



District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/794-2221

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing
Kendra Goodman, CPPO, CPPB, Purchasing Agent
813/794-2221 Fax: 813/794-2111
727/774-2221 TDD: 813/794-2484
352/524-2221 e-mail: kgoodman@pasco.k12.fl.us

July 3, 2012

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent

Kdg/SMB

RE: Third Year Renewal of Three-Year Contract
Bid #11-026-SN Interactive White Boards
Audio Visual Innovations (Renewal)
Troxell Communications (Non-Renewal)

On July 20, 2010, official action (attached) was taken to award the above-referenced bid to Audio Visual Innovations and Troxell Communications (formerly RM Educational Software, Inc.). This bid is a three-year contract, renewable annually based upon mutual consent of both parties. The first year of the agreement expired on July 6, 2010. Subsequently, the second year of the agreement was awarded on May 17, 2011 and covers the period of July 7, 2011 through July 6, 2012.

Considering services have been satisfactory, Audio Visual Innovations and Troxell Communications were contacted to verify their willingness to enter into the third year of the agreement. As such, Audio Visual Innovations has agreed, in writing (attached), to enter into the third year of the contract. Troxell Communications has chosen not to renew their contract (attached).

Therefore, at this time, it is my recommendation to enter into the third year of the agreement with Audio Visual Innovations. The third year of the contract will cover the period of July 7, 2012 through July 6, 2013. Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

KDG/plh

Attachments

District Wide Accreditation • Southern Association of Colleges and Schools

Date/Time: June 26, 2012 11:27:00



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BID RENEWAL REQUEST
BID #11-026-SN
RFP TITLE: Interactive White Boards

 X

Yes, I agree to renew BID #11-026-SN under the same terms and conditions as the existing bid. The third year period shall be from July 7, 2012 through July 6, 2013.

 No, I do not agree to renew BID #11-026-SN

COMPANY NAME: **Audio Visual Innovations**

SIGNATURE: _____

Cindy Turner

TYPED NAME AND TITLE: Cindy Turner Public Sector Contracts Manager

TELEPHONE (WITH AREA CODE): 813 884-7168

FAX NUMBER (WITH AREA CODE): 813 882-9508

E-MAIL: bids@avispl.com

DATE: June 22, 2012

NOTE: By agreeing to renew, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act". Vendors conducting business with the District School Board of Pasco County, who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds **must** be Level 2 fingerprinted by Human Resources. If any of the above applies to this contract, you **must** have those individuals Level 2 fingerprinted and screened by the District's Human Resource Department **prior** to commencement of services or work and must provide a list of employees with renewal. Please contact 813/794-2521 to arrange for an appointment. Costs associated with this background screening are to borne by the vendor. You may access information regarding this law through the internet link: http://election.dos.state.fl.us/laws/051/laws/ch_2005-028.pdf. This law is effective September 1, 2005.

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE EMAIL BACK TO: phall@pasco.k12.fl.us
DISTRICT SCHOOL BOARD OF PASCO COUNTY
ATTENTION: Patty Hall, Interim Buyer Assistant
PURCHASING DEPARTMENT
20430 GATOR LANE
LAND O' LAKES, FL 34638
(813) 794-2489 (PHONE)
(813) 794-2111 (FAX)



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BID RENEWAL REQUEST BID #11-026-SN RFP TITLE: Interactive White Boards

Yes, I agree to renew BID #11-026-SN under the same terms and conditions as the existing bid. The third year period shall be from July 7, 2012 through July 6, 2013.

No, I do not agree to renew BID #11-026-SN

COMPANY NAME: Troxell Communications

SIGNATURE: *Eric Blomquist*

TYPED NAME AND TITLE: Eric Blomquist, Account Executive

TELEPHONE (WITH AREA CODE): 813-653-2690

FAX NUMBER (WITH AREA CODE): 813-653-2949

E MAIL: eric.blomquist@TROX.com

DATE: 6/20/12

NOTE: By agreeing to renew, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act". Vendors conducting business with the District School Board of Pasco County, who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds must be Level 2 fingerprinted by Human Resources. If any of the above applies to this contract, you must have those individuals Level 2 fingerprinted and screened by the District's Human Resource Department prior to commencement of services or work and must provide a list of employees with renewal. Please contact 813/794-2521 to arrange for an appointment. Costs associated with this background screening are to borne by the vendor. You may access information regarding this law through the internet link:

http://election.dos.state.fl.us/laws/05/laws/ch_2005-028.pdf. This law is effective September 1, 2005.

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE EMAIL BACK TO: ghall@pasco.k12.fl.us
DISTRICT SCHOOL BOARD OF PASCO COUNTY
ATTENTION: Patty Hall, Interim Buyer Assistant
PURCHASING DEPARTMENT
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LAND O' LAKES, FL 34638
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(813) 794-2111 (FAX)

District School Board of Pasco County Bid Recommendation

Bid Title	Interactive Whiteboards- PART II Promethean		Number of Vendors Notified	302
Bid Number	11-026-SN		Number of Bids Distributed	111
Date Solicited	May 21, 2010		Number of Vendors Bidding	3
Date Opened	June 16, 2010		Number of Formal "No Bid" Responses	6
Date Board Presentation	July 20, 2010		Funding Source	N/A
Total Savings	N/A		Grand Total of Bid	REJECTED

Recommendation: Recommend rejection of all bids as noted on the attached tabulation sheet for Promethean Interactive as the discounts bid exceed the budget for interactive whiteboards.

Term of Contract: This bid is for Promethean Interactive Whiteboards which will be purchased by various schools and departments throughout the District on an "as-needed" basis.

Notations and Exceptions:

Group B-Promethean Interactive-Recommend rejection of all bids as the discounts offered exceed the District's budget for interactive whiteboards. The schools will purchase other available interactive whiteboard lines (i.e. Smart, InterWrite, Mimio, RM Education) previously awarded on July 6, 2010.

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

District School Board
of Pasco County

DEC 06 2011

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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
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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 DISCOUNT	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 DISCOUNT	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

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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, GA 30071	Tampa, FL 33619
ITEM#	DESCRIPTION	REJECT ALL BIDS			
	DISCOUNT OFF MANUFACTURER PRICER:			Dukane	
GROUP B -	Promethean Interactive				
	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

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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

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DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

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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

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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			Dukane	
GROUP C -	InterWrite Interactive				
	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 DISCOUNT	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 DISCOUNT	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 DISCOUNT	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

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