



ITB #:	<u>FY20-016-2 RE-BID</u>	Tentative Board Meeting Date*:	<u>MAY 2020</u>
ITB Title:	<u>AUDIOVISUAL EQUIPMENT INSTALLATION, PRODUCTS AND COMPUTER PERIPHERALS (CATALOG)</u>	# Notified:	<u>705</u> # Downloaded: <u>42</u>
For:	<u>DISTRICT-WIDE</u>	# of Responses Rec'd:	<u>26</u> # of "No Bids": <u>1</u>
	(School/Department)	ITB Opening Date:	<u>MARCH 11, 2020</u>
Fund:	<u>ASSORTED BUDGETS</u>	Advertised Date:	<u>FEBRUARY 26, 2020</u>

POSTING OF ITB RECOMMENDATION/TABULATION: ITB Recommendations and Tabulations will be posted in the Procurement & Warehousing Services and www.Demandstar.com on **04/21/2020 @ 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, is in effect until it 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

<u>VENDOR(S) NAME(S)</u>	<u>GROUP(S) AWARDED</u>
ADVANCED DOCUMENT SOLUTIONS, INC	GROUP 2
AGC ELECTRIC INC *	GROUP 1
ASC-AUTOMATED SYSTEMS CONSULTING, INC. *	GROUP 1
AUDIO VIDEO SYSTEMS, INC *	GROUP 2
AUDIO VISUAL SYSTEM INTEGRATORS, LLC *	GROUP 1 & 2
BROADWAY TYPEWRITER COMPANY INC. D/B/A AREY JONES EDUCATIONAL SOLUTIONS	GROUP 1 & 2
CAMCOR, INC	GROUP 1 & 2
CDW GOVERNMENT LLC	GROUP 1 & 2
CLASSROOM OUTFITTERS, LLC *	GROUP 2
DAKTRONICS, INC	GROUP 1 & 2
GOVCONNECTION, INC. D/B/A CONNECTION PUBLIC SECTOR SOLUTIONS	GROUP 2
INNUVO, INC *	GROUP 1 & 2
JLS SECURITY, LLC *	GROUP 1
MDT TECHNOLOGIES, INC *	GROUP 1 & 2
MUSIC ARTS ENTERPRISES, INC., MAE *	GROUP 1 & 2
NDR CORPORATION	GROUP 2
OFFICE DEPOT, INC	GROUP 2
PRESIDIO NETWORKED SOLUTIONS LLC	GROUP 2
PRO SOUND INC D/B/A STAGE EQUIPMENT AND LIGHTING	GROUP 1 & 2
PYRAMID SCHOOL PRODUCTS	GROUP 2
SCHOOL SPECIALITY, INC	GROUP 2
SHARP ELECTRONICS	GROUP 2
SMILEY'S AUDIO-VISUAL, INC.	GROUP 2
TROXELL COMMUNICATIONS, INC.	GROUP 1 & 2
UNITED DATA TECHNOLOGIES, INC., D/B/A UDT	GROUP 2

*CERTIFIED S/M/WBE VENDOR

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.



BID FY20-016-2
BID REJECTION

REJECT GROUP 1 BID FROM NDR CORPORATION

FORM 470 AND 475 WERE INCOMPLETE AND GOOD FAITH EFFORT DOCUMENTATION WAS INSUFFICIENT; THEREFORE, BIDDER FAILED TO MEET THE EIGHT PERCENT (8%) SUPPLIER DIVERSITY OUTREACH SUBCONTRACTING GOAL.

AS STATED IN SECTION 6:

“GROUP 1: THE SBE SUBCONTRACTING GOAL PROGRAM. AN SBE SUBCONTRACTING GOAL OF EIGHT PERCENT (8%) IS ESTABLISHED FOR THIS SOLICITATION. PRIME BIDDERS IF AWARDED SHALL COMMIT TO SUBCONTRACTING 8% OF THE TOTAL CONTRACT VALUE TO A SBBC CERTIFIED SBE.....BIDDER MUST INCLUDE THE EXTENT AND NATURE OF THE SBE WORK...”

