



ITB #:	<u>FY20-016</u>	Tentative Board Meeting Date*:	<u>DECEMBER 2019</u>	
ITB Title:	<u>AUDIOVISUAL EQUIPMENT INSTALLATION, PRODUCTS AND COMPUTER PERIPHERALS (CATALOG)</u>	# Notified:	<u>1,757</u>	# Downloaded: <u>70</u>
For:	<u>DISTRICT-WIDE</u>	# of Responses Rec'd:	<u>24</u>	# of "No Bids": <u>1</u>
	(School/Department)	ITB Opening Date:	<u>OCTOBER 4, 2019</u>	
Fund:	<u>ASSORTED BUDGETS</u>	Advertised Date:	<u>AUGUST 26, 2019</u>	

POSTING OF ITB RECOMMENDATION/TABULATION: ITB Recommendations and Tabulations will be posted in the Procurement & Warehousing Services and www.Demandstar.com on **10/30/2019 @ 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

IN ORDER TO MEET THE NEEDS OF SBBC, THIS BID SHALL BE AWARDED TO ALL RESPONSIVE AND RESPONSIBLE BIDDERS MEETING ALL SPECIFICATIONS, TERMS AND CONDITIONS (*PER ATTACHED AWARD RECOMMENDATION SHEET FOR AWARD DETAILS).

VENDOR(S) AWARDED FOR GROUP 1 – SERVICES*

- AUDIO FIDELITY COMMUNICATIONS CORP D/B/A WHITLOCK
- AUDIO VISUAL SYSTEM INTEGRATORS, LLC
- BROADWAY TYPEWRITER COMPANY INC. D/B/A AREY JONES EDUCATIONAL SOLUTIONS
- C&C INTERNATIONAL COMPUTERS & CONSULTANTS, INC.
- CAMCOR, INC
- CDW GOVERNMENT LLC
- CLASSROOM OUTFITTERS, LLC
- INSTAFF SOLUTIONS, LLC, D/B/A IT DATA SOLUTIONS
- IPHONE AND IPAD WAREHOUSE, LLC, D/B/A PHONE AND PAD WAREHOUSE
- MILLENNIUM TECHNOLOGY GROUP, LLC
- PRO SOUND INC D/B/A STAGE EQUIPMENT AND LIGHTING
- TROXELL COMMUNICATIONS, INC.
- VISIONWORX LLC D/B/A CCS PRESENTATION SYSTEMS

VENDOR(S) AWARDED FOR GROUP 2 – PRODUCTS CATALOG*

- AUDIO ENHANCEMENT INC
- AUDIO FIDELITY COMMUNICATIONS CORP D/B/A WHITLOCK
- AUDIO VISUAL INNOVATIONS, INC
- B&H FOTO & ELECTRONICS CORP D/B/A B&H PHOTO VIDEO
- BLM TECHNOLOGIES OF FLORIDA LLC D/B/A EVOLVTEC
- BROADWAY TYPEWRITER COMPANY INC. D/B/A AREY JONES EDUCATIONAL SOLUTIONS

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
BID REJECTION**

REJECT ENTIRE BID FROM GOVCONNECTION, INC. D/B/A/ CONNECTION PUBLIC SECTOR SOLUTIONS

BIDDER FAILED TO SUBMIT SECTION 1 – BIDDER ACKNOWLEDGEMENT FORM, ATTACHMENT B – CONFLICT OF INTEREST FORM, ATTACHMENT C – DEBARMENT FORM AND ATTACHMENT D – BIDDING PREFERENCE FORM.

AS STATED IN SECTION 4:

“1. SEALED BID REQUIREMENTS: THE “BIDDER ACKNOWLEDGEMENT” **MUST BE COMPLETED, SIGNED AND RETURNED WITH THE BID.**”

AND “1. C) EXECUTION OF BID: **BID MUST CONTAIN AN ORIGINAL MANUAL SIGNATURE OF AN AUTHORIZED REPRESENTATIVE** IN THE SPACE PROVIDED ABOVE.”

