



DISTRICT SCHOOL BOARD OF PASCO COUNTY

Kurt S. Browning, Superintendent of Schools

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638

Purchasing Services

Michael J. Woodall, CPPO, Purchasing Agent

813/ 794-2221 Fax: 813/ 794-2112

727/ 774-2221 TDD: 813/794-2484

352/ 524-2221 e-mail: mwoodall@pasco.k12.fl.us

December 3, 2013

MEMORANDUM

TO: Honorable School Board Members

FROM: Michael J. Woodall, CPPO, Purchasing Agent *MJW*

SUBJECT: RFP 13-051-SB Audio and Video Equipment and Accessories
Second Year of Three Year Contract
B & H Photo-Video, Camcor, Inc., Troxell Communications, Inc. and
WB Hunt Co, Inc.
National Joint Powers Alliance (NJPA) Bid #111309
CDW-G

On January 22, 2013, official action (attached) was taken to award RFP #13-051-SB Audio and Video Equipment and Accessories to the vendors listed above. This RFP is a three-year contract, renewable annually based upon mutual consent of the parties. In addition, approval was given in accordance with the original Board Recommendation that allows the schools and departments to purchase audio and video equipment and accessories from the contract we currently have in place with CDW-G (NJPA Bid #111309). The first year of the contract is set to expire on January 21, 2014.

Considering services have been satisfactory, B & H Photo-Video, Camcor, Inc., Troxell Communications, Inc. and WB Hunt Co, Inc. were contacted to determine their willingness to enter into the second year for the period of January 22, 2014 through January 21, 2015. As such, they have agreed in writing (attached) to do so.

It is my recommendation to enter into the second year of the contract with the above listed vendors. The anticipated contract amount for the second year term is estimated at \$600,000 and will be paid out of General and Capital funds.

Should you have any questions regarding this matter, please feel free to contact me at your earliest convenience.

MJW/sb
Attachments

Date/Time: November 22, 2013 10:33:00



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, CPPD, 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

November 15, 2013

RFP RENEWAL REQUEST

TITLE: Audio and Video Equipment and Accessories

RFP#: 13-051-SB

Yes, I agree to renew RFP 13-051-SB Audio and Video Equipment and Accessories for the second year under the same terms and conditions. The second year contract period will be January 22, 2014 through January 21, 2015.

No, I do not agree to renew 13-051-SB Audio and Video Equipment and Accessories.

COMPANY NAME: B & H Photo-Video

SIGNATURE: _____

PRINTED NAME/TITLE: _____

DATE: 11/19/13

TELEPHONE W/AREA CODE: _____

FAX W/AREA CODE: _____

Shea Gold

B&H Photo Video / Bid Officer

430 Ninth Avenue, New York, NY 10001

Tel 212-233-7503 / 800-847-8003 Ext 2531

Fax 212-233-7500 / 590-743-6805

Email: sheag@bhphotovideo.com

By agreeing to allow this piggyback, 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 Resources 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 be borne by the vendor. You may access information regarding this law through the internet link: http://laws.flrules.org/files/Ch_2005-028.pdf. This law is effective September 1, 2005.

The prospective bidder certifies, by submission and signature of this piggyback request 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 FAX BACK TO:

DISTRICT SCHOOL BOARD OF PASCO COUNTY

ATTENTION: Stephanie Bunford

PURCHASING DEPARTMENT

20430 GATOR LANE

LAND O' LAKES, FL 34638

(813) 794-2225 (PHONE)

(813) 794-2111 (FAX)



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November 15, 2013

RFP RENEWAL REQUEST

TITLE: Audio and Video Equipment and Accessories

RFP#: 13-051-SB

x

Yes, I agree to renew RFP 13-051-SB Audio and Video Equipment and Accessories for the second year under the same terms and conditions. The second year contract period will be January 22, 2014 through January 21, 2015.

No, I do not agree to renew 13-051-SB Audio and Video Equipment and Accessories.

COMPANY NAME: Camcor, Inc.

SIGNATURE: _____

PRINTED NAME/TITLE: Rodney Bailey

DATE: 11/15/2013

TELEPHONE W/AREA CODE: 800-868-2462 FAX W/AREA CODE: 800-298-1181

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November 15, 2013

RFP RENEWAL REQUEST

TITLE: Audio and Video Equipment and Accessories

RFP#: 13-051-SB

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No, I do not agree to renew 13-051-SB Audio and Video Equipment and Accessories.

COMPANY NAME: Troxell Communications, Inc.

SIGNATURE: Eric Blomquist

PRINTED NAME/TITLE: Eric Blomquist / Act. Executive DATE: 11/18/13

TELEPHONE W/AREA CODE: 813-653-2690 FAX W/AREA CODE: 813-653-2949

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November 15, 2013

RFP RENEWAL REQUEST**TITLE: Audio and Video Equipment and Accessories****RFP#: 13-051-SB**

✓
Yes, I agree to renew RFP 13-051-SB Audio and Video Equipment and Accessories for the second year under the same terms and conditions. The second year contract period will be **January 22, 2014 through January 21, 2015.**

No, I do not agree to renew 13-051-SB Audio and Video Equipment and Accessories.