AND “FORM 00470 – STATEMENT OF INTENT TO PERFORM **MANDATORY FOR GROUP 1**.....A SIGNED STATEMENT MUST BE COMPLETED BY THE OWNER OR AUTHORIZED PRINCIPAL OF EACH S/M/WBE FIRM LISTED...”

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Procurement & Warehousing Services
Broward County Public Schools

AWARD RECOMMENDATION SHEET

Bid No:	FY20-016
Title of Bid:	Audiovisual Equipment Installation, Products and Computer Peripherals (Catalog)
Purchasing Agent Name:	Harmoni Clealand
S/M/WBE Evaluator:	Anne Marie Richards
Bid Opening Date:	March 11, 2020

* Small/Minority/Women Business Enterprise (S/M/WBE)

BIDDER'S NAME	GROUP 1 (SERVICE)			GROUP 2 (PRODUCTS)	
	HOURLY	PERMIT PLANS	AS-BUILT DRAWINGS	ANY BRAND	SPECIFIED BRAND(S) ONLY
ADVANCED DOCUMENT SOLUTIONS, INC		NO BID			✓
AGC ELECTRIC INC *	✓	✓	✓		NO BID
ASC-AUTOMATED SYSTEMS CONSULTING, INC *	✓	✓	✓		NO BID
AUDIO VIDEO SYSTEMS, INC *		NO BID		✓	
AUDIO VISUAL SYSTEM INTEGRATORS *	✓	✓	✓	✓	
BROADWAY TYPEWRITER CO. INC D/B/A AREY JONES EDUCATION SOLUTIONS	✓	✓	✓	✓	
CAMCOR, INC	✓	NON-RESPONSIVE	NON-RESPONSIVE		✓
CDW GOVERNMENT LLC	✓	✓	✓	✓	
CLASSROOM OUTFITTERS, LLC *		NO BID		✓	
DAKTRONICS, INC	✓	✓	✓		✓
GOVCONNECTION, INC. D/B/A CONNECTION PUBLIC SECTOR SOLUTIONS		NO BID		✓	
INNUVO, INC *	✓	✓	✓	✓	
JLS SECURITY, LLC *	✓	✓	✓		NO BID
MDT TECHNOLOGIES, INC *	✓	✓	✓	✓	
MUSIC ARTS ENTERPRISES, INC., MAE *	✓	✓	✓	✓	
NDR CORPORATION		BID REJECTED		✓	
OFFICE DEPOT, INC		NO BID		✓	
PRESIDIO NETWORKED SOLUTIONS LLC		NO BID			✓
PRO SOUND, INC. D/B/A STAGE EQUIPMENT AND LIGHTING	✓	✓	✓	✓	
PYRAMID SCHOOL PRODUCTS		NO BID			✓
SCHOOL SPECIALITY, INC		NO BID			✓
SHARP ELECTRONICS		NO BID			✓
SMILEY'S AUDIO VISUAL, INC		NO BID		✓	
TROXELL COMMUNICATIONS, INC	✓	✓	✓	✓	
UNITED DATA TECHNOLOGIES D/B/A UDT		NO BID		✓	



Procurement & Warehousing Services
Broward County Public Schools

GROUP 1 (LABOR) PRICE LIST

Bid #	FY20-016
Title of Bid:	Audiovisual Equipment Installation, Products and Computer Peripherals (Catalog)

* Small/Minority/Women Business Enterprise (S/M/WBE)