AND 1. D) BIDDING PREFERENCE LAWS: ALL BIDDERS MUST COMPLETE AND SUBMIT THE LEGAL OPINION OF BIDDING PREFERENCE FORM IN ORDER TO BE CONSIDERED FOR AWARD.”

AND 11. CONFLICT OF INTEREST AND CONFLICTING EMPLOYMENT OR CONTRACTUAL RELATIONSHIP: EACH BIDDER IS TO DISCLOSE ANY EMPLOYEES IT HAS WHO ARE ALSO EMPLOYEES **BY SUBMITTING ATTACHMENT 1, DISCLOSURE OF POTENTIAL CONFLICT OF INTEREST.**” FORM

AND 45. CERTIFICATION REGARDING DEBARMENT: EVERY TIME A BID IS SUBMITTED THAT INCLUDES REFERENCE TO THIS FORM, A NEW FORM IS REQUIRED. **ANY BID THAT DOES NOT INCLUDE THIS REQUIRED FORM SHALL NOT BE EVALUATED AND SHALL NOT BE CONSIDERED FOR AWARD.** A SIGNATURE IS REQUIRED ON BOTH THE DEBARMENT FORM AND THE INVITATION TO BID PAGE.”

REJECT GROUP 1 BID FROM AUDIO ENHANCEMENTS INC

BIDDER DID NOT COMPLETE FORM 470 AND 475 AND THEREFORE, FAILED TO MEET THE 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 “ADDENDUM NO. 1 QUESTION 3: THE AFFIRMATIVE PROCUREMENT INITIATIVE IN SECTION 6.2.1 IS FOR GROUP 1 IS MANDATORY. FAILURE OF BIDDER TO COMPLETE AND INCLUDE FORM 470 AND 475 ... RESULT IN REJECTION OF THEIR BID FOR THAT GROUP.”

REJECT GROUP 1 BID FROM BLM TECHNOLOGIES OF FLORIDA, LLC DBA EVOLVTEC

BIDDER DID NOT COMPLETE FORM 470 AND 475 AND THEREFORE, FAILED TO MEET THE 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 “ADDENDUM NO. 1 QUESTION 3: THE AFFIRMATIVE PROCUREMENT INITIATIVE IN SECTION 6.2.1 IS FOR GROUP 1 IS MANDATORY. FAILURE OF BIDDER TO COMPLETE AND INCLUDE FORM 470 AND 475 ... RESULT IN REJECTION OF THEIR BID FOR THAT GROUP.”

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BID REJECTION (CONTINUED)

REJECT GROUP 1 BID FROM ELB GLOBAL, INC

BIDDER FAILED TO MEET THE EIGHT PERCENT (8%) SUPPLIER DIVERSITY OUTREACH SUBCONTRACTING GOAL AND GOOD FAITH EFFORT DOCUMENTATION WAS DETERMINED TO BE INSUFFICIENT.

AS STATED IN SECTION 6:

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REJECT GROUP 1 BID FROM MUSIC ARTS ENTERPRISES (MAE)

BIDDER DID NOT COMPLETE FORM 470 AND 475 AND THEREFORE, FAILED TO MEET THE 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 “ADDENDUM NO. 1 QUESTION 3: THE AFFIRMATIVE PROCUREMENT INITIATIVE IN SECTION 6.2.1 IS FOR GROUP 1 IS MANDATORY. FAILURE OF BIDDER TO COMPLETE AND INCLUDE FORM 470 AND 475 ... RESULT IN REJECTION OF THEIR BID FOR THAT GROUP.”

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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:	October 4, 2019

BIDDER'S NAME	GROUP 1 (SERVICE)			GROUP 2 (PRODUCTS)	
	HOURLY	PERMIT PLANS	AS-BUILD DRAWINGS	ANY BRAND	SPECIFIED BRAND(S) ONLY
AUDIO ENHANCEMENT INC		DISQUALIFIED		✓	
AUDIO FIDELITY COMMUNICATIONS CORP D/B/A WHITLOCK	✓	✓	✓	✓	
AUDIO VISUAL INNOVATIONS, INC	NO BID	NO BID	NO BID	✓	
AUDIO VISUAL SYSTