



AGENDA REQUEST FORM

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

MEETING DATE	2017-09-06 10:05 - School Board Operational Meeting
AGENDA ITEM	ITEMS
CATEGORY	E. OFFICE OF STRATEGY & OPERATIONS
DEPARTMENT	Procurement & Warehousing Services

Special Order Request <input type="radio"/> Yes <input checked="" type="radio"/> No
Time
Open Agenda <input type="radio"/> Yes <input checked="" type="radio"/> No

ITEM No.:
E-5.

TITLE:
Recommendation to Approve Agreement - 17-045-1N - School Pictures (Excludes Senior Portraits)

REQUESTED ACTION:
Approve the recommendation to award the above Agreement. Contract Term: September 7, 2017 through September 20, 2019, 2 Years; User Department: Office of School Performance & Accountability; Awarded Amount: None; Awarded Vendor(s): 11; Small/Minority/Women Business Enterprise Vendor(s): Nick's Photo Studio of Broward, LLC.
See Supporting Docs for continuation of Requested Action.

SUMMARY EXPLANATION AND BACKGROUND:
The Request for Proposal (RFP) 17-045-1N - School Pictures (Excludes Senior Portraits) provides a pool of qualified school picture providers to take pictures of students, faculty members, and school administrators. Based on the re-release of the RFP on May 12, 2017, we are recommending the addition of Sports Section of South Florida, Inc., d/b/a TSS Photography as an approved vendor.
A copy of the Bid document is available online at:
http://www.broward.k12.fl.us/supply/agenda/17-045-1N_RFP_SchoolPictures.pdf
This Agreement has been reviewed and approved as to form and legal content by the Office of the General Counsel.

SCHOOL BOARD GOALS:
 Goal 1: High Quality Instruction Goal 2: Continuous Improvement Goal 3: Effective Communication

FINANCIAL IMPACT:
There is no financial impact to the District.

EXHIBITS: (List)
(1) Continuation of Requested Action (2) Executive Summary (3) Agreement (4) Approved ARF 9-20-16 RSBM EE-7 (5) Recommendation Tabulation

BOARD ACTION:
APPROVED
(For Official School Board Records Office Only)

SOURCE OF ADDITIONAL INFORMATION:	
Name: Alan Strauss	Phone: 754-321-3810
Name: Mary Coker	Phone: 754-321-0501

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA
Senior Leader & Title

Maurice L. Woods - Chief Strategy & Operations Officer

Signature
Maurice Woods
8/25/2017, 1:30:26 PM

Approved In Open Board Meeting On: **SEP 06 2017**
By: *Abby M. Freedman*
School Board Chair

**Recommendation to Approve Agreement
17-045-1N - School Pictures (Excludes Senior Portraits)
September 6, 2017 Board Agenda
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CONTINUATION OF REQUESTED ACTION

Fox-Mar Photography, Inc.
Gradimages, a division of Iconic Group, Inc. (Florida), Inc.
Inafec Productions, Inc.
Rekcut Photographic, Inc., d/b/a Leonard's
Lifetouch National School Studios, Inc.
Munoz Studio, Inc.

- * Nick's Photo Studio of Broward, LLC
- Chad Bookman, d/b/a Smile Time Photography
- Sports Section of South Florida, Inc., d/b/a TSS Photography
- Strawbridge Studios, Inc.
- Weston Photography School Portraits, Inc.

* Certified Small/Minority/Women Business Enterprise

EXECUTIVE SUMMARY

Recommendation to Approve Agreement 17-045-1N - School Pictures (Excludes Senior Portraits)

The Request for Proposal (RFP) 17-045N - School Pictures (Excludes Senior Portraits), is utilized by the Office of School Performance & Accountability (OSPA) to provide a pool of qualified school picture providers to take pictures of students, faculty members, and school administrators. The RFP was released on June 29, 2016, and on July 11, 2016, Procurement & Warehousing Services (PWS) opened the bids. The RFP was first presented to the School Board on September 20, 2016, with item EE-7, where PWS received approval for ten (10) vendors with a contract term of September 21, 2016 through September 20, 2019.

This request is to approve the agreement for Sports Section of South Florida, Inc., d/b/a TSS Photography, from September 7, 2017 through September 20, 2019. There is no financial impact to the District; therefore, PWS is not requesting any spending authority.

One of the conditions stated in PWS's RFP was the District reserves the right to increase the qualified companies each subsequent year of the term of the contract if deemed necessary. Although this condition is included in PWS's RFP, the driving force for re-releasing the RFP was based on requests from schools. Therefore, PWS re-released the RFP on May 12, 2017, and based on the evaluation meeting held on June 20, 2017, PWS is recommending the addition of Sports Section of South Florida, Inc., d/b/a TSS Photography. The solicitation for this RFP ran from May 12, 2017 through June 9, 2017. There were 172 vendors notified, eleven (11) vendors downloaded the RFP, and one (1) proposal was received before bid opening.

PWS believes that Sports Section of South Florida, Inc., d/b/a TSS Photography will provide invaluable service to our schools during the term of this contract as they have provided photographs to schools for over ten (10) years. They offer one hundred (100) percent guarantee and maintains customer service staff assigned to our account.

AGREEMENT

THIS AGREEMENT is made and entered into as of this 6th day of September, 2017, by and between

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA
(hereinafter referred to as "SBBC"),
a body corporate and political subdivision of the State of Florida,
whose principal place of business is
600 Southeast Third Avenue, Fort Lauderdale, Florida 33301

and

SPORTS SECTION OF SOUTH FLORIDA, INC. DBA TSS PHOTOGRAPHY
(hereinafter referred to as "VENDOR"),
whose principal place of business is
2000 Banks Road, Suite E1,
Margate, FL 33063

WHEREAS, SBBC issued a Request for Proposal identified as RFP 17-045-1N – "School Pictures (Excludes Senior Portraits)" dated May 12, 2017 and amended by Addendum Number One dated May 31, 2017 (hereinafter referred to as "RFP") which is incorporated herein by reference for the purpose of selecting a pool of qualified vendors from which school-allied groups might select a vendor to provide services to students enrolled at a specific district school; and

WHEREAS, VENDOR offered a proposal in response to the RFP (hereinafter referred to as "Proposal") and which is incorporated herein by reference whereby VENDOR proposed to provide School Pictures (Excludes Senior Portraits) to school-allied groups; and

WHEREAS, SBBC desires to award and VENDOR desires to accept a contract that establishes standardized terms and conditions for providing School Pictures (Excludes Senior Portraits) that VENDOR will offer to any school-allied groups desiring to contract with VENDOR for the provision of such services to students enrolled in one of SBBC's district schools.

WHEREAS, SBBC shall obtain written consent from the parent or student age 18 or over prior to disclosing student information to VENDOR, for the limited purpose of producing School Pictures (Excludes Senior Portraits) that may be used to facilitate the production and distribution of Yearbooks and Memory Books. The information SBBC will release to VENDOR for this purpose: student's first and last name, student identification number, grade level and teacher name.

WHEREAS, VENDOR is considered a "school official" with a "legitimate educational interest" for the limited purpose of producing School Pictures (Excludes Senior Portraits) that may be used for distributing student identification badges. SBBC may disclose the following information to VENDOR for this purpose: student's first and last name, student identification number, grade level and teacher name. VENDOR may not use or disclose this information for any other purpose.

NOW, THEREFORE, in consideration of the premises and of the mutual covenants contained herein and other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the Parties hereby agree as follows:

ARTICLE 1 - RECITALS

1.01 **Recitals**. The parties agree that the foregoing recitals are true and correct and that such recitals are incorporated herein by reference.

ARTICLE 2 – SPECIAL CONDITIONS

2.01 **Term of Agreement**. Unless terminated earlier pursuant to Section 3.06 of this Agreement, the term of this Agreement shall commence upon the approval of this Agreement by SBBC and conclude on September 20, 2019. The term of the Agreement may be extended by two (2) additional one-year periods. In addition, SBBC has the option to extend the contract beyond the initial contract period or beyond any renewal period for an additional one-hundred and eighty (180) days at a rate for services not to exceed 3%.

2.02 **Separate Contracts for Services**. The VENDOR acknowledges that this Agreement does not award or guarantee it to receive any amount of work, any specified volume of service or amount of revenue that VENDOR may derive from the provision of School Pictures (Excludes Senior Portraits) or assures that the VENDOR will receive any contracts from school-allied groups for the provision of School Pictures (Excludes Senior Portraits). Rather, this Agreement is intended to establish the VENDOR as a qualified vendor with whom individual school-allied groups may enter into contracts for School Pictures (Excludes Senior Portraits) upon, at a minimum, the terms and conditions described herein. VENDOR acknowledges that SBBC shall have no liability or obligation to make payment to VENDOR for any School Pictures (Excludes Senior Portraits) provided to any district school students.

2.03 **Pricing for Services**. VENDOR agrees that the prices for services offered in its Proposal shall remain firm for the original term of this contract, see **Attachment A**. The VENDOR may submit a request for price adjustment thirty (30) days prior to any renewal period of the Agreement. If a price adjustment is approved by SBBC’s Director of Procurement and Warehousing Services for any renewal period, such adjusted price must remain in effect for the remainder of that renewal period. Price adjustment requests for any subsequent renewal or extension period shall not exceed three percent (3%). SBBC reserves the right to decline any contract renewal regardless of price considerations.

2.04. **Priority of Documents**. In the event of any conflict between the documents, the following priority of documents shall govern:

- First: This Agreement; then
- Second: Addendum Number One dated May 31, 2017; then
- Third: RFP 17-045-1N – “School Pictures (Excludes Senior Portraits)” dated May 12, 2017; then
- Fourth: the Proposal submitted by VENDOR in response to RFP.

In case of any other doubt or difference of opinion, the decision of SBBC shall be final and binding upon both parties.

2.05 **Inspection of VENDOR'S Records by SBBC.** VENDOR shall establish and maintain books, records and documents (including electronic storage media) sufficient to reflect all income and expenditures of funds provided by SBBC under this Agreement. All VENDOR's Records, regardless of the form in which they are kept, shall be open to inspection and subject to audit, inspection, examination, evaluation and/or reproduction, during normal working hours, by SBBC's agent or its authorized representative to permit SBBC to evaluate, analyze and verify the satisfactory performance of the terms and conditions of this Agreement and to evaluate, analyze and verify any and all invoices, billings, payments and/or claims submitted by VENDOR or any of VENDOR's payees pursuant to this Agreement. VENDOR's Records subject to examination shall include, without limitation, those records necessary to evaluate and verify direct and indirect costs (including overhead allocations) as they may apply to costs associated with this Agreement. VENDOR's Records subject to this section shall include any and all documents pertinent to the evaluation, analysis, verification and reconciliation of any and all expenditures under this Agreement without regard to funding sources.

(a) **VENDOR's Records Defined.** For the purposes of this Agreement, the term "VENDOR's Records" shall include, without limitation, any documents that would substantiate, reconcile or refute any charges and/or expenditures related to this Agreement or the School Pictures (Excludes Senior Portraits) provided by VENDOR to any district school student or school-allied group.

(b) **Duration of Right to Inspect.** For the purpose of such audits, inspections, examinations, evaluations and/or reproductions, SBBC's agent or authorized representative shall have access to VENDOR's Records from the effective date of this Agreement, for the duration of the term of this Agreement, and until the later of five (5) years after the termination of this Agreement or five (5) years after the date of final payment by SBBC to VENDOR pursuant to this Agreement.

(c) **Notice of Inspection.** SBBC's agent or its authorized representative shall provide VENDOR reasonable advance notice (not to exceed two (2) weeks) of any intended audit, inspection, examination, evaluation and or reproduction.

(d) **Audit Site Conditions.** SBBC's agent or its authorized representative shall have access to VENDOR's facilities and to any and all records related to this Agreement, and shall be provided adequate and appropriate work space in order to exercise the rights permitted under this section.

(e) **Failure to Permit Inspection.** Failure by VENDOR to permit audit, inspection, examination, evaluation and/or reproduction as permitted under this Section shall constitute grounds for termination of this Agreement by SBBC for cause.

2.06 **Notice.** When any of the parties desire to give notice to the other, such notice must be in writing, sent by U.S. Mail, postage prepaid, addressed to the party for whom it is intended at the place last specified; the place for giving notice shall remain such until it is changed by written notice in compliance with the provisions of this paragraph. For the present, the Parties designate the following as the respective places for giving notice:

To SBBC: Superintendent of Schools
The School Board of Broward County, Florida
600 Southeast Third Avenue
Fort Lauderdale, Florida 33301

With a Copy to: Director, Office of School Performance and Accountability
The School Board of Broward County, Florida
610 NE 13 Avenue
Pompano Beach, FL 33060

To VENDOR: Rachel Sherman, Vice President
Sports Section of South Florida, Inc. DBA TSS
Photography
2000 Banks Road, Suite E1
Margate, FL 33063

2.07 **Background Screening.** VENDOR agrees to comply with all requirements of Sections 1012.32 and 1012.465, Florida Statutes, and all of its personnel who (1) are to be permitted access to school grounds when students are present, (2) will have direct contact with students, or (3) have access or control of school funds, will successfully complete the background screening required by the referenced statutes and meet the standards established by the statutes. This background screening will be conducted by SBBC in advance of VENDOR or its personnel providing any services under the conditions described in the previous sentence. VENDOR shall bear the cost of acquiring the background screening required by Section 1012.32, Florida Statutes, and any fee imposed by the Florida Department of Law Enforcement to maintain the fingerprints provided with respect to VENDOR and its personnel. The parties agree that the failure of VENDOR to perform any of the duties described in this section shall constitute a material breach of this Agreement entitling SBBC to terminate immediately with no further responsibilities or duties to perform under this Agreement. VENDOR agrees to indemnify and hold harmless SBBC, its officers and employees from any liability in the form of physical or mental injury, death or property damage resulting from VENDOR's failure to comply with the requirements of this Section or with Sections 1012.32 and 1012.465, Florida Statutes.

2.08 **Insurance Requirements.** VENDOR shall comply with the following insurance requirements throughout the term of this Agreement.

General Liability. Limits not less than \$1,000,000 per occurrence for Bodily Injury/ Property Damage; \$1,000,000 General Aggregate. Limits not less than \$1,000,000 for Products/Completed Operations Aggregate.

Workers' Compensation. Florida Statutory limits in accordance with Chapter 440; Employer's Liability limits not less than \$100,000/\$100,000/\$500,000 (each accident/disease-each employee/disease-policy limit).

Auto Liability, Owned, Non-Owned and Hired Auto Liability with Bodily Injury and Property Damage limits of not less than \$1,000,000 Combined Single Limit.

Acceptability of Insurance Carriers. The insurance policies shall be issued by companies qualified to do business in the State of Florida. The insurance companies must be rated at least A- VI by AM Best or Aa3 by Moody's Investor Service.

Verification of Coverage. Proof of Insurance must be furnished within 15 days of execution of this Agreement. To streamline this process, SBBC has partnered with EXIGIS Risk Works to collect and verify insurance documentation. All certificates (and any required documents) must be received and approved by SBBC before any work commences to permit Awardee time to remedy any deficiencies. Please verify your account information and provide contact details for your company's Insurance Agent via the link provided in the email upon award.

Required Conditions. Liability policies must contain the following provisions. In addition, the following wording must be included on the Certificate of Insurance:

1. The School Board of Broward County, Florida, its members, officers, employees and agents are added as additional insured.
2. All liability policies are primary of all other valid and collectable coverage maintained by the School Board of Broward County, Florida.
3. Certificate Holder: The School Board of Broward County, Florida, c/o EXIGIS Risk Management Services, P. O. Box 4668-ECM, New York, New York 10163-4668

Cancellation of Insurance. Vendors are prohibited from providing services under this Agreement with SBBC without the minimum required insurance coverage and must notify SBBC within two business days if required insurance is cancelled.

The School Board of Broward County, Florida reserves the right to review, reject or accept any required policies of insurance, including limits, coverage's or endorsements, herein throughout the term of this agreement.

ARTICLE 3 – GENERAL CONDITIONS

3.01 **No Waiver of Sovereign Immunity.** Nothing herein is intended to serve as a waiver of sovereign immunity by any agency or political subdivision to which sovereign immunity may be applicable or of any rights or limits to liability existing under Section 768.28, Florida Statutes. This section shall survive the termination of all performance or obligations under this Agreement and shall be fully binding until such time as any proceeding brought on account of this Agreement is barred by any applicable statute of limitations.

3.02 **No Third Party Beneficiaries.** The parties expressly acknowledge that it is not their intent to create or confer any rights or obligations in or upon any third person or entity under this Agreement. None of the parties intend to directly or substantially benefit a third party by this Agreement. The parties agree that there are no third party beneficiaries to this Agreement and that no third party shall be entitled to assert a claim against any of the parties based upon this Agreement. Nothing herein shall be construed as consent by an agency or political subdivision of the State of Florida to be sued by third parties in any matter arising out of any contract.

3.03 **Independent Contractor.** The parties to this agreement shall at all times be acting in the capacity of independent contractors and not as an officer, employee or agent of one another. Neither party or its respective agents, employees, subcontractors or assignees shall represent to others that it has the authority to bind the other party unless specifically authorized in writing to do so. No right to SBBC retirement, leave benefits or any other benefits of SBBC employees shall exist as a result of the performance of any duties or responsibilities under this Agreement. SBBC shall not be responsible for social security, withholding taxes, and contributions to unemployment compensation funds or insurance for the other party or the other party's officers, employees, agents, subcontractors or assignees.

3.04 **Equal Opportunity Provision.** The parties agree that no person shall be subjected to discrimination because of age, race, color, disability, gender identity, gender expression marital status, national origin, religion, sex or sexual orientation in the performance of the parties' respective duties, responsibilities and obligations under this Agreement.

3.05 **M/WBE Commitment.** Throughout the term of the Agreement, VENDOR shall take commercially reasonable steps and use commercially reasonable resources to identify SBBC-certified M/WBE VENDORS who may be engaged to fulfill various aspects of the Agreement, including, for instance, without limitation, M/WBE VENDORS to provide office supplies, travel, printing, janitorial supplies/services, consulting services, trade services, installation and repair services, medical supplies, where feasible. VENDOR agrees to provide monthly reports and to conduct quarterly meetings with SBBC to discuss progress in meeting the SBBC's objectives regarding M/WBE participation, including dollars spent on M/WBE VENDORS for the quarter; and to continue to assess throughout the term of the Agreement new possibilities for M/WBE VENDOR participation suggested by SBBC. If at any time during the term the parties agree that it is reasonably feasible to include a specific dollar figure for M/WBE participation, the Agreement shall be amended to include the dollar participation objective.

3.06 **Termination.** This Agreement may be canceled with or without cause by SBBC during the term hereof upon thirty (30) days written notice to the other parties of its desire to terminate this Agreement. SBBC shall have no liability for any property left on SBBC's property by any party to this Agreement after the termination of this Agreement. Any party contracting with SBBC under this Agreement agrees that any of its property placed upon SBBC's facilities pursuant to this Agreement shall be removed within ten (10) business days following the termination, conclusion or cancellation of this Agreement and that any such property remaining upon SBBC's facilities after that time shall be deemed to be abandoned, title to such property shall pass to SBBC, and SBBC may use or dispose of such property as SBBC deems fit and appropriate.

3.07 **Default.** The parties agree that, in the event that either party is in default of its obligations under this Agreement, the non-defaulting party shall provide to the defaulting party (30) days written notice to cure the default. However, in the event said default cannot be cured within said thirty (30) day period and the defaulting party is diligently attempting in good faith to cure same, the time period shall be reasonably extended to allow the defaulting party additional cure time. Upon the occurrence of a default that is not cured during the applicable cure period, this Agreement may be terminated by the non-defaulting party upon thirty (30) days' notice. This remedy is not intended to be exclusive of any other remedy, and each and every such remedy shall be cumulative and shall be in addition to every other remedy now or hereafter existing at law or in equity or by statute or otherwise. No single or partial exercise by any party

of any right, power, or remedy hereunder shall preclude any other or future exercise thereof. Nothing in this section shall be construed to preclude termination for convenience pursuant to Section 3.05.

3.08 **Annual Appropriation.** The performance and obligations of SBBC under this Agreement shall be contingent upon an annual budgetary appropriation by its governing body. If SBBC does not allocate funds for the payment of services or products to be provided under this Agreement, this Agreement may be terminated by SBBC at the end of the period for which funds have been allocated. SBBC shall notify the other party at the earliest possible time before such termination. No penalty shall accrue to SBBC in the event this provision is exercised, and SBBC shall not be obligated or liable for any future payments due or any damages as a result of termination under this section.

3.09 **Excess Funds.** Any party receiving funds paid by SBBC under this Agreement agrees to promptly notify SBBC of any funds erroneously received from SBBC upon the discovery of such erroneous payment or overpayment. Any such excess funds shall be refunded to SBBC.

3.10 **Public Records.** The following provisions are required by Section 119.0701, Florida Statutes, and may not be amended. VENDOR shall keep and maintain public records required by SBBC to perform the services required under this Agreement. Upon request from SBBC's custodian of public records, VENDOR shall provide SBBC with a copy of any requested public records or to allow the requested public records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in Chapter 119, Florida Statutes, or as otherwise provided by law. VENDOR shall ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the Agreement's term and following completion of the Agreement if VENDOR does not transfer the public records to SBBC. Upon completion of the Agreement, VENDOR shall transfer, at no cost, to SBBC all public records in possession of VENDOR or keep and maintain public records required by SBBC to perform the services required under the Agreement. If VENDOR transfer all public records to SBBC upon completion of the Agreement, VENDOR shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If VENDOR keeps and maintains public records upon completion of the Agreement, Insert Name shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to SBBC, upon request from SBBC's custodian of public records, in a format that is compatible with SBBC's information technology systems.

IF A PARTY TO THIS AGREEMENT HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO ITS DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THE AGREEMENT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS AT 754-321-1900, REQUEL.BELL@BROWARDSCHOOLS.COM, RISK MANAGEMENT DEPARTMENT, PUBLIC RECORDS DIVISION, 600 SOUTHEAST THIRD AVENUE, FORT LAUDERDALE, FLORIDA 33301.

3.11 **Student Records.** Notwithstanding any provision to the contrary within this Agreement, any party contracting with SBBC under this Agreement shall fully comply with the

requirements of Sections 1002.22 and 1002.221, Florida Statutes; FERPA, and any other state or federal law or regulation regarding the confidentiality of student information and records. Each such party agrees, for itself, its officers, employees, agents, representatives, contractors or subcontractors, to fully indemnify and hold harmless SBBC and its officers and employees for any violation of this section, including, without limitation, defending SBBC and its officers and employees against any complaint, administrative or judicial proceeding, payment of any penalty imposed upon SBBC, or payment of any and all costs, damages, judgments or losses incurred by or imposed upon SBBC arising out of a breach of this covenant by the party, or an officer, employee, agent, representative, contractor, or sub-contractor of the party to the extent that the party or an officer, employee, agent, representative, contractor, or sub-contractor of the party shall either intentionally or negligently violate the provisions of this section or of Sections 1002.22 and/or 1002.221, Florida Statutes.

3.12 **Compliance with Laws.** Each party shall comply with all applicable federal state and local laws, SBBC policies codes, rules and regulations in performing its duties, responsibilities and obligations pursuant to this Agreement.

3.13 **Place of Performance.** All obligations of SBBC under the terms of this Agreement are reasonably susceptible of being performed in Broward County, Florida and shall be payable and performable in Broward County, Florida.

3.14 **Governing Law and Venue.** This Agreement shall be interpreted and construed in accordance with and governed by the laws of the State of Florida. Any controversies or legal problems arising out of this Agreement and any action involving the enforcement or interpretation of any rights hereunder shall be submitted to the jurisdiction of the State courts of the Seventeenth Judicial Circuit of Broward County, Florida.

3.15 **Entirety of Agreement.** This document incorporates and includes all prior negotiations, correspondence, conversations, agreements and understandings applicable to the matters contained herein and the parties agree that there are no commitments, agreements or understandings concerning the subject matter of this Agreement that are not contained in this document. Accordingly, the parties agree that no deviation from the terms hereof shall be predicated upon any prior representations or agreements, whether oral or written.

3.16 **Binding Effect.** This Agreement shall be binding upon and inure to the benefit of the parties hereto and their respective successors and assigns.

3.17 **Assignment.** Neither this Agreement nor any interest herein may be assigned, transferred or encumbered by any party without the prior written consent of the other party. There shall be no partial assignments of this Agreement including, without limitation, the partial assignment of any right to receive payments from SBBC.

3.18 **Incorporation by Reference.** Attachment A, attached hereto and referenced herein shall be deemed to be incorporated into this Agreement by reference.

3.19 **Captions.** The captions, section designations, section numbers, article numbers, titles and headings appearing in this Agreement are inserted only as a matter of convenience, have no substantive meaning, and in no way define, limit, construe or describe the scope or

intent of such articles or sections of this Agreement, nor in any way affect this Agreement and shall not be construed to create a conflict with the provisions of this Agreement.

3.20 **Severability.** In the event that any one or more of the sections, paragraphs, sentences, clauses or provisions contained in this Agreement is held by a court of competent jurisdiction to be invalid, illegal, unlawful, unenforceable or void in any respect, such shall not affect the remaining portions of this Agreement and the same shall remain in full force and effect as if such invalid, illegal, unlawful, unenforceable or void sections, paragraphs, sentences, clauses or provisions had never been included herein.

3.21 **Preparation of Agreement.** The parties acknowledge that they have sought and obtained whatever competent advice and counsel as was necessary for them to form a full and complete understanding of all rights and obligations herein and that the preparation of this Agreement has been their joint effort. The language agreed to herein expresses their mutual intent and the resulting document shall not, solely as a matter of judicial construction, be construed more severely against one of the parties than the other.

3.22 **Amendments.** No modification, amendment, or alteration in the terms or conditions contained herein shall be effective unless contained in a written document prepared with the same or similar formality as this Agreement and executed by each party hereto.

3.23 **Waiver.** The parties agree that each requirement, duty and obligation set forth herein is substantial and important to the formation of this Agreement and, therefore, is a material term hereof. Any party's failure to enforce any provision of this Agreement shall not be deemed a waiver of such provision or modification of this Agreement unless the waiver is in writing and signed by the party waiving such provision. A written waiver shall only be effective as to the specific instance for which it is obtained and shall not be deemed a continuing or future waiver.

3.24 **Force Majeure.** Neither party shall be obligated to perform any duty, requirement or obligation under this Agreement if such performance is prevented by fire, hurricane, earthquake, explosion, wars, sabotage, accident, flood, acts of God, strikes, or other labor disputes, riot or civil commotions, or by reason of any other matter or condition beyond the control of either party, and which cannot be overcome by reasonable diligence and without unusual expense ("Force Majeure"). In no event shall a lack of funds on the part of either party be deemed Force Majeure.

3.25 **Survival.** All representations and warranties made herein, indemnification obligations, obligations to reimburse SBBC, obligations to maintain and allow inspection and audit of records and property, obligations to maintain the confidentiality of records, reporting requirements, and obligations to return public funds shall survive the termination of this Agreement.

3.26 **Contract Administration.** SBBC has delegated authority to the Superintendent of Schools or his/her designee to take any actions necessary to implement and administer this Agreement.

3.27 **Liability.** This section shall survive the termination of all performance or obligations under this Agreement and shall be fully binding until such time as any proceeding brought on account of this Agreement is barred by any applicable statute of limitations.

A. By SBBC: SBBC agrees to be fully responsible up to the limits of Section 768.28, Florida Statutes, for its acts of negligence, or its employees' acts of negligence when acting

within the scope of their employment and agrees to be liable for any damages resulting from said negligence.

B. By **VENDOR**: **VENDOR** agrees to indemnify, hold harmless and defend **SBBC**, its agents, servants and employees from any and all claims, judgments, costs, and expenses including, but not limited to, reasonable attorney's fees, reasonable investigative and discovery costs, court costs and all other sums which **SBBC**, its agents, servants and employees may pay or become obligated to pay on account of any, all and every claim or demand, or assertion of liability, or any claim or action founded thereon, arising or alleged to have arisen out of the products, goods or services furnished by **VENDOR**, its agents, servants or employees; the equipment of **VENDOR**, its agents, servants or employees while such equipment is on premises owned or controlled by **SBBC**; or the negligence of **VENDOR** or the negligence of **VENDOR'S** agents when acting within the scope of their employment, whether such claims, judgments, costs and expenses be for damages, damage to property including **SBBC's** property, and injury or death of any person whether employed by **VENDOR**, **SBBC** or otherwise.

3.28 **Authority**. Each person signing this Agreement on behalf of either party individually warrants that he or she has full legal power to execute this Agreement on behalf of the party for whom he or she is signing, and to bind and obligate such party with respect to all provisions contained in this Agreement.

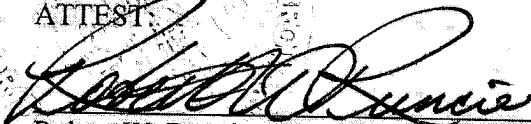
IN WITNESS WHEREOF, the Parties hereto have made and executed this Agreement on the date first above written.

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FOR SBBC

(Corporate Seal)

ATTEST


Robert W. Runcie, Superintendent of Schools

THE SCHOOL BOARD OF BROWARD
COUNTY, FLORIDA

By 
Abby M. Freedman, Chair

Approved as to Form and Legal Content:

Janette M. Smith

Digitally signed by Janette M.
Smith

Date: 2017.08.16 13:39:37 -04'00'

Office of the General Counsel

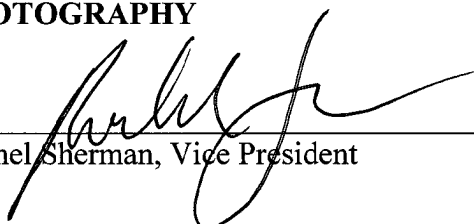
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SIGNATURE PAGE TO FOLLOW

FOR VENDOR


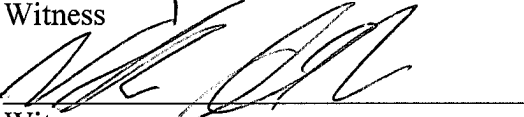
(Corporate Seal)

**SPORTS SECTION OF SOUTH
FLORIDA, INC. DBA TSS
PHOTOGRAPHY**

ATTEST:

By 
Rachel Sherman, Vice President

_____, Secretary

-or-

Witness

Witness

**The Following Notarization is Required for Every Agreement Without Regard to
Whether the Party Chose to Use a Secretary's Attestation or Two (2) Witnesses.**

STATE OF Florida

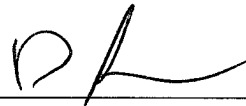
COUNTY OF Broward

The foregoing instrument was acknowledged before me this 15 day of
August, 2017 by Rachel Sherman of
Name of Person

SPORTS SECTION OF SOUTH FLORIDA, INC. DBA TSS PHOTOGRAPHY on behalf of the
corporation/agency.

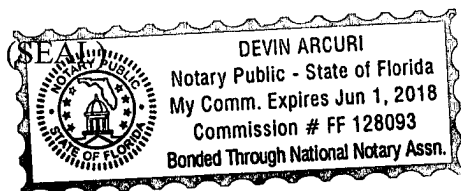
He/She is personally known to me or produced _____ as
identifica-tion and did/did not first take an oath. Type of Identification

My Commission Expires:


Signature - Notary Public

Devin Arcuri
Printed Name of Notary

FF 128093
Notary's Commission No.



**ATTACHMENT A
PRICING SHEET**

Prices shall be held firm for the tenure of this Agreement and shall not exceed the below:

**Elementary Schools
Individual Pictures***

Package "1"		Package "2"		Package "3"		Package "4"	
Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size
2	8" x 10"	1	8" x 10"				
2	5" x 7"	1	5" x 7"	1	5" x 7"		
2	3" x 5"	2	3" x 5"	2	3" x 5"	4	3" x 5"
20	2" x 3"	16	2" x 3"	16	2" x 3"	8	2" x 3"

**Elementary Schools
Personality / Commemorative / Specialty Pictures**

Package "1"		Package "2"		Package "3"		Package "4"	
Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size
2	8" x 10"	1	8" x 10"				
2	5" x 7"	1	5" x 7"	1	5" x 7"		
2	3" x 5"	2	3" x 5"	2	3" x 5"	4	3" x 5"
20	2" x 3"	16	2" x 3"	16	2" x 3"	8	2" x 3"

Student Package Pricing:

Package 1	with Commission of	40%	\$ <u>46.00</u>
Package 1	with Commission of	30%	\$ <u>41.00</u>
Package 1	with Commission of	20%	\$ <u>36.00</u>
Package 2	with Commission of	40%	\$ <u>37.00</u>
Package 2	with Commission of	30%	\$ <u>34.00</u>
Package 2	with Commission of	20%	\$ <u>30.00</u>
Package 3	with Commission of	40%	\$ <u>34.00</u>
Package 3	with Commission of	30%	\$ <u>31.00</u>
Package 3	with Commission of	20%	\$ <u>27.00</u>
Package 4	with Commission of	40%	\$ <u>24.00</u>
Package 4	with Commission of	30%	\$ <u>22.00</u>
Package 4	with Commission of	20%	\$ <u>19.00</u>
Total Cost of packages at 40% Commission:			\$ <u>141.00</u>
Total Cost of packages at 30% Commission:			\$ <u>128.00</u>
Total Cost of packages at 20% Commission:			\$ <u>112.00</u>
Individual Digital Images for student package:			\$ <u>24.00</u>

Student Package Pricing:

Package 1	with Commission of	40%	\$ <u>46.00</u>
Package 1	with Commission of	30%	\$ <u>41.00</u>
Package 1	with Commission of	20%	\$ <u>36.00</u>
Package 2	with Commission of	40%	\$ <u>37.00</u>
Package 2	with Commission of	30%	\$ <u>34.00</u>
Package 2	with Commission of	20%	\$ <u>30.00</u>
Package 3	with Commission of	40%	\$ <u>34.00</u>
Package 3	with Commission of	30%	\$ <u>31.00</u>
Package 3	with Commission of	20%	\$ <u>27.00</u>
Package 4	with Commission of	40%	\$ <u>24.00</u>
Package 4	with Commission of	30%	\$ <u>22.00</u>
Package 4	with Commission of	20%	\$ <u>19.00</u>
Total Cost of packages at 40% Commission:			\$ <u>141.00</u>
Total Cost of packages at 30% Commission:			\$ <u>128.00</u>
Total Cost of packages at 20% Commission:			\$ <u>112.00</u>
Individual Digital Images for student package:			\$ <u>24.00</u>

**Elementary Schools
Club/Class/Team/Group/Organization Pictures***

Package "1"		Package "2"		Package "3"	
Qty	Print Size	Qty	Print Size	Qty	Print Size
1	5" x 7"	1	5" x 7" class / sport / etc. pictures with individual picture inset with package holder (i.e. memory mate)**	1	8" x 10"

Student Package Pricing:

Package 1	\$ <u>12.00</u>
Package 2	\$ <u>18.00</u>
Package 3	\$ <u>15.00</u>
TOTAL COST OF PACKAGES 1, 2, & 3	\$ <u>45.00</u>

**Names of team or class should be printed on the photo. Inset picture can be individuals' school picture, individuals' picture in team/group uniform.

**Middle Schools
Individual Pictures***

Package "1"		Package "2"		Package "3"	
Qty	Print Size	Qty	Print Size	Qty	Print Size
1	8" x 10"				
2	5" x 7"	2	5" x 7"	1	5" x 7"
4	3" x 5"	4	3" x 5"	2	3" x 5"
16	2" x 3"	4	2" x 3"	8	2" x 3"
16	1-1/2"x2-1/2"	8	1-1/2"x2-1/2"		

Student Package Pricing:

Package 1	with Commission of	40%	\$ 46.00
Package 1	with Commission of	30%	\$ 41.00
Package 1	with Commission of	20%	\$ 36.00
Package 2	with Commission of	40%	\$ 34.00
Package 2	with Commission of	30%	\$ 31.00
Package 2	with Commission of	20%	\$ 27.00
Package 3	with Commission of	40%	\$ 24.00
Package 3	with Commission of	30%	\$ 22.00
Package 3	with Commission of	20%	\$ 19.00

Total Cost of packages at 40% Commission:	\$ 104.00
Total Cost of packages at 30% Commission:	\$ 94.00
Total Cost of packages at 20% Commission:	\$ 82.00

Individual Digital Images for student package: \$ 24.00

* Includes School CD with .jpg file for each student and staff member labeled with the name of person photographed.

**Middle Schools
Personality / Commemorative / Specialty Pictures**

Package "1"		Package "2"		Package "3"		Package "4"	
Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size
2	8" x 10"	1	8" x 10"				
4	5" x 7"	2	5" x 7"	2	5" x 7"	1	5" x 7"
4	3" x 5"	4	3" x 5"	2	3" x 5"	2	3" x 5"
12	2" x 3"	12	2" x 3"	4	2" x 3"	8	2" x 3"
8	1-1/2"x2-1/2"	8	1-1/2"x2-1/2"	16	1-1/2"x2-1/2"		

Student Package Pricing:

Package 1	with Commission of	40%	\$ 56.00
Package 1	with Commission of	30%	\$ 51.00
Package 1	with Commission of	20%	\$ 46.00
Package 2	with Commission of	40%	\$ 46.00
Package 2	with Commission of	30%	\$ 41.00
Package 2	with Commission of	20%	\$ 36.00
Package 3	with Commission of	40%	\$ 36.00
Package 3	with Commission of	30%	\$ 33.00
Package 3	with Commission of	20%	\$ 29.00

Package 4	with Commission of	40%	\$ 26.00
Package 4	with Commission of	30%	\$ 24.00
Package 4	with Commission of	20%	\$ 22.00

Total Cost of packages at 40% Commission:	\$ 164.00
Total Cost of packages at 30% Commission:	\$ 149.00
Total Cost of packages at 20% Commission:	\$ 133.00

Individual Digital Images for student package: \$ 24.00

**Middle Schools
Club/Class/Team/Band/Group/Organization Pictures***

Package "1"		Package "2"		Package "3"	
Qty	Print Size	Qty	Print Size	Qty	Print Size
1	5" x 7"	1	5" x 7" class / sport / etc. pictures with individual picture inset with package holder (i.e. memory mate)**	1	8" x 10"

**Names of team, class, group, class, etc. will be captioned on the photo along with name of coach, instructor, school name, and school year. Inset picture can be individuals' school picture, individuals' picture in team/group uniform.

Student Package Pricing:

Package 1	\$	<u>12.00</u>
Package 2	\$	<u>18.00</u>
Package 3	\$	<u>15.00</u>
TOTAL COST OF PACKAGES 1, 2, & 3	\$	<u>45.00</u>

**Middle Schools
Dance Pictures**

Package "1"		Package "2"		Package "3"		Package "4"		Package "5"	
Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size
2	8" x 10"	1	8" x 10"					2	Keychains
4	5" x 7"	2	5" x 7"	1	5" x 7"	2	5" x 7"		
2	3" x 5"			2	3" x 5"				
12	2" x 3"	16	2" x 3"	16	2" x 3"	8	2" x 3"		

Student Package Pricing:

Package 1	\$	<u>45.00</u>
Package 2	\$	<u>38.00</u>
Package 3	\$	<u>35.00</u>
Package 4	\$	<u>25.00</u>
Package 5	\$	<u>14.00</u>
TOTAL COST OF PACKAGES 1, 2, 3, 4, & 5	\$	<u>157.00</u>
Individual Digital Images for student package:	\$	<u>24.00</u>

* Includes School CD with .jpg file for each student and staff member labeled with the name of person photographed. A printed copy of each picture in this classification will be provided in a display method (i.e. soft-covered spiral bound album with school name on the front or something similar) at no charge to the

**High Schools
Individual Pictures***

Package "1"		Package "2"		Package "3"		Package "4"	
Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size
2	8" x 10"	1	8" x 10"				
4	5" x 7"	2	5" x 7"	2	5" x 7"	1	5" x 7"
2	3" x 5"	4	3" x 5"	4	3" x 5"	2	3" x 5"
6	2" x 3"	16	2" x 3"	8	2" x 3"	8	2" x 3"
16	1-1/2"x2-1/2"	16	1-1/2"x2-1/2"	16	1-1/2"x2-1/2"		

Student Package Pricing:

Package 1	with Commission of	40%	\$ 49.00
Package 1	with Commission of	30%	\$ 45.00
Package 1	with Commission of	20%	\$ 39.00
Package 2	with Commission of	40%	\$ 46.00
Package 2	with Commission of	30%	\$ 41.00
Package 2	with Commission of	20%	\$ 36.00
Package 3	with Commission of	40%	\$ 34.00
Package 3	with Commission of	30%	\$ 30.00
Package 3	with Commission of	20%	\$ 24.00
Package 4	with Commission of	40%	\$ 24.00
Package 4	with Commission of	30%	\$ 22.00
Package 4	with Commission of	20%	\$ 19.00

Total Cost of packages at 40% Commission:	\$ 153.00
Total Cost of packages at 30% Commission:	\$ 138.00
Total Cost of packages at 20% Commission:	\$ 118.00

Individual Digital Images for student package: \$ 24.00

**High Schools
Commemorative / Specialty Pictures**

Package "1"		Package "2"		Package "3"		Package "4"	
Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size
2	8" x 10"	1	8" x 10"				
4	5" x 7"	2	5" x 7"	2	5" x 7"	1	5" x 7"
2	3" x 5"	4	3" x 5"	2	3" x 5"	2	3" x 5"
4	2" x 3"	16	2" x 3"	8	2" x 3"		
16	1-1/2"x2-1/2"	16	1-1/2"x2-1/2"	8	1-1/2"x2-1/2"	16	1-1/2"x2-1/2"

Student Package Pricing:

Package 1	with Commission of	40%	\$ 89.00
Package 1	with Commission of	30%	\$ 79.00
Package 1	with Commission of	20%	\$ 69.00
Package 2	with Commission of	40%	\$ 76.00
Package 2	with Commission of	30%	\$ 66.00
Package 2	with Commission of	20%	\$ 56.00
Package 3	with Commission of	40%	\$ 49.00
Package 3	with Commission of	30%	\$ 44.00
Package 3	with Commission of	20%	\$ 39.00
Package 4	with Commission of	40%	\$ 35.00
Package 4	with Commission of	30%	\$ 29.00
Package 4	with Commission of	20%	\$ 25.00

Total Cost of packages at 40% Commission:	\$ 249.00
Total Cost of packages at 30% Commission:	\$ 218.00
Total Cost of packages at 20% Commission:	\$ 189.00

Individual Digital Images for student package: \$ 24.00

* Includes School CD with .jpg file for each student and staff member labeled with the name of person photographed.

**High Schools
Club/Class/Team/Band/Group/Organization Pictures***

Package "1"		Package "2"		Package "3"		Package "4"		Package "5"	
Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size
1	8" x 10" Individual	1	5" x 7" class / sport / etc. pictures with individual picture inset with package holder (i.e.	1	8" x 10"	1	5" x 7" Individual	1	5" x 7" Individual
1	8" x 10" Team					1	5" x 7" Team		OR
						8	2" x 3"	1	5" x 7" Team
				8	2" x 3"				

**Names of team, class, group, class, etc. will be captioned on the photo along with name of coach, instructor, school name, and school

Student Package Pricing:

Package 1	\$	<u>28.00</u>
Package 2	\$	<u>18.00</u>
Package 3	\$	<u>28.00</u>
Package 4	\$	<u>29.00</u>
Package 5	\$	<u>12.00</u>
TOTAL COST OF PACKAGES 1, 2, 3, 4, & 5	\$	<u>115.00</u>

**High Schools
Dance (Including Prom & Homecoming) Pictures**

Package "1"		Package "2"		Package "3"		Package "4"		Package "5"	
Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size
2	8" x 10"	1	8" x 10"					2	Keychains
4	5" x 7"	2	5" x 7"	1	5" x 7"	2	5" x 7"		
2	3" x 5"			2	3" x 5"				
12	2" x 3"	16	2" x 3"	16	2" x 3"	8	2" x 3"		

Package 1 \$ 45.00

Package 2 \$ 38.00

Package 3 \$ 35.00

Package 4 \$ 25.00

Package 5 \$ 14.00

TOTAL COST OF PACKAGES 1, 2, 3, 4, & 5 \$ 157.00

Individual Digital Images for student package: \$ 24.00

* Includes School CD with .jpg file for each student and staff member labeled with the name of person photographed. A printed copy of each picture in this classification will be provided in a display method (i.e. soft-covered spiral bound album with school name on the front or something similar) with no charge to the school.

**High Schools
Graduation Pictures**

Package "1"		Package "2"	
Qty	Print Size	Qty	Print Size
2	8" x 10"	1	8" x 10"
2	5" x 7"	1	5" x 7"
16	2" x 3"	12	2" x 3"

Student Package Pricing:

Package 1	\$	<u>99.00</u>
Package 2	\$	<u>58.00</u>
TOTAL COST OF PACKAGES 1 & 2	\$	<u>157.00</u>

**High Schools
Panoramic Pictures**

Package "1"	
Qty	Print Size
1	10" x 24" or 10" x 30"
(depending on class size with no difference in price)	

COST OF STUDENT PACKAGE 1 \$ 28.00

Panoramic Pictures will include School Name and Class Year.

**Centers
Individual Pictures***

Package "1"		Package "2"		Package "3"		Package "4"	
Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size
2	8" x 10"	1	8" x 10"				
2	5" x 7"	1	5" x 7"	1	5" x 7"	2	5" x 7"
2	3" x 5"	2	3" x 5"	2	3" x 5"		
20	2" x 3"	8	2" x 3"	16	2" x 3"	8	2" x 3"

Student Package Pricing:

Package 1	with Commission of	40%	\$ 46.00
Package 1	with Commission of	30%	\$ 41.00
Package 1	with Commission of	20%	\$ 36.00
Package 2	with Commission of	40%	\$ 35.00
Package 2	with Commission of	30%	\$ 32.00
Package 2	with Commission of	20%	\$ 28.00
Package 3	with Commission of	40%	\$ 34.00
Package 3	with Commission of	30%	\$ 31.00
Package 3	with Commission of	20%	\$ 27.00
Package 4	with Commission of	40%	\$ 24.00
Package 4	with Commission of	30%	\$ 22.00
Package 4	with Commission of	20%	\$ 19.00

Total Cost of packages at 40% Commission:	\$ 139.00
Total Cost of packages at 30% Commission:	\$ 126.00
Total Cost of packages at 20% Commission:	\$ 110.00

Individual Digital Images for student package: \$ 24.00

**Centers
Commemorative / Specialty Pictures**

Package "1"		Package "2"		Package "3"		Package "4"	
Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size
2	8" x 10"	1	8" x 10"				
4	5" x 7"	2	5" x 7"	2	5" x 7"	1	5" x 7"
2	3" x 5"	4	3" x 5"	2	3" x 5"	2	3" x 5"
20	2" x 3"	16	2" x 3"	12	2" x 3"	8	2" x 3"

Student Package Pricing:

Package 1	with Commission of	40%	\$ 74.00
Package 1	with Commission of	30%	\$ 64.00
Package 1	with Commission of	20%	\$ 54.00
Package 2	with Commission of	40%	\$ 62.00
Package 2	with Commission of	30%	\$ 52.00
Package 2	with Commission of	20%	\$ 43.00
Package 3	with Commission of	40%	\$ 42.00
Package 3	with Commission of	30%	\$ 38.00
Package 3	with Commission of	20%	\$ 36.00
Package 4	with Commission of	40%	\$ 32.00
Package 4	with Commission of	30%	\$ 30.00
Package 4	with Commission of	20%	\$ 28.00

Total Cost of packages at 40% Commission:	\$ 210.00
Total Cost of packages at 30% Commission:	\$ 184.00
Total Cost of packages at 20% Commission:	\$ 161.00

Individual Digital Images for student package: \$ 24.00

* Includes School CD with .jpg file for each student and staff member labeled with the name of person

**Centers
Dance (Including Prom & Homecoming) Pictures**

Package "1"		Package "2"		Package "3"		Package "4"		Package "5"	
Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size
2	8" x 10"	1	8" x 10"					2	Keychains
2	5" x 7"	2	5" x 7"	1	5" x 7"	2	5" x 7"		
2	3" x 5"			4	3" x 5"				
12	2" x 3"	16	2" x 3"	12	2" x 3"	8	2" x 3"		

Student Package Pricing:

Package 1	\$	<u>43.00</u>
Package 2	\$	<u>38.00</u>
Package 3	\$	<u>33.00</u>
Package 4	\$	<u>25.00</u>
Package 5	\$	<u>14.00</u>

TOTAL COST OF PACKAGES 1, 2, 3, 4, & 5 \$ 153.00

Individual Digital Images for student package: \$ 24.00

**Centers
Graduation Pictures**

Package "1"		Package "2"		Package "3"	
Qty	Print Size	Qty	Print Size	Qty	Print Size
2	8" x 10"	1	8" x 10"	1	8" x 10" OR
2	5" x 7"	2	5" x 7"	2	5" x 7" OR
16	2" x 3"	16	2" x 3"	8	2" x 3"

* Package 3: No price difference

Student Package Pricing:

Package 1	\$	<u>99.00</u>
Package 2	\$	<u>72.00</u>
Package 3	\$	<u>25.00</u>

TOTAL COST OF PACKAGES 1 & 2 \$ 196.00

**Centers
Parent with Baby Pictures**

Package "1"		Package "2"		Package "3"		Package "4"	
Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size
2	8" x 10"	1	8" x 10"	1	8" x 10"		
2	5" x 7"	1	5" x 7"				
4	3" x 5"	2	3" x 5"	2	3" x 5"	2	3" x 5"
8	2" x 3"	8	2" x 3"	8	2" x 3"	4	2" x 3"
16	1-1/2"x2-1/2"	16	1-1/2"x2-1/2"	8	1-1/2"x2-1/2"	16	1-1/2"x2-1/2"

Student Package Pricing:

Package 1	\$	<u>65.00</u>
Package 2	\$	<u>45.00</u>
Package 3	\$	<u>38.00</u>
Package 4	\$	<u>25.00</u>

TOTAL COST OF PACKAGES 1, 2, 3, 4, & 5 \$ 173.00

Individual Digital Images for student package: \$ 24.00



AGENDA REQUEST FORM

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

MEETING DATE: Sep 20 2016 10:15AM - Regular School Board Meeting

Special Order Request
 Yes No

ITEM No.:
EE-7.

AGENDA ITEM: OPEN ITEMS

Time

CATEGORY: EE. OFFICE OF STRATEGY & OPERATIONS

DEPARTMENT: Procurement & Warehousing Services

Open Agenda
 Yes No

TITLE:
Recommendation of \$500,000 or Less - 17-045N - School Pictures (Excludes Senior Portraits)

REQUESTED ACTION:
Approve the recommendation to award the above Request for Proposal (RFP). Contract Term: September 21, 2016, through September 20, 2019, 3 Years; User Department: Office of School Performance and Accountability; Award Amount: None; Awarded Vendor(s): Fox-Mar Photography, Inc.; Gradimages, a division of Iconic Group (Florida), Inc.; Inafec Productions, Inc.; Reicut Photographic, Inc., d/b/a Leonard's; Lifetouch National School Studios, Inc.; Munoz Studio, Inc.; Nick's Photo Studio of Broward, LLC; Chad Bookman d/b/a Smile Time Photography; Strawbridge Studios, Inc.; Weston Photography School Portraits, Inc.; Minority/Women Business Enterprise Vendor(s): Nick's Photo Studio of Broward, LLC

SUMMARY EXPLANATION AND BACKGROUND:
The School Board of Broward County, Florida, received ten (10) proposals in response to RFP 17-045N – School Pictures (Excludes Senior Portraits). This RFP will be utilized by the Office of School Performance and Accountability to provide a pool of qualified school picture providers to take pictures of students, faculty members, and school administrators, including individual school pictures, commemorative pictures, school dances, teams and clubs, graduation, and others as determined by the needs of the school. Senior portraits are excluded from the scope of this RFP.
A copy of the RFP documents is available online at:
[http://www.broward.k12.fl.us/supply/agenda/17-045N_SchoolPictures\(ExcludesSeniorPortraits\).pdf](http://www.broward.k12.fl.us/supply/agenda/17-045N_SchoolPictures(ExcludesSeniorPortraits).pdf)

SCHOOL BOARD GOALS:
 Goal 1: High Quality Instruction Goal 2: Continuous Improvement Goal 3: Effective Communication

FINANCIAL IMPACT:
There is no financial impact to the District, as this is a revenue generating service.