COMPANY NAME: WB Hunt Co. Inc.

SIGNATURE: _____

PRINTED NAME/TITLE: ROGER TREADWELL DATE: 11/15/13TELEPHONE W/AREA CODE: 781-462-2343 FAX W/AREA CODE: 603-606-4074

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District Wide Accreditation • Southern Association of Colleges and Schools

District School Board of Pasco County Bid Recommendation

RFP Title	Audio and Video Equipment and Accessories	Number of Vendors Notified	479
RFP Number	13-051-SB	Number of RFPs Distributed	62
Date Solicited	November 29, 2012	Number of Vendors Proposing	8
Date Opened	December 19, 2012	Number of Vendors "No Bid"	1
Date Board Presentation	January 22, 2013	Funding Source	General Funds
Total Savings	*N/A	Grand Total of RFP	\$150,000 est.

Recommendation: Recommend acceptance of the highlighted proposals as noted on the attached tabulation sheet, as the responsive, responsible proposals having the highest points meeting written specifications and evaluation criteria.

Term of Contract: The intent of this RFP is to establish a three-year contract, renewable annually by mutual consent, with up to five (5) vendors for the purchase of audio and video equipment and accessories on an "as-needed" basis. The contract will commence on January 22, 2013 and continue through January 21, 2014.

Notations and Exceptions:

Each proposal was evaluated and points assigned according to the following criteria outlined in the specifications: Cost (15), References (5), Minimum Order Requirements (5), and Delivery/Shipping Requirements (5).

*A savings could not be determined as this is a request for proposal and prices were only one part of the evaluation criteria.

Recommend rejection of the proposal from Adorama, Inc. as the mandatory attorney signature was not provided on the principal place of business section (page 17) of the RFP document.

Recommend rejection of the proposal from Aves Audio Visual Systems, Inc. as they have previous unsatisfactory service to the District and were removed from the District's active vendor's list for a two (2) year period.

Recommend rejection of the proposal from Jersey Jim Towers TV as they are unable to provide website pricing as required in the specifications.

Date/Time: January 15, 2013 09:04:00

District School Board
of Pasco County

JAN 22 2013

Board Approved

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.

Proposals Evaluated By:

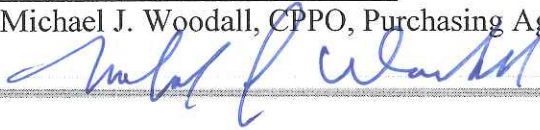
Andy Dunn, District Media Production Specialist

Recommendation Prepared By:

Stephanie Bunford, CPPB, Buyer, Purchasing Department

Reviewed and Authorized By:

Michael J. Woodall, CPPO, Purchasing Agent



DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: December 19, 2012 @ 2:30 PM		Adorama, Inc.	Aves Audio Visual Systems, Inc.	B & H Foto & Electronics, Corp./ DBA B & H Photo Video	Camcor, Inc.
RFP TITLE: AV Equipment and Accessories		42 West 18th Street	PO Box 500	420 Ninth Avenue	PO Box 1899
RFP #: 13-051-SB		New York, NY 10011	Sugar Land, TX 77487	New York, N"Y 10001	Burlington, NC 27215
BOARD MEETING: January 22, 2013				Quote # 412992090	
Category A	Cost: (15 Point Max)			14.04	15.00
	Total for like items (1,2,4,5)			\$1,035.35	\$968.76
Category B	References: (5 Point Max)			3.33	3.33
Category C	Minimum Order Requirements: (5 Point Max)			None	None
	Points Awarded:			5.00	5.00
Category D	Delivery/Shipping Requirements: (5 Point Max)			None	None
	Points Awarded:			5.00	5.00
	Total Points: (30 Point Max)	Disqualified	Disqualified	27.37	28.33

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: December 19, 2012 @ 2:30 PM		CDW Government LLC	Jersey Jim Towers TV	Troxell Communications, Inc	WB Hunt Co., Inc.
RFP TITLE: AV Equipment and Accessories		230 N. Milwaukee Ave.	17722 US Highway 19N.	1971 W Lumsden Rd PMB 148	100 Main Street
RFP #: 13-051-SB		Vernon Hills, IL 60061	Clearwater, FL 33764	Brandon, FL 33511	Melrose, MA 02176
BOARD MEETING: January 22, 2013		NJPA Pricing Contract # 111309-CDW			
Category A	Cost: (15 Point Max)	14.78		10.37	14.85
	Total for like items (1,2,4,5)	\$983.00		\$1,401.87	\$978.50
Category B	References: (5 Point Max)	3.33		4.75	5.00
Category C	Minimum Order Requirements: (5 Point Max)	None		None	None
	Points Awarded:	5.00		5.00	5.00
Category D	Delivery/Shipping Requirements: (5 Point Max)	None		None	None
	Points Awarded:	5.00		5.00	5.00
	Total Points: (30 Point Max)	28.12	Disqualified	25.12	29.85

**District School Board
of Pasco County**

JAN 22 2013

Board Approved