

District School Board of Pasco County

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638 • 813/ 794-2000

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

December 6, 2011

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent 

RE: RFP #11-026-SN: Interactive White Boards
Company Name Change
Troxell Communications

On July 6, 2010, official action (attached) was taken to award the RM Educational White Board bid items to RM Educational. Effective October 21, 2011, RM Educational Software, Inc. has been acquired by Troxell Communications. As such, Troxell Communications has agreed (attached) to honor all terms and conditions of RFP #11-026-SN, Interactive White Boards for the remainder of the second year of the contract. The second year of the contract covers the period of July 7, 2011 through July 6, 2012.

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/vj
Attachments

Date/Time: November 30, 2011 08:51:00



CORPORATE HEADQUARTERS
4830 S. 38th Street
Phoenix, AZ 85040
602.437.7240 800.652.7912
FAX 602.437.7265 800.752.1299

On October 21, 2011, Troxell Communications acquired the AV Dealer business owned and operated by RM Education. The company operated out of Ball Ground, GA and was formally branded as CompuTrac.

This was a strategic acquisition by Troxell Communications. It provides for the addition of core competencies that support our desire to move from AV Product sales and installation services to a full AV Integration Company. With the acquisition, Troxell adds key resources in our Professional Services area that include Professional Development, Design and Integration, Installation Services and Computer Imaging. We also add a team of Sales Professionals in the Southeastern United States, New York City and Dallas, TX that deepen our ability to support customers and continue to drive organic growth in the market place.

As a Troxell customer or an RM Education customer of the AV Business acquired, we are very excited about the consolidated value this acquisition will bring to you. It is our objective to make this transition as easy as possible for you. Here are some important points for your consideration.

1. If you have any open orders with RM Education, related to the AV Dealer Business that was acquired, we will process those orders without exception. We would prefer that you allow us to invoice the order using a Troxell invoice but if this is an issue for you and payment, we will cross the invoice to the header information on the original order. We would appreciate your guidance on this matter.
2. If you plan to place an order with RM Education, related to the AV Dealer Business, please place that order using the Troxell brand. Your sales professional can help you with this process. In the ideal case, we prefer that you send the order by mail to **Troxell Communications, 4830 S. 38th Street, Phoenix, AZ 85040**. You can also e-mail the order or fax the order to Troxell Communications. (need to add contact info)
3. We recommend that at this time, you work with your sales professional to configure your purchasing system with the contact information for Troxell Communications. Troxell has acquired all of the assets of the RM Education Dealer business including all current state, regional, local and district level purchasing agreements and contracts. We are accepting all these agreements and contracts in their current forms and supporting all existing pricing and terms. Our team will be working with all these agencies and districts, including yours to address any open issues and requirements related to the change in control.
4. Contact Information for both companies remains the same and your sales professional is likely to remain the same. If there are any changes, we will introduce you to the new sales and support teams as they develop.
5. We would love the opportunity to meet with you and your teams to introduce to you the consolidated value of Troxell and our new family member from RM Education. We believe this combination offers you substantial value and brings great brands to you. Some of these include:
 - o Hitachi, Mitsubishi, NEC, BenQ and SMART in projectors.
 - o AverMedia, Lumens, ELMO and SMART in Document Cameras
 - o SMART in Interactive Whiteboards and 21st Century Classroom Technology
 - o Quizdom and SMART in Student Response Systems
 - o Crestron, Chief and Peerless in Controls and Mount Systems

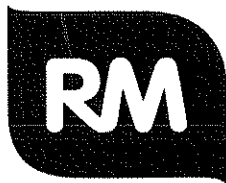
Troxell Communications is the nation's largest AV Dealer and Distributor dedicated to education. We have been in business for over 40 years and our passion is education.

We look forward to continuing to serve you.

Greg Cessna

OFFICES NATIONWIDE

Troxell Communications • 602-437-7240 • 4830 South 38TH Street • Phoenix, AZ 85040



RM Educational Software, Inc.

310 Barnstable Road
Suite 101 A&B
Hyannis, MA 02601
508-862-0700

October 24, 2011

Ms. Kendra Goodman
District School Board of Pasco County
Purchasing Department
20430 Gator Lane
Land O'Lakes, FL 34638

Re: Bid 11-026-SN, Interactive White Boards

Dear Ms. Goodman:

RM recently announced the pending sale of the Hardware, Installation and Professional Development divisions of RM Education in the United States. On Friday, October 21, 2011, this sale was finalized. Troxell Communications, a \$200+ million audio visual company based in Phoenix, AZ, has purchased these sections of the company along with all existing staff (positions) and will continue operating out of the location in Ball Ground, GA.

