

## EXECUTIVE SUMMARY

### Recommendation of \$500,000 or Greater FY20-016 – Audiovisual Equipment Installation, Products & Computer Peripherals (Catalog)

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#### **Introduction**

##### **Responsible: Procurement and Warehousing Services (PWS)**

This request is to approve the recommendation to award Invitation to Bid (ITB) FY20-016 for three (3) years starting January 1, 2020 through December 31, 2023, with an option for two (2) additional one (1) year Renewals Periods with \$8,200,000 spending authority. ITB FY20-016 will facilitate the purchase of audiovisual products, installation, and peripherals throughout the District.

#### **Goods/Services Description**

##### **Responsible: Information Technology (IT)**

This Bid allows schools and departments to have the ability to purchase audiovisual equipment and supplies that are used throughout the District to support teaching and learning. These purchases are aligned with the facility's educational specifications for digital resources in a classroom. Purchases include, but not limited to, projectors, interactive boards, televisions, sound and video systems, digital classroom equipment, conferencing equipment, plotters, and other equipment to includes the installation (if needed).

Information Technology is creating a new electronic catalog price book in order to facilitate district purchases and assist consumers in purchasing standardized, pre-approved equipment at the lowest cost while providing a vehicle to submit a request of audio-visual equipment not currently within standards.

#### **Procurement Method**

##### **Responsible: PWS**

The solicitation ran from August 26, 2019 through October 4, 2019. There were 1,757 vendors notified, 70 vendors downloaded the ITB and twenty-four (24) bids were received before bid opening. This Bid contains two (2) groups. Group 1 is the installation services and Group 2 is audiovisual products and computer peripherals. The bid shall be awarded by group to all responsive and responsible bidders, meeting all specifications, terms, and conditions.

Twenty-three (23) vendors were recommended for award to provide a pool of qualified vendors. One (1) vendor was rejected for not complying with ITB requirements. Based on the dynamic nature of the industry, The School Board of Broward County, Florida, reserves the right to increase the pool of qualified companies to allow the addition of new vendors.

Awarded Vendors include:

1. Audio Enhancement Inc.
2. Audio Fidelity Communications Corp d/b/a Whitlock
3. Audio Visual Innovations, Inc. (*Awarded on previous Bid*)
4. Audio Visual Systems Integrators, LLC\*
5. B&H Foto & Electronics Corp d/b/a B&H Photo Video
6. BLM Technologies of Florida LLC d/b/a Evolvtec
7. Broadway Typewriter Company Inc. d/b/a/ Arey Jones Educational Solutions
8. C&C International Computers & Consultants, Inc.\*

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9. Camcor, Inc. (*Awarded on previous Bid*)
10. CDW Government LLC
11. Classroom Outfitters, LLC\*
12. ELB Global Inc.
13. Instaff Solutions, LLC d/b/a IT Data Solutions\*
14. iPhone and iPad Warehouse, LLC, d/b/a/ Phone and Pad Warehouse\*
15. Millennium Technology Group, LLC
16. Music Arts Enterprises, Inc., (MAE) (*Awarded on previous Bid*)
17. Presentation Binding Solutions, LLC
18. Pro Sound Inc d/b/a Stage Equipment and Lighting (*Awarded on previous Bid*)
19. RGB Systems Inc d/b/a Extron Electronics
20. Smiley's Audio-Visual, Inc. (*Awarded on previous Bid*)
21. Troxell Communications, Inc. (*Awarded on previous Bid*)
22. United Data Technologies, Inc., d/b/a UDT
23. Visionworx LLC d/b/a CCS Presentation Systems (*Awarded on previous Bid*)

**\* *Small/Minority/Women Business Enterprise Vendor***

The Affirmative Procurement Initiatives recommended by the Supplier Diversity and Outreach Program for this Bid for Group 1 is a mandatory Small Business Enterprise Subcontracting Goal of eight (8) percent, and Group 2 is Voluntary Small/Minority/Women Business Enterprise Distributorship Development Program.

Five (5) bids were from S/M/WBE vendors. In addition, the following S/W/MBE vendors were named as subcontractors as noted below:

- Audio Fidelity Communications Corp d/b/a Whitlock (prime):
  - Audio Visual System Integrators LLC
- Broadway Typewriter Company Inc. d/b/a/ Arey Jones Educational Solutions (prime):
  - National AV Installations
- Camcor, Inc (prime):
  - iPhone & iPad Warehouse, LLC d/b/a Phone & Pad Warehouse
- CDW Government LLC (prime):
  - Automated Systems Consulting, Inc. d/b/a ASC Inc.
- Millennium Technology Group, LLC (prime):
  - iPhone & iPad Warehouse, LLC d/b/a Phone & Pad Warehouse
- Pro Sound Inc d/b/a Stage Equipment and Lighting (prime):
  - LH Engineering, Inc.
- Troxell Communications, Inc. (prime):
  - High-End Audio Visual, Inc.
- Visionworx LLC d/b/a CCS Presentation Systems (prime):
  - C&C International Computers & Consultants, Inc.

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**Financial Impact**  
**Responsible: PWS and IT**

The previous solicitation, ITB 16-168E, was approved with \$32,000,000 in spending authority and a contract term of July 27, 2016 through December 31, 2019.

The requested spending authority is \$8,200,000 and is based on an analysis of the previous bid, excluding special projects' funds utilized as listed below:

Historical average annual expenditures [Fiscal Year (FY) 2017-FY 2019]	\$	2,706,048
<u>Number of years in bid period</u>		<u>x3</u>
Total estimated spending authority	\$	8,118,144
<b><u>Total spend authority (rounded)</u></b>	<b>\$</b>	<b><u>8,200,000</u></b>

The funding source for this Bid is through assorted District-wide budgets.

The approval of this recommendation does not mean the authorized amount will be spent.