GROUP 1 - SERVICE	AGC ELECTRIC INC *					ASC-AUTOMATED SYSTEMS CONSULTING, INC *					AUDIO VISUAL SYSTEM INTEGRATORS *				
Permit Plans (Flat Rate)	\$6,000.00					\$139.00					\$250.00				
As-Built Drawings (Flat Rate)	\$800.00					\$167.00					\$250.00				
Hourly Rates	Regular	Overtime	Nights	Weekend	Holiday	Regular	Overtime	Nights	Weekend	Holiday	Regular	Overtime	Nights	Weekend	Holiday
General Installation or Service (One Person)	\$44.50	\$65.00	\$51.00	\$89.00	\$65.00	\$65.00	\$114.00	\$114.00	\$114.00	\$114.00	\$60.00	\$90.00	\$75.00	\$95.00	\$95.00
General Installation or Service (Each addl person)	\$44.50	\$65.00	\$51.00	\$89.00	\$65.00	\$60.00	\$104.00	\$104.00	\$104.00	\$104.00	\$50.00	\$75.00	\$75.00	\$95.00	\$95.00
Advanced Installation or Service (One Person)	\$44.50	\$65.00	\$51.00	\$89.00	\$65.00	\$93.00	\$136.00	\$136.00	\$136.00	\$136.00	\$75.00	\$112.50	\$90.00	\$105.00	\$105.00
Advanced Installation or Service (Ea addl person)	\$44.50	\$65.00	\$51.00	\$89.00	\$65.00	\$93.00	\$114.00	\$114.00	\$114.00	\$114.00	\$65.00	\$97.50	\$90.00	\$105.00	\$105.00
Audio Engineer (One Person)	\$65.00	\$97.50	\$97.50	\$89.00	\$97.50	\$65.00	\$114.00	\$114.00	\$114.00	\$114.00	\$95.00	\$142.50	\$150.00	\$150.00	\$150.00
Audio Engineer (Each additional person)	\$65.00	\$97.50	\$97.50	\$89.00	\$97.50	\$60.00	\$104.00	\$104.00	\$104.00	\$104.00	\$85.00	\$127.50	\$150.00	\$150.00	\$150.00
Lighting or Stage Engineer (One Person)	\$65.00	\$97.50	\$97.50	\$89.00	\$97.50	\$65.00	\$114.00	\$114.00	\$114.00	\$114.00	\$85.00	\$127.50	\$150.00	\$150.00	\$150.00
Lighting or Stage Engineer (Each addl person)	\$65.00	\$97.50	\$97.50	\$89.00	\$97.50	\$60.00	\$104.00	\$104.00	\$104.00	\$104.00	\$85.00	\$127.50	\$150.00	\$150.00	\$150.00
Emergency Service (One Person)	\$65.00	\$97.50	\$75.00	\$89.00	\$97.50	\$114.00	\$147.00	\$147.00	\$147.00	\$147.00	\$150.00	\$225.00	\$250.00	\$250.00	\$250.00
Emergency Service (Each addl person)	\$65.00	\$97.50	\$75.00	\$89.00	\$97.50	\$104.00	\$136.00	\$136.00	\$136.00	\$136.00	\$150.00	\$187.50	\$250.00	\$250.00	\$250.00