EXHIBITS: (List)
(1) Executive Summary (2) Recommendation Tabulation

BOARD ACTION:
APPROVED
(For Official School Board Records Office Only)

SOURCE OF ADDITIONAL INFORMATION:
Name: Alan Strauss Phone: 754-321-3810
Name: Mary C. Coker Phone: 754-321-0504

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

Senior Leader & Title

Maurice L. Woods - Chief Strategy & Operations Officer

Approved In Open Board Meeting On:

SEP 20 2016

Signature
Maurice Woods
9/9/2016, 11:15:44 AM

By: *Rosalind Orzuel*

School Board Chair

The School Board of Broward County, Florida
Procurement & Warehousing Services

ITB / RFP No.: 17-045-1N Tentative Board Meeting Date*: SEPTEMBER 6, 2017
 Description: SCHOOL PICTURES (EXCLUDES SENIOR Notified: 172 Downloaded: 11
PORTRAITS) ITB / RFP Rec'd: 1 No. Bids: 0
 For: VARIOUS SCHOOLS ITB / RFP Opening: JUNE 9, 2017
 Fund: VARIOUS FUNDS Advertised Date: MAY 14, 2017

POSTING OF ITB / RFP RECOMMENDATION/TABULATION: ITB / RFP Recommendations and Tabulations will be posted in the Procurement & Warehousing Services and www.Demandstar.com on **JUNE 22, 2017 at 3:00 pm** and will remain posted for 72 hours. Any person who is adversely affected by the decision or intended decision shall file a notice of protest, in writing, within 72 hours after the posting of the notice of decision or intended decision. The formal written protest shall be filed within ten (10) days after the date the notice of protest is filed. Failure to file a notice of protest or failure to file a formal written protest shall constitute a waiver of proceedings under this chapter. Section 120.57(3)(b), Florida Statutes, states that "The formal written protest shall state with particularity the facts and law upon which the protest is based." Saturdays, Sundays, state holidays and days during which the District is closed shall be excluded in the computation of the 72-hour time period provided. Filings shall be at the office of the Director of Procurement & Warehousing Services, 7720 West Oakland Park Boulevard, Suite 323, Sunrise, Florida 33351. Any person who files an action protesting an intended decision shall post with the School Board, at the time of filing the formal written protest, a bond, payable to The School Board of Broward County, Florida, (SBBC), in an amount equal to one percent (1%) of the estimated value of the contract. Failure to post the bond required by SBBC Policy 3320, Part VIII, Purchasing Policies, Section N, within the time allowed for filing a bond shall constitute a waiver of the right to protest.

(* The Cone of Silence, as stated in the ITB / RFP, is in effect until this ITB / RFP is approved by SBBC. The Board meeting date stated above is tentative. Confirm with the Purchasing Agent of record for the actual date the Cone of Silence has concluded.

RECOMMENDATION TABULATION

IN ACCORDANCE WITH SECTION 5.0 OF RFP 17-045-1N, PROPOSALS RECEIVED WERE REVIEWED AND SCORED BY AN EVALUATION COMMITTEE CONSISTING OF:

- LOURDES GONZALEZ – PRINCIPAL, HOLLYWOOD HILLS HIGH SCHOOL
- HORACE HAMM – PRINCIPAL, LYONS CREEK MIDDLE SCHOOL
- RIQUELME RODRIGUEZ – PRINCIPAL, SEA CASTLE ELEMENTARY SCHOOL
- ALAN STRAUSS – CADRE DIRECTOR, OFFICE OF SCHOOL PERFORMANCE AND ACCOUNTABILITY


THE EVALUATION COMMITTEE HAS RECOMMENDED THAT THE PROPOSER(S) LISTED BELOW ARE RECOMMENDED FOR APPROVAL BY THE SCHOOL BOARD. AS STATED IN THE RFP, SBBC INTENDS TO APPROVE ONLY THE PROPOSER(S) THAT HAVE COMPLIED WITH THE TERMS, CONDITIONS AND REQUIREMENTS OF THE OVERALL RFP AND RECEIVE 60 POINTS OR HIGHER FROM THE COMMITTEE. EACH PROPOSER MET OR EXCEEDED THAT THRESHOLD.

SCHOOL CATEGORIES

	<u>ELEMENTARY</u>	<u>MIDDLE</u>	<u>HIGH</u>	<u>CENTERS</u>
SPORTS SECTION OF SOUTH FLORIDA DBA TSS PHOTOGRAPHY	YES	YES	YES	YES

THIS AWARD WILL BE CONTINGENT UPON THE SUCCESSFUL COMPLETION OF A WRITTEN AGREEMENT WITH THE ABOVE RECOMMENDED PROPOSER(S).

CONTRACT PERIOD: SEPTEMBER 7, 2017, THROUGH SEPTEMBER 20, 2019.

By:  Date: 6-22-2017
 (Purchasing Agent)

The School Board of Broward County, Florida, prohibits any policy or procedure which results in discrimination on the basis of age, color, disability, gender expression, national origin, marital status, race, religion, sex or sexual orientation. Individuals who wish to file a discrimination complaint, may call the Executive Director, Benefits & EEO Compliance at 754-321-2150 or Teletype Machine (TTY) at 754-321-2158.

Individuals with disabilities requesting accommodations under the Americans with Disabilities Act (ADA) may call the Equal Educational Opportunities (EEO) at 754-321-2150 or Teletype Machine (TTY) at 754-321-2158.



THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA BID TABULATION

RFP Number: 17-045-1N
RFP Title: School Pictures (Excludes Senior Portraits)
Buyer Name: Karlene Grant
Date Opened: June 9, 2017
Evaluation Meeting: June 20, 2017

Proposer's Name	Evaluation Points	Recommended for Award
Sports Section of South Florida DBA TSS Photography	82	✓

RFP 17-045-1N

17-045-1N School Pictures (Excludes Senior Portraits)	Maximum Points	Alan Strauss	Horace Hamm	Riquelme Rodriguez	Lourdes Gonzalez	Average Points
Experience & Qualifications	10					
Sports Section of South Florida DBA TSS Photography		6	7	6	8	7
Scope of Services	60					
Sports Section of South Florida DBA TSS Photography		56	55	56	55	56
Cost of Services	20					
Sports Section of South Florida DBA TSS Photography		20	20	20	20	20
M/WBE	10					
Sports Section of South Florida DBA TSS Photography		0	0	0	0	0
Total Score	100					
Sports Section of South Florida DBA TSS Photography						82

Award: the District intends to approve only the Proposer(s) that have complied with the terms, conditions, and requirements of the overall Request for Proposals (RFP) and receive 60 points or higher from the Committee and approval will be based on the scores ascribed to proposals as outlined in the Evaluation Process and will be made for the goods and services required by the District as stated in the RFP. Evaluation of proposals will be based on an average of Evaluation Committee Member's points.

Proposal Pricing Sheet
Please complete the boxes in blue.

Proposer Name: TSS Photography
Elementary Schools
Individual Pictures*

Package "1"		Package "2"		Package "3"		Package "4"	
Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size
2	8" x 10"	1	8" x 10"				
2	5" x 7"	1	5" x 7"	1	5" x 7"		
2	3" x 5"	2	3" x 5"	2	3" x 5"	4	3" x 5"
20	2" x 3"	16	2" x 3"	16	2" x 3"	8	2" x 3"

Student Package Pricing:

Package 1	with Commission of	40%	\$	<u>46.00</u>
Package 1	with Commission of	30%	\$	<u>41.00</u>
Package 1	with Commission of	20%	\$	<u>36.00</u>
Package 2	with Commission of	40%	\$	<u>37.00</u>
Package 2	with Commission of	30%	\$	<u>34.00</u>
Package 2	with Commission of	20%	\$	<u>30.00</u>
Package 3	with Commission of	40%	\$	<u>34.00</u>
Package 3	with Commission of	30%	\$	<u>31.00</u>
Package 3	with Commission of	20%	\$	<u>27.00</u>
Package 4	with Commission of	40%	\$	<u>24.00</u>
Package 4	with Commission of	30%	\$	<u>22.00</u>
Package 4	with Commission of	20%	\$	<u>19.00</u>
Total Cost of packages at 40% Commission:			\$	<u>141.00</u>
Total Cost of packages at 30% Commission:			\$	<u>128.00</u>
Total Cost of packages at 20% Commission:			\$	<u>112.00</u>
Individual Digital Images for student package:			\$	<u>24.00</u>

* Includes School CD with .jpg file for each student and staff member labeled with the name of person photographed.

Proposal Pricing Sheet
Please complete the boxes in blue.

Proposer Name: _____ TSS Photography

Elementary Schools

Personality / Commemorative / Specialty Pictures

Package "1"		Package "2"		Package "3"		Package "4"	
Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size
2	8" x 10"	1	8" x 10"				
2	5" x 7"	1	5" x 7"	1	5" x 7"		
2	3" x 5"	2	3" x 5"	2	3" x 5"	4	3" x 5"
20	2" x 3"	16	2" x 3"	16	2" x 3"	8	2" x 3"

Student Package Pricing:

Package 1	with Commission of	40%	\$	<u>46.00</u>
Package 1	with Commission of	30%	\$	<u>41.00</u>
Package 1	with Commission of	20%	\$	<u>36.00</u>
Package 2	with Commission of	40%	\$	<u>37.00</u>
Package 2	with Commission of	30%	\$	<u>34.00</u>
Package 2	with Commission of	20%	\$	<u>30.00</u>
Package 3	with Commission of	40%	\$	<u>34.00</u>
Package 3	with Commission of	30%	\$	<u>31.00</u>
Package 3	with Commission of	20%	\$	<u>27.00</u>
Package 4	with Commission of	40%	\$	<u>24.00</u>
Package 4	with Commission of	30%	\$	<u>22.00</u>
Package 4	with Commission of	20%	\$	<u>19.00</u>
Total Cost of packages at 40% Commission:			\$	<u>141.00</u>
Total Cost of packages at 30% Commission:			\$	<u>128.00</u>
Total Cost of packages at 20% Commission:			\$	<u>112.00</u>
Individual Digital Images for student package:			\$	<u>24.00</u>

Proposal Pricing Sheet
Please complete the boxes in blue.

Proposer Name: TSS Photography
Elementary Schools
Club/Class/Team/Group/Organization Pictures*

<u>Package "1"</u>		<u>Package "2"</u>		<u>Package "3"</u>	
<u>Qty</u>	<u>Print Size</u>	<u>Qty</u>	<u>Print Size</u>	<u>Qty</u>	<u>Print Size</u>
1	5" x 7"	1	5" x 7" class / sport / etc. pictures with individual picture inset with package holder (i.e. memory mate)**	1	8" x 10"

**Names of team or class should be printed on the photo. Inset picture can be individuals' school picture, individuals' picture in team/group uniform.

