie (www.mackie.com)	No Bid	same as above	15%
<b>SECTION 3 CLASSROOM RETROFIT</b>				
<b>CR-01</b>	<b>Paso DMA 2015 Amplifier or equal</b>	No Bid		
	Manufacturer		<b>PASO</b>	
	Model	No Bid	<b>DMA2015</b>	
	Deliver Date (aro)		<b>10-15 DAYS ARO</b>	No Bid

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		P 813-884-7168	P 281-295-1300	P 888-527-6288
		F 813-882-9508	F 281-295-1310	F 888-201-7631
	Each: 1-10	\$176.00		
	<b>Each: 11-50</b>	<b>\$174.00</b>		
	Each: 51-100	\$174.00		
	Each: 101+	\$174.00		
<b>CR-02</b>	<b>Atlas Sound model GD87W Speakers or equal</b>			
	Manufacturer	<b>Atlas Sound</b>	<b>NO BID</b>	<b>No Bid</b>
	Model	<b>GD87W</b>		
	Deliver Date (aro)	<b>15</b>		
	Each: 1-10	\$31.00		
	<b>Each: 11-50</b>	<b>\$28.90</b>		
	Each: 51-100	\$28.90		
	Each: 101+	\$28.50		
<b>SECTION 4 DOCUMENT CAMERAS</b>				
<b>DC-01</b>	<b>Qomo Model QPC30 - NO ALTERNATE</b>	\$418.00	NO BID	\$324.49
	Balance of Line	5%		35%
<b>DC-02</b>	<b>Elmo TT-12 - NO ALTERNATE</b>	no bid	NO BID	No Bid
	Balance of Line			
<b>SECTION 5 LAMINATOR</b>				
<b>L-01</b>	<b>USI ARL 2700 - no fans - NO ALTERNATES</b>	no bid	NO BID	No Bid

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<b>BID #:</b> 12-052-VJ		Burlington, NC 27215	Fletcher, OH 45326	Tampa, FL 33610-1908
		P 800-868-2462	P 888-445-2725	P 813-621-6446
		F 800-298-1181	F 877-231-3799	F 813-621-7688
	Each: 1-10	NO BID		
	<b>Each: 11-50</b>	<b>NO BID</b>		
	Each: 51-100	NO BID		
	Each: 101+	NO BID		
<b>CR-02</b>	<b>Atlas Sound model GD87W Speakers or equal</b>			
	Manufacturer	<b>Atlas</b>	<b>No Bid</b>	
	Model	<b>GD87W</b>		
	Deliver Date (aro)	<b>3-30 days</b>		
	Each: 1-10	\$34.50		
	<b>Each: 11-50</b>	<b>\$31.50</b>		
	Each: 51-100	\$30.75		
	Each: 101+	\$29.72		
<b>SECTION 4 DOCUMENT CAMERAS</b>				
<b>DC-01</b>	<b>Qomo Model QPC30 - NO ALTERNATE</b>	NO BID	No Bid	
	Balance of Line	NO BID		
<b>DC-02</b>	<b>Elmo TT-12 - NO ALTERNATE</b>	\$551.75	\$575.25	
	Balance of Line	11%	35%	
<b>SECTION 5 LAMINATOR</b>				
<b>L-01</b>	<b>USI ARL 2700 - no fans - NO ALTERNATES</b>	NO BID	<b>No Bid</b>	

Pasco County School Board Tabulation Sheet

<b>DATE OF OPENING:</b> December 16, 2011 @ 2:30pm		<b>Smiley's Audio Visual, Inc.</b>	<b>Troxell Communications</b>	<b>Xerox Audio Visual Solutions</b>
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<b>BID #:</b> 12-052-VJ		Lakeland, FL 33807	Brandon, FL 33511	Norcorss, GA 30071
		P 800-282-3497	P 813-653-2690	P 813-454-5422
		F 863-667-3186	F 813-653-2949	F 813-241-3948
	Each: 1-10		\$163.47	No Bid
	<b>Each: 11-50</b>		<b>\$149.02</b>	<b>No Bid</b>
	Each: 51-100		\$125.51	No Bid
	Each: 101+		\$117.11	No Bid
<b>CR-02</b>	<b>Atlas Sound model GD87W Speakers or equal</b>			
	Manufacturer	No Bid	ATLAS	Atlas Sound
	Model		GD87W	GD87W
	Deliver Date (aro)		10-15 DAYS ARO	30 Days ARO
	Each: 1-10		\$40.38	\$26.50
	<b>Each: 11-50</b>		<b>\$40.38</b>	<b>\$26.50</b>
	Each: 51-100		\$39.67	\$26
	Each: 101+		\$39.27	\$25.75
<b>SECTION 4 DOCUMENT CAMERAS</b>				
<b>DC-01</b>	<b>Qomo Model QPC30 - NO ALTERNATE</b>	\$395.00	\$309.45	No Bid
	Balance of Line	10%	23%	
<b>DC-02</b>	<b>Elmo TT-12 - NO ALTERNATE</b>	\$539.50	\$564.83	No Bid
	Balance of Line	10%	12%	
<b>SECTION 5 LAMINATOR</b>				
<b>L-01</b>	<b>USI ARL 2700 - no fans - NO ALTERNATES</b>	No Bid	NO BID	No Bid