GROUP 1 CONTINUED	BROADWAY TYPEWRITER CO. INC D/B/A AREY JONES EDUCATION SOLUTIONS					CAMCOR, INC					CDW GOVERNMENT LLC				
Permit Plans (Flat Rate)	\$5,000.00					NON-RESPONSIVE					\$141.00				
As-Built Drawings (Flat Rate)	\$2,000.00					NON-RESPONSIVE					\$169.00				
Hourly Rates	Regular	Overtime	Nights	Weekend	Holiday	Regular	Overtime	Nights	Weekend	Holiday	Regular	Overtime	Nights	Weekend	Holiday
General Installation or Service (One Person)	\$71.50	\$206.25	\$206.25	\$357.50	\$206.25	\$70.00	\$95.00	\$140.00	\$125.00	\$125.00	\$67.00	\$119.00	\$119.00	\$119.00	\$119.00
General Installation or Service (Each addl person)	\$71.50	\$206.25	\$206.25	\$357.50	\$206.25	\$70.00	\$95.00	\$140.00	\$125.00	\$125.00	\$62.00	\$107.00	\$107.00	\$107.00	\$107.00
Advanced Installation or Service (One Person)	\$137.50	\$206.25	\$206.25	\$357.50	\$206.25	\$250.00	\$350.00	NO BID	\$400.00	\$400.00	\$96.00	\$141.00	\$141.00	\$141.00	\$141.00
Advanced Installation or Service (Ea addl person)	\$137.50	\$206.25	\$206.25	\$357.50	\$206.25	\$250.00	\$350.00	NO BID	\$400.00	\$400.00	\$96.00	\$119.00	\$119.00	\$119.00	\$119.00
Audio Engineer (One Person)	\$148.50	\$371.25	\$371.25	\$412.50	\$371.25	\$90.00	\$135.00	\$180.00	\$150.00	\$150.00	\$67.00	\$119.00	\$119.00	\$119.00	\$119.00
Audio Engineer (Each additional person)	\$148.50	\$371.25	\$371.25	\$412.50	\$371.25	\$90.00	\$135.00	\$180.00	\$150.00	\$150.00	\$62.00	\$107.50	\$107.50	\$107.50	\$107.50
Lighting or Stage Engineer (One Person)	\$247.50	\$371.25	\$371.25	\$412.50	\$371.25	\$100.00	\$150.00	\$200.00	\$175.00	\$175.00	\$67.00	\$119.00	\$119.00	\$119.00	\$119.00
Lighting or Stage Engineer (Each addl person)	\$247.50	\$371.25	\$371.25	\$412.50	\$371.25	\$100.00	\$150.00	\$200.00	\$175.00	\$175.00	\$62.00	\$107.50	\$107.50	\$107.50	\$107.50
Emergency Service (One Person)	\$357.50	\$536.25	\$536.25	\$605.00	\$536.25	\$250.00	\$350.00	NO BID	\$400.00	\$400.00	\$119.00	\$153.00	\$153.00	\$153.00	\$153.00
Emergency Service (Each addl person)	\$357.50	\$536.25	\$536.25	\$605.00	\$536.25	\$250.00	\$350.00	NO BID	\$400.00	\$400.00	\$107.50	\$141.00	\$141.00	\$141.00	\$141.00