Student Package Pricing:

Package 1 \$ 12.00

Package 2 \$ 18.00

Package 3 \$ 15.00

TOTAL COST OF PACKAGES 1, 2, & 3 \$ 45.00

* Includes School CD with .jpg file for each student and staff member labeled with the name of person photographed. A printed copy of each picture in this classification will be provided in a display method (i.e. soft-covered spiral bound album with school name on the front or something similar) at no charge to the school.

Proposal Pricing Sheet
Please complete the boxes in blue.

Proposer Name: TSS Photography

Middle Schools
Individual Pictures*

Package "1"		Package "2"		Package "3"	
Qty	Print Size	Qty	Print Size	Qty	Print Size
1	8" x 10"				
2	5" x 7"	2	5" x 7"	1	5" x 7"
4	3" x 5"	4	3" x 5"	2	3" x 5"
16	2" x 3"	4	2" x 3"	8	2" x 3"
16	1-1/2"x2-1/2"	8	1-1/2"x2-1/2"		

Student Package Pricing:

Package 1	with Commission of	40%	\$ 46.00
Package 1	with Commission of	30%	\$ 41.00
Package 1	with Commission of	20%	\$ 36.00
Package 2	with Commission of	40%	\$ 34.00
Package 2	with Commission of	30%	\$ 31.00
Package 2	with Commission of	20%	\$ 27.00
Package 3	with Commission of	40%	\$ 24.00
Package 3	with Commission of	30%	\$ 22.00
Package 3	with Commission of	20%	\$ 19.00
Total Cost of packages at 40% Commission:			\$ 104.00
Total Cost of packages at 30% Commission:			\$ 94.00
Total Cost of packages at 20% Commission:			\$ 82.00
Individual Digital Images for student package:			\$ 24.00

* Includes School CD with .jpg file for each student and staff member labeled with the name of person photographed.

Proposal Pricing Sheet
Please complete the boxes in blue.

Proposer Name: TSS Photography
Middle Schools
Personality / Commemorative / Specialty Pictures

Package "1"		Package "2"		Package "3"		Package "4"	
Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size
2	8" x 10"	1	8" x 10"				
4	5" x 7"	2	5" x 7"	2	5" x 7"	1	5" x 7"
4	3" x 5"	4	3" x 5"	2	3" x 5"	2	3" x 5"
12	2" x 3"	12	2" x 3"	4	2" x 3"	8	2" x 3"
8	1-1/2"x2-1/2"	8	1-1/2"x2-1/2"	16	1-1/2"x2-1/2"		

Student Package Pricing:

Package 1	with Commission of	40%	\$	<u>56.00</u>
Package 1	with Commission of	30%	\$	<u>51.00</u>
Package 1	with Commission of	20%	\$	<u>46.00</u>
Package 2	with Commission of	40%	\$	<u>46.00</u>
Package 2	with Commission of	30%	\$	<u>41.00</u>
Package 2	with Commission of	20%	\$	<u>36.00</u>
Package 3	with Commission of	40%	\$	<u>36.00</u>
Package 3	with Commission of	30%	\$	<u>33.00</u>
Package 3	with Commission of	20%	\$	<u>29.00</u>
Package 4	with Commission of	40%	\$	<u>26.00</u>
Package 4	with Commission of	30%	\$	<u>24.00</u>
Package 4	with Commission of	20%	\$	<u>22.00</u>

Total Cost of packages at 40% Commission:	\$	<u>164.00</u>
Total Cost of packages at 30% Commission:	\$	<u>149.00</u>
Total Cost of packages at 20% Commission:	\$	<u>133.00</u>

Individual Digital Images for student package: \$ 24.00

Proposal Pricing Sheet
Please complete the boxes in blue.

Proposer Name: TSS Photography
Middle Schools

Club/Class/Team/Band/Group/Organization Pictures*

<u>Package "1"</u>		<u>Package "2"</u>		<u>Package "3"</u>	
<u>Qty</u>	<u>Print Size</u>	<u>Qty</u>	<u>Print Size</u>	<u>Qty</u>	<u>Print Size</u>
1	5" x 7"	1	5" x 7" class / sport / etc. pictures with individual picture inset with package holder (i.e. memory mate)**	1	8" x 10"

**Names of team, class, group, class, etc. will be captioned on the photo along with name of coach, instructor, school name, and school year. Inset picture can be individuals' school picture, individuals' picture in team/group uniform.

Student Package Pricing:

Package 1	\$	<u>12.00</u>
Package 2	\$	<u>18.00</u>
Package 3	\$	<u>15.00</u>
TOTAL COST OF PACKAGES 1, 2, & 3	\$	<u>45.00</u>

* Includes School CD with .jpg file for each student and staff member labeled with the name of person photographed. A printed copy of each picture in this classification will be provided in a display method (i.e. soft-covered spiral bound album with school name on the front or something similar) at no charge to the school.

Proposal Pricing Sheet
Please complete the boxes in blue.

Proposer Name: TSS Photography
Middle Schools
Dance Pictures

<u>Package "1"</u>		<u>Package "2"</u>		<u>Package "3"</u>		<u>Package "4"</u>		<u>Package "5"</u>	
<u>Qty</u>	<u>Print Size</u>	<u>Qty</u>	<u>Print Size</u>	<u>Qty</u>	<u>Print Size</u>	<u>Qty</u>	<u>Print Size</u>	<u>Qty</u>	<u>Print Size</u>
2	8" x 10"	1	8" x 10"					2	Keychains
4	5" x 7"	2	5" x 7"	1	5" x 7"	2	5" x 7"		
2	3" x 5"			2	3" x 5"				
12	2" x 3"	16	2" x 3"	16	2" x 3"	8	2" x 3"		

Student Package Pricing:

Package 1	\$	<u>45.00</u>
Package 2	\$	<u>38.00</u>
Package 3	\$	<u>35.00</u>
Package 4	\$	<u>25.00</u>
Package 5	\$	<u>14.00</u>
TOTAL COST OF PACKAGES 1, 2, 3, 4, & 5	\$	<u>157.00</u>
Individual Digital Images for student package:	\$	<u>24.00</u>

Proposal Pricing Sheet
Please complete the boxes in blue.

Proposer Name: TSS Photography
High Schools
Individual Pictures*

Package "1"		Package "2"		Package "3"		Package "4"	
Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size
2	8" x 10"	1	8" x 10"				
4	5" x 7"	2	5" x 7"	2	5" x 7"	1	5" x 7"
2	3" x 5"	4	3" x 5"	4	3" x 5"	2	3" x 5"
6	2" x 3"	16	2" x 3"	8	2" x 3"	8	2" x 3"
16	1-1/2"x2-1/2"	16	1-1/2"x2-1/2"	16	1-1/2"x2-1/2"		

Student Package Pricing:

Package 1	with Commission of	40%	\$	<u>49.00</u>
Package 1	with Commission of	30%	\$	<u>45.00</u>
Package 1	with Commission of	20%	\$	<u>39.00</u>
Package 2	with Commission of	40%	\$	<u>46.00</u>
Package 2	with Commission of	30%	\$	<u>41.00</u>
Package 2	with Commission of	20%	\$	<u>36.00</u>
Package 3	with Commission of	40%	\$	<u>34.00</u>
Package 3	with Commission of	30%	\$	<u>30.00</u>
Package 3	with Commission of	20%	\$	<u>24.00</u>
Package 4	with Commission of	40%	\$	<u>24.00</u>
Package 4	with Commission of	30%	\$	<u>22.00</u>
Package 4	with Commission of	20%	\$	<u>19.00</u>

Total Cost of packages at 40% Commission: \$ 153.00

Total Cost of packages at 30% Commission: \$ 138.00

Total Cost of packages at 20% Commission: \$ 118.00

Individual Digital Images for student package: \$ 24.00

* Includes School CD with .jpg file for each student and staff member labeled with the name of person photographed.

Proposal Pricing Sheet
Please complete the boxes in blue.

Proposer Name: TSS Photography
High Schools
Commemorative / Specialty Pictures

Package "1"		Package "2"		Package "3"		Package "4"	
Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size
2	8" x 10"	1	8" x 10"				
4	5" x 7"	2	5" x 7"	2	5" x 7"	1	5" x 7"
2	3" x 5"	4	3" x 5"	2	3" x 5"	2	3" x 5"
4	2" x 3"	16	2" x 3"	8	2" x 3"		
16	1-1/2"x2-1/2"	16	1-1/2"x2-1/2"	8	1-1/2"x2-1/2"	16	1-1/2"x2-1/2"

Student Package Pricing:

Package 1	with Commission of	40%	\$	<u>89.00</u>
Package 1	with Commission of	30%	\$	<u>79.00</u>
Package 1	with Commission of	20%	\$	<u>69.00</u>
Package 2	with Commission of	40%	\$	<u>76.00</u>
Package 2	with Commission of	30%	\$	<u>66.00</u>
Package 2	with Commission of	20%	\$	<u>56.00</u>
Package 3	with Commission of	40%	\$	<u>49.00</u>
Package 3	with Commission of	30%	\$	<u>44.00</u>
Package 3	with Commission of	20%	\$	<u>39.00</u>
Package 4	with Commission of	40%	\$	<u>35.00</u>
Package 4	with Commission of	30%	\$	<u>29.00</u>
Package 4	with Commission of	20%	\$	<u>25.00</u>
Total Cost of packages at 40% Commission:			\$	<u>249.00</u>
Total Cost of packages at 30% Commission:			\$	<u>218.00</u>
Total Cost of packages at 20% Commission:			\$	<u>189.00</u>
Individual Digital Images for student package:			\$	<u>24.00</u>

Proposal Pricing Sheet
Please complete the boxes in blue.

Proposer Name: TSS Photography
High Schools
Club/Class/Team/Band/Group/Organization Pictures*

Package "1"		Package "2"		Package "3"		Package "4"		Package "5"	
Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size
1	8" x 10" Individual	1	5" x 7" class / sport / etc. pictures with individual picture inset with package holder (i.e. memory mate)**	1	8" x 10"	1	5" x 7" Individual	1	5" x 7" Individual
1	8" x 10" Team					1	5" x 7" Team		OR
				8	2" x 3"	8	2" x 3"	1	5" x 7" Team

**Names of team, class, group, class, etc. will be captioned on the photo along with name of coach, instructor, school name, and school year. Inset picture can be individuals' school picture, individuals' picture in team/group uniform.