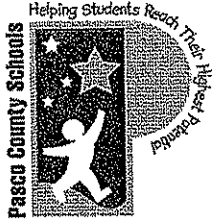
Your district has an active bid or contract with RM (RM Educational Software, Inc.; RM Computrac; RM Group US, LLC.). Troxell is interested in continuing to provide all goods and services associated with this award at the same price or discount that was awarded to RM.

Please let me know if this bid award is transferrable and what actions need to be taken to continue providing these products and/or services through Troxell Communications.

I look forward to your response. If you have any questions, please do not hesitate to call.

Regards,

Matthew Cooper
Chief Financial Officer



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May 17, 2011

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent 

RE: Second Year Renewal of Three-Year Contract
Bid # 11-026-SN Interactive Whiteboards
Audio Visual Innovations, RM Education

On July 10, 2010, official action (attached) was taken to award the above-referenced bid to Audio Visual Innovations, Computer Station of Orlando, and RM Education. This is a three-year bid, renewable annually, at the mutual agreement of the parties. The first year of the agreement will expire on July 6, 2011.

Considering services have been satisfactory, Audio Visual Innovations, Computer Station of Orlando, and RM Education were contacted to verify their willingness to enter into the second year of the agreement. As such, Audio Visual Innovations and RM Education have agreed in writing to enter into the second year of the contract. Computer Station of Orlando has chosen not to renew their contract. The Purchasing Department will be processing a new bid for the items awarded to Computer Station of Orlando.

The second year of the contract will cover the period of July 7, 2011 through July 6, 2012. At this time it is my recommendation to enter into the second year of the contract.

If you have any questions, please feel free to contact me at your earliest convenience.

KDG/vj
Attachments



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April 26, 2011

BID RENEWAL REQUEST

BID #: 11-026-SN

BID TITLE: Interactive Whiteboards

VENDOR: Audio Visual Innovations

☒ Yes, I agree to renew 11-026-SN, for the second year under the same terms and conditions as the existing contract as an independent contractor. The second year will begin on July 7, 2011 and expire on July 6, 2012.

☐ No, I do not agree to renew 11-026-SN.

Vendor Name: Audio Visual Innovations

Signature: Cindy Turner

Date: 5-4-11

Typed Name and Title: Cindy Turner

Telephone (w/area code): 813 884-7168 Fax Number (w/area code): 813 882-9508

DATE DUE: PLEASE FAX TO PURCHASING NO LATER THAN APRIL 28, 2011

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 by reviewing Sections 1012.32 and 1012.465, Florida Statutes. This law became 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 RETURN TO:

DISTRICT SCHOOL BOARD OF PASCO COUNTY
ATTN: Vickie Jones, Buyer Assistant
PURCHASING DEPARTMENT
20430 GATOR LANE
LAND O' LAKES, FL 34638
(813) 794-2226 (PHONE) (813) 794-2713 (FAX)



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April 26, 2011

BID RENEWAL REQUEST

BID #: 11-026-SN

BID TITLE: Interactive Whiteboards

VENDOR: RM Education

☒ Yes, I agree to renew 11-026-SN, for the second year under the same terms and conditions as the existing contract as an independent contractor. The second year will begin on July 7, 2011 and expire on July 6, 2012.

☐ No, I do not agree to renew 11-026-SN.

Vendor Name: RA Group US, LLC (Formerly RM Education)

Signature: [Signature] Date: 4-26-2011

Typed Name and Title: Justin Mason Chief Operations Officer

Telephone (w/area code): 888-468-1957 Fax Number (w/area code): 770-345-7548

DATE DUE: PLEASE FAX TO PURCHASING NO LATER THAN APRIL 28, 2011

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April 26, 2011

BID RENEWAL REQUEST

BID #: 11-026-SN

BID TITLE: Interactive Whiteboards

VENDOR: Computer Station of Orlando

☐ Yes, I agree to renew 11-026-SN, for the second year under the same terms and conditions as the existing contract as an independent contractor. The second year will begin on July 7, 2011 and expire on July 6, 2012.

☒ No, I do not agree to renew 11-026-SN.

Vendor Name: Computer Station of Orlando, Inc.

Signature: [Signature] Date: 4-27-11

Typed Name and Title: Michael Freverl President

Telephone (w/area code): 407-332-9910 Fax Number (w/area code): 407-332-9912

DATE DUE: PLEASE FAX TO PURCHASING NO LATER THAN APRIL 28, 2011

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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

Date/Time: July 14, 2010 08:40:00

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	REJECT ALL BIDS				
	DISCOUNT OFF MANUFACTURER PRICER:					
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%
	PrometheanWireless 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	Addendume***	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.		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	REJECT ALL BIDS			
	DISCOUNT OFF MANUFACTURER PRICER:				
GROUP B -	Promethean Interactive				
	64" diagonal Whiteboard	NB	NB	Dukane 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
	PrometheanWireless 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