GROUP 1 CONTINUED	DAKTRONICS, INC					INNUVO, INC *					JLS SECURITY, LLC *				
Permit Plans (Flat Rate)	\$1,000.00					\$600.00					\$500.00				
As-Built Drawings (Flat Rate)	\$250.00					\$400.00					\$500.00				
Hourly Rates	Regular	Overtime	Nights	Weekend	Holiday	Regular	Overtime	Nights	Weekend	Holiday	Regular	Overtime	Nights	Weekend	Holiday
General Installation or Service (One Person)	\$60.00	\$90.00	\$90.00	\$120.00	\$106.67	\$80.00	\$120.00	\$120.00	\$160.00	\$120.00	\$46.00	\$66.00	\$66.00	\$66.00	\$66.00
General Installation or Service (Each addl person)	\$46.67	\$70.00	\$70.00	\$100.00	\$93.33	\$80.00	\$120.00	\$120.00	\$160.00	\$120.00	\$46.00	\$66.00	\$66.00	\$66.00	\$66.00
Advanced Installation or Service (One Person)	\$84.62	\$126.92	\$126.92	\$184.62	\$153.85	\$100.00	\$150.00	\$15.00	\$200.00	\$150.00	\$52.00	\$73.00	\$73.00	\$73.00	\$73.00
Advanced Installation or Service (Ea addl person)	\$64.29	\$96.43	\$96.43	\$128.57	\$114.29	\$100.00	\$150.00	\$150.00	\$200.00	\$150.00	\$52.00	\$73.00	\$73.00	\$73.00	\$73.00
Audio Engineer (One Person)	\$106.67	\$160.00	\$160.00	\$213.33	\$186.67	\$120.00	\$180.00	\$180.00	\$240.00	\$180.00	\$60.00	\$86.00	\$86.00	\$86.00	\$86.00
Audio Engineer (Each additional person)	\$66.67	\$100.00	\$100.00	\$133.33	\$120.00	\$120.00	\$180.00	\$180.00	\$240.00	\$180.00	\$60.00	\$86.00	\$86.00	\$86.00	\$86.00
Lighting or Stage Engineer (One Person)	N/A	N/A	N/A	N/A	N/A	\$120.00	\$180.00	\$180.00	\$240.00	\$180.00	\$60.00	\$86.00	\$86.00	\$86.00	\$86.00
Lighting or Stage Engineer (Each addl person)	N/A	N/A	N/A	N/A	N/A	\$120.00	\$180.00	\$180.00	\$240.00	\$180.00	\$60.00	\$86.00	\$86.00	\$86.00	\$86.00
Emergency Service (One Person)	\$133.33	\$200.00	\$200.00	\$266.67	\$233.33	\$120.00	\$180.00	\$180.00	\$240.00	\$180.00	\$79.00	\$99.00	\$99.00	\$99.00	\$99.00
Emergency Service (Each addl person)	\$88.89	\$133.33	\$133.33	\$177.78	\$155.56	\$120.00	\$180.00	\$180.00	\$240.00	\$180.00	\$79.00	\$99.00	\$99.00	\$99.00	\$99.00