Student Package Pricing:

Package 1 \$ 28.00

Package 2 \$ 18.00

Package 3 \$ 28.00

Package 4 \$ 29.00

Package 5 \$ 12.00

TOTAL COST OF PACKAGES 1, 2, 3, 4, & 5 \$ 115.00

* Includes School CD with .jpg file for each student and staff member labeled with the name of person photographed. A printed copy of each picture in this classification will be provided in a display method (i.e. soft-covered spiral bound album with school name on the front or something similar) with no charge to the school.

Proposal Pricing Sheet
Please complete the boxes in blue.

Proposer Name: TSS Photography
High Schools
Dance (Including Prom & Homecoming) Pictures

<u>Package "1"</u>		<u>Package "2"</u>		<u>Package "3"</u>		<u>Package "4"</u>		<u>Package "5"</u>	
<u>Qty</u>	<u>Print Size</u>	<u>Qty</u>	<u>Print Size</u>	<u>Qty</u>	<u>Print Size</u>	<u>Qty</u>	<u>Print Size</u>	<u>Qty</u>	<u>Print Size</u>
2	8" x 10"	1	8" x 10"					2	Keychains
4	5" x 7"	2	5" x 7"	1	5" x 7"	2	5" x 7"		
2	3" x 5"			2	3" x 5"				
12	2" x 3"	16	2" x 3"	16	2" x 3"	8	2" x 3"		

Student Package Pricing:

Package 1	\$	<u>45.00</u>
Package 2	\$	<u>38.00</u>
Package 3	\$	<u>35.00</u>
Package 4	\$	<u>25.00</u>
Package 5	\$	<u>14.00</u>
TOTAL COST OF PACKAGES 1, 2, 3, 4, & 5	\$	<u>157.00</u>
Individual Digital Images for student package:	\$	<u>24.00</u>

Proposal Pricing Sheet
Please complete the boxes in blue.

Proposer Name: TSS Photography
High Schools
Graduation Pictures

<u>Package "1"</u>		<u>Package "2"</u>	
<u>Qty</u>	<u>Print Size</u>	<u>Qty</u>	<u>Print Size</u>
2	8" x 10"	1	8" x 10"
2	5" x 7"	1	5" x 7"
16	2" x 3"	12	2" x 3"

Student Package Pricing:

Package 1 \$ 99.00

Package 2 \$ 58.00

TOTAL COST OF PACKAGES 1 & 2 \$ 157.00

Proposal Pricing Sheet
Please complete the boxes in blue.

Proposer Name: TSS Photography
High Schools
Panoramic Pictures

<u>Package "1"</u>	
<u>Qty</u>	<u>Print Size</u>
1	10" x 24" or 10" x 30"
(depending on class size with no difference in price)	

COST OF STUDENT
PACKAGE 1 \$ 28.00

Panoramic Pictures will include School Name and Class Year.

Proposal Pricing Sheet
Please complete the boxes in blue.

Proposer Name: TSS Photography

Centers
Individual Pictures*

Package "1"		Package "2"		Package "3"		Package "4"	
Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size
2	8" x 10"	1	8" x 10"				
2	5" x 7"	1	5" x 7"	1	5" x 7"	2	5" x 7"
2	3" x 5"	2	3" x 5"	2	3" x 5"		
20	2" x 3"	8	2" x 3"	16	2" x 3"	8	2" x 3"

Student Package Pricing:

Package 1	with Commission of	40%	\$	<u>46.00</u>
Package 1	with Commission of	30%	\$	<u>41.00</u>
Package 1	with Commission of	20%	\$	<u>36.00</u>
Package 2	with Commission of	40%	\$	<u>35.00</u>
Package 2	with Commission of	30%	\$	<u>32.00</u>
Package 2	with Commission of	20%	\$	<u>28.00</u>
Package 3	with Commission of	40%	\$	<u>34.00</u>
Package 3	with Commission of	30%	\$	<u>31.00</u>
Package 3	with Commission of	20%	\$	<u>27.00</u>
Package 4	with Commission of	40%	\$	<u>24.00</u>
Package 4	with Commission of	30%	\$	<u>22.00</u>
Package 4	with Commission of	20%	\$	<u>19.00</u>

Total Cost of packages at 40% Commission:	\$	<u>139.00</u>
Total Cost of packages at 30% Commission:	\$	<u>126.00</u>
Total Cost of packages at 20% Commission:	\$	<u>110.00</u>

Individual Digital Images for student package: \$ 24.00

* Includes School CD with .jpg file for each student and staff member labeled with the name of person photographed.

Proposal Pricing Sheet
Please complete the boxes in blue.

Proposer Name: _____ TSS Photography

Centers

Commemorative / Specialty Pictures

<u>Package "1"</u>		<u>Package "2"</u>		<u>Package "3"</u>		<u>Package "4"</u>	
<u>Qty</u>	<u>Print Size</u>	<u>Qty</u>	<u>Print Size</u>	<u>Qty</u>	<u>Print Size</u>	<u>Qty</u>	<u>Print Size</u>
2	8" x 10"	1	8" x 10"				
4	5" x 7"	2	5" x 7"	2	5" x 7"	1	5" x 7"
2	3" x 5"	4	3" x 5"	2	3" x 5"	2	3" x 5"
20	2" x 3"	16	2" x 3"	12	2" x 3"	8	2" x 3"

Student Package Pricing:

Package 1	with Commission of	40%	\$	<u>74.00</u>
Package 1	with Commission of	30%	\$	<u>64.00</u>
Package 1	with Commission of	20%	\$	<u>54.00</u>

Package 2	with Commission of	40%	\$	<u>62.00</u>
Package 2	with Commission of	30%	\$	<u>52.00</u>
Package 2	with Commission of	20%	\$	<u>43.00</u>

Package 3	with Commission of	40%	\$	<u>42.00</u>
Package 3	with Commission of	30%	\$	<u>38.00</u>
Package 3	with Commission of	20%	\$	<u>36.00</u>

Package 4	with Commission of	40%	\$	<u>32.00</u>
Package 4	with Commission of	30%	\$	<u>30.00</u>
Package 4	with Commission of	20%	\$	<u>28.00</u>

Total Cost of packages at 40% Commission:	\$	<u>210.00</u>
Total Cost of packages at 30% Commission:	\$	<u>184.00</u>
Total Cost of packages at 20% Commission:	\$	<u>161.00</u>

Individual Digital Images for student package: \$ 24.00

Proposal Pricing Sheet
Please complete the boxes in blue.

Proposer Name: TSS Photography
Centers
Dance (Including Prom & Homecoming) Pictures

<u>Package "1"</u>		<u>Package "2"</u>		<u>Package "3"</u>		<u>Package "4"</u>		<u>Package "5"</u>	
<u>Qty</u>	<u>Print Size</u>	<u>Qty</u>	<u>Print Size</u>	<u>Qty</u>	<u>Print Size</u>	<u>Qty</u>	<u>Print Size</u>	<u>Qty</u>	<u>Print Size</u>
2	8" x 10"	1	8" x 10"					2	Keychains
2	5" x 7"	2	5" x 7"	1	5" x 7"	2	5" x 7"		
2	3" x 5"			4	3" x 5"				
12	2" x 3"	16	2" x 3"	12	2" x 3"	8	2" x 3"		

Student Package Pricing:

Package 1	\$	<u>43.00</u>
Package 2	\$	<u>38.00</u>
Package 3	\$	<u>33.00</u>
Package 4	\$	<u>25.00</u>
Package 5	\$	<u>14.00</u>
TOTAL COST OF PACKAGES 1, 2, 3, 4, & 5	\$	<u>153.00</u>
Individual Digital Images for student package:	\$	<u>24.00</u>

Proposal Pricing Sheet
Please complete the boxes in blue.

Proposer Name: TSS Photography
Centers
Graduation Pictures

<u>Package "1"</u>		<u>Package "2"</u>		<u>Package "3"*</u>	
<u>Qty</u>	<u>Print Size</u>	<u>Qty</u>	<u>Print Size</u>	<u>Qty</u>	<u>Print Size</u>
2	8" x 10"	1	8" x 10"	1	8" x 10" OR
2	5" x 7"	2	5" x 7"	2	5" x 7" OR
16	2" x 3"	16	2" x 3"	8	2" x 3"

* Package 3: No price difference

Student Package Pricing:

Package 1 \$ 99.00

Package 2 \$ 72.00

Package 3 \$ 25.00

TOTAL COST OF PACKAGES 1 & 2 \$ 196.00

Proposal Pricing Sheet
Please complete the boxes in blue.

Proposer Name: TSS Photography

Centers

Parent with Baby Pictures

Package "1"		Package "2"		Package "3"		Package "4"	
Qty	Print Size	Qty	Print Size	Qty	Print Size	Qty	Print Size
2	8" x 10"	1	8" x 10"	1	8" x 10"		
2	5" x 7"	1	5" x 7"				
4	3" x 5"	2	3" x 5"	2	3" x 5"	2	3" x 5"
8	2" x 3"	8	2" x 3"	8	2" x 3"	4	2" x 3"
16	1-1/2"x2-1/2"	16	1-1/2"x2-1/2"	8	1-1/2"x2-1/2"	16	1-1/2"x2-1/2"

Student Package Pricing:

Package 1 \$ 65.00

Package 2 \$ 45.00

Package 3 \$ 38.00

Package 4 \$ 25.00

TOTAL COST OF PACKAGES 1, 2, 3, 4, & 5 \$ 173.00

Individual Digital Images for student package: \$ 24.00

**Proposal Pricing Sheet
Additional Packages/Products**

Proposer Name: TSS Photography

Provide pricing on this spreadsheet for all additional options. Provide the name, a detailed description of item/package offering, and pricing. Include details and additional attachments with proposal.

Item Price	Item Name	Item Description
\$15	Fun Pack	Bookmark, ID card, ruler
\$16	Wirebound Notebook	Wirebound Notebook
\$12	Wirebound Notepad	Wirebound Notepad
\$20	Photo Mug	Photo Mug
\$20	Water Bottle	Water Bottle
\$15	Drawstring Bag	Drawstring Bag
\$22	Travel Mug	Travel Mug
\$24	Mouse Pad	Mouse Pad
\$15	Photo Magnet	3 1/2 x 5 photo magnet
\$38	Ipad Case	Ipad Case
\$29	Iphone Cover	Ipphone Cover
\$31	8x10 Statuette	8x10 Statuette
\$10	Keychain	Keychain
\$10	Bagtag	Bagtag
\$12	3x5 Statuette Magnet	3x5 Statuette Magnet
\$15	Postcards	Postcards
\$20	Charm Bracelet	Charm Bracelet
\$15	Mini Wallets (16)	Mini Wallets (16)
\$15	Wallets (8)	Wallets (8)
\$15	3x5's (4)	3x5's (4)
\$15	5x7's (2)	5x7's (2)
\$15	8x10 (1)	8x10 (1)
\$15	10x13 (1)	10x13 (1)