GROUP 1 CONTINUED	MDT TECHNOLOGIES, INC *					MUSIC ARTS ENTERPRISES, INC., MAE *					PRO SOUND, INC. D/B/A STAGE EQUIPMENT AND LIGHTING				
Permit Plans (Flat Rate)	\$300.00					\$378.00					\$1,700.00				
As-Built Drawings (Flat Rate)	\$300.00					\$378.00					\$1,700.00				
Hourly Rates	Regular	Overtime	Nights	Weekend	Holiday	Regular	Overtime	Nights	Weekend	Holiday	Regular	Overtime	Nights	Weekend	Holiday
General Installation or Service (One Person)	\$60.00	\$90.00	\$120.00	\$120.00	\$120.00	\$129.00	\$129.00	\$189.00	\$189.00	\$189.00	\$85.00	\$127.50	\$127.50	\$170.00	\$170.00
General Installation or Service (Each addl person)	\$60.00	\$90.00	\$120.00	\$120.00	\$120.00	\$65.00	\$65.00	\$89.00	\$89.00	\$89.00	\$85.00	\$127.50	\$127.50	\$170.00	\$170.00
Advanced Installation or Service (One Person)	\$80.00	\$120.00	\$160.00	\$160.00	\$160.00	\$129.00	\$129.00	\$189.00	\$189.00	\$189.00	\$105.00	\$157.50	\$157.50	\$210.00	\$210.00
Advanced Installation or Service (Ea addl person)	\$80.00	\$120.00	\$160.00	\$160.00	\$160.00	\$65.00	\$65.00	\$89.00	\$89.00	\$89.00	\$105.00	\$157.50	\$157.50	\$210.00	\$210.00
Audio Engineer (One Person)	\$100.00	\$150.00	\$200.00	\$200.00	\$200.00	\$129.00	\$129.00	\$189.00	\$189.00	\$189.00	\$125.00	\$187.50	\$187.50	\$250.00	\$250.00
Audio Engineer (Each additional person)	\$100.00	\$150.00	\$200.00	\$200.00	\$200.00	\$65.00	\$65.00	\$89.00	\$89.00	\$89.00	\$125.00	\$187.50	\$187.50	\$250.00	\$250.00
Lighting or Stage Engineer (One Person)	\$100.00	\$150.00	\$200.00	\$200.00	\$200.00	\$129.00	\$129.00	\$189.00	\$189.00	\$189.00	\$125.00	\$187.50	\$187.50	\$250.00	\$250.00
Lighting or Stage Engineer (Each addl person)	\$100.00	\$150.00	\$200.00	\$200.00	\$200.00	\$65.00	\$65.00	\$89.00	\$89.00	\$89.00	\$125.00	\$187.50	\$187.50	\$250.00	\$250.00
Emergency Service (One Person)	\$120.00	\$180.00	\$240.00	\$240.00	\$240.00	\$258.00	\$258.00	\$258.00	\$258.00	\$258.00	\$150.00	\$225.00	\$225.00	\$300.00	\$300.00
Emergency Service (Each addl person)	\$120.00	\$180.00	\$240.00	\$240.00	\$240.00	\$258.00	\$258.00	\$258.00	\$258.00	\$258.00	\$150.00	\$225.00	\$225.00	\$300.00	\$300.00

GROUP 1 CONTINUED	TROXELL COMMUNICATIONS, INC				
Permit Plans (Flat Rate)	\$625.00				
As-Built Drawings (Flat Rate)	\$125.00				
Hourly Rates	Regular	Overtime	Nights	Weekend	Holiday
General Installation or Service (One Person)	\$62.50	\$75.00	\$75.00	\$100.00	\$90.00
General Installation or Service (Each addl person)	\$56.25	\$70.00	\$70.00	\$90.00	\$80.00
Advanced Installation or Service (One Person)	\$75.00	\$90.00	\$90.00	\$120.00	\$105.00
Advanced Installation or Service (Ea addl person)	\$62.50	\$75.00	\$75.00	\$100.00	\$90.00
Audio Engineer (One Person)	\$100.00	\$120.00	\$120.00	\$160.00	\$140.00
Audio Engineer (Each additional person)	\$62.50	\$75.00	\$75.00	\$100.00	\$90.00
Lighting or Stage Engineer (One Person)	\$100.00	\$120.00	\$120.00	\$160.00	\$140.00
Lighting or Stage Engineer (Each addl person)	\$62.50	\$75.00	\$75.00	\$100.00	\$90.00
Emergency Service (One Person)	\$150.00	\$180.00	\$180.00	\$240.00	\$210.00
Emergency Service (Each addl person)	\$100.00	\$120.00	\$120.00	\$160.00	\$140.00



GROUP 2 (PRODUCTS) DISCOUNT SCHEDULE

Bid #	FY20-016									
Title of Bid:	Products and Computer Peripherals (Catalog)									
BRANDS	AUDIO VIDEO SYSTEMS, INC *	AUDIO VISUAL SYSTEM INTEGRATORS *	BROADWAY TYPEWRITER CO. INC D/B/A AREY JONES EDUCATION SOLUTIONS	CAMCOR, INC	CDW GOVERNMENT LLC	CLASSROOM OUTFITTERS, LLC *	DAKTRONICS, INC	GOVCONNECTION, INC. D/BI/A CONNECTION PUBLIC SECTOR SOLUTIONS	INNUVO, INC *	MDT TECHNOLOGIES, INC *
ANY other brand EQUIPMENT	0%	3%	0.1%*		5%	10%		2%	10%	10%
ANY other brand ACCESSORY	0%	3%	0.1%*		5%	10%		2%	10%	10%
Amplivox Equipment				36%				2%		0%
Amplivox Accessory				36%				2%		0%
Anchor Audio Equipment				25%				2%		0%
Anchor Audio Accessory				25%				2%		0%
Audio Technica Equipment	8%			11%				2%		10%
Audio Technica Accessory	6%			11%				2%		10%
Boxlight (Mimio) Equipment				34%						0%
Boxlight (Mimio) Accessory				21%						0%
Bretford Equipment			47.4%	36%				2%		0%
Bretford Accessory			13.7%	36%				2%		0%
C2G (Cables To Go) Accessory		5%	0.2%	3%	45%			2%	20%	10%
Califone Equipment				36%	5%			2%		0%
Califone Accessory				36%	5%			2%		0%
Canon Equipment			24.3%	17%				2%		0%
Canon Accessory			22%	17%				2%		0%
Chief Equipment	13%		11.1%	41%				2%	15%	12%
Chief Accessory	10%		11.1%	41%				2%	15%	12%
Da-Lite Equipment	19%		10.9%	36%				2%	15%	12%
Da-Lite Accessory	19%		21.9%	36%				2%	15%	12%
Draper Equipment	5%		0.9%	26%				2%	10%	12%
Draper Accessory	5%		0.9%	26%				2%	10%	12%
Elmo Equipment			24.5%	24%				2%		0%
Elmo Accessory			2.4%	24%				2%		0%
Epson Equipment	8%		23.1%	8%				2%		16%
Epson Accessory	5%		23.1%	4%				2%		16%
Extron Equipment		42%		0%				2%	25%	10%
Extron Accessory		42%		0%				2%	25%	10%
LocknCharge Equipment			15%	3%	13%			2%		0%
LocknCharge Accessory			15%	3%	6%			2%		0%
Jar Systems Equipment				3%				2%		0%
Jar Systems Accessory				3%				2%		0%
Kensington Accessory			13.1%	15%	14%			2%		0%
Logitech Accessory	2%			15%	5%			2%		10%
Manfrotto Equipment				21%				2%		0%
Manfrotto Accessory				21%				2%		0%
NewTek (TriCaster) Equipment				11%			10%			0%
NewTek (TriCaster) Accessory				11%			10%			0%
Nikon Equipment				0%				2%		0%
Nikon Accessory				0%				2%		0%
Peavey Equipment								2%		10%
Peavey Accessory								2%		10%
Promethean Equipment			25%		52%			2%		0%
Promethean Accessory			5%		39%			2%		0%
Recordex Equipment				0%						0%
Recordex Accessory				0%						0%
SanDisk Accessory				5%				2%		0%
Shure Equipment	10%			30%				2%	10%	10%
Shure Accessory	5%			30%				2%	10%	10%
Smart Equipment										0%
Smart Accessory										0%
Sony Equipment			10.5%	0%	10%			2%		5%
Sony Accessory			10.5%	0%	10%			2%		5%
Varitronics (VariQuest) Equipment										0%
Varitronics (VariQuest) Accessory										0%
Vivitek (NovoPro) Equipment				21%				2%	5%	0%
Vivitek (NovoPro) Accessory				21%				2%	5%	0%
Yamaha Equipment								2%		0%
Yamaha Accessory								2%		0%
American Time & Signal Equipment										0%
American Time & Signal Accessory										0%
Bogen Equipment	26%		13%						15%	0%
Bogen Accessory	20%		11.7%						15%	0%
Daktronics Equipment							10%			0.0%
Daktronics Accessory							10%			0%
Edco Equipment										0%
Edco Accessory										0%
Electro-mech Equipment										0%
Electro-mech Accessory										0%
ESE Equipment										0%
ESE Accessory										0%
Fairplay Equipment										0%
Fairplay Accessory										0%
Latham Equipment										0%
Latham Accessory										0%
Nevco Equipment										0%
Nevco Accessory										0%
Teconic Equipment									5%	0%
Teconic Accessory									5%	0.00%

GROUP 2 (PRODUCTS) DISCOUNT SCHEDULE continued

Bid #	FY20-016									
Title of Bid:	Audiovisual Equipment Installation, Products and (
BRANDS	MUSIC ARTS ENTERPRISES, INC., IMAE *	NDR CORPORATION	OFFICE DEPOT, INC	RESIDIO NETWORKED SOLUTIONS LLC	PRO SOUND, INC. D/B/A STAGE EQUIPMENT AND LIGHTING	PYRAMID SCHOOL PRODUCTS	SCHOOL SPECIALTY, INC	SMILEY'S AUDIO VISUAL, INC	TROXELL COMMUNICATIONS, INC	UNITED DATA TECHNOLOGIES D/B/A UDT
ANY other brand EQUIPMENT	10%	0%	3%		.5 TO 45%			5%	1%	0.1% - 46.50%
ANY other brand ACCESSORY	10%	0%	3%		.5 TO 45%			5%	1%	0.1% - 65.44%
Amplivox Equipment	10%				32%			38.5%	20%	
Amplivox Accessory	20%				32%			38.5%	1%	
Anchor Audio Equipment	20%				32%			31%	30%	
Anchor Audio Accessory	10%				32%			31%	1%	
Audio Technica Equipment	10%				28%			18%	22%	
Audio Technica Accessory	10%				28%			18%	1%	
Boxlight (Mimio) Equipment								29%	1%	
Boxlight (Mimio) Accessory								25%	1%	
Bretford Equipment					10%			25%	25%	
Bretford Accessory					10%			25%	1%	
CZG (Cables To Go) Accessory					15 TO 45.5%			25%	1%	
Califone Equipment						20%	37%	50%	20%	
Califone Accessory						20%	37%	50%	1%	
Canon Equipment					5%			15%	20%	
Canon Accessory					5%			5%	1%	
Chief Equipment	10%				25 TO 43.1%			43.5%	15%	
Chief Accessory	10%				20 TO 41%			41%	1%	
Da-Lite Equipment	30%				25 TO 35.1%	20%		36%	15%	
Da-Lite Accessory	10%				25 TO 35.1%	20%		36%	1%	
Draper Equipment	10%				18 TO 29%			37%	10%	
Draper Accessory	10%				18 TO 29%			37%	1%	
Elmo Equipment					23%			45%	18%	
Elmo Accessory					21%			39.5%	1%	
Epson Equipment				0%	15%			2%	15%	
Epson Accessory				0%	15%			2%	1%	
Extron Equipment					42.1%			2%		
Extron Accessory					42.1%			2%		
LocknCharge Equipment								2%	1%	
LocknCharge Accessory								2%	1%	
Jar Systems Equipment										6%
Jar Systems Accessory										6%
Kensington Accessory					2.5%			2%	1%	
Logitech Accessory					5.1%			5%	1%	
Manfrotto Equipment					22.5%			2%	15%	
Manfrotto Accessory					22%			2%	1%	
NewTek (TriCaster) Equipment					11.2%			2%	1%	
NewTek (TriCaster) Accessory					11.2%			2%	1%	
Nikon Equipment									1%	
Nikon Accessory									1%	
Peavey Equipment	34.7%				35.2%				1%	
Peavey Accessory	10%				15%				1%	
Promethean Equipment							29%		1%	37%
Promethean Accessory							17%		1%	27%
Recordex Equipment								46%		
Recordex Accessory								2%		
SanDisk Accessory								2%	1%	
Shure Equipment	30.5%				32%			29%	30%	
Shure Accessory	10%				32%			29%	10%	
Smart Equipment										
Smart Accessory										
Sony Equipment	10%				2 TO 19%			21%	10%	
Sony Accessory	10%				5 TO 15%			17%	1%	
Varitronics (VariQuest) Equipment									1%	
Varitronics (VariQuest) Accessory									1%	
Vivitek (NovoPro) Equipment					21%			44.5%	15%	
Vivitek (NovoPro) Accessory					21%			44.5%	1%	
Yamaha Equipment	26%				10 to 30%				25%	
Yamaha Accessory	26%				10 to 20%				1%	
American Time & Signal Equipment		1%								
American Time & Signal Accessory		1%								
Bogen Equipment					15-31%					
Bogen Accessory					15-31%					
Daktronics Equipment										
Daktronics Accessory										
Edco Equipment		1%								
Edco Accessory		1%								
Electro-mech Equipment										
Electro-mech Accessory										
ESE Equipment					11.5%				16%	
ESE Accessory					11.5%				1%	
Fairplay Equipment										
Fairplay Accessory										
Latham Equipment										
Latham Accessory										
Nevco Equipment										
Nevco Accessory										
Tecmec Equipment					5%			2%	22%	
Tecmec Accessory					5%			2%	1%	



GROUP 2 (PRODUCTS) SPECIFIED BRAND(S) LIST

Bid #	FY20-016
Title of Bid:	Audiovisual Equipment Installation, Products and Computer Peripherals (Catalog)
BIDDER NAME	SPECIFIED BRAND(S) ** Only listed below if bidder did NOT bid on "ANY BRAND NOT LISTED"
ADVANCED DOCUMENT SOLUTIONS, INC	3 ITEMS ONLY: SHARP MODEL PN CE-701H, SHARP MODEL PN-C751H & SHARP MODEL PN-C861H
CAMCOR, INC	DUKANE, AVER, CLEAR TOUCH, LG COMMERCIAL, MIDDLE ATLANTIC, TEACHLOGIC, PANASONIC BROADCAST
PRESIDIO NETWORKED SOLUTIONS LLC	AXIS, GENETEC, AVIGILON
SHARP ELECTRONICS	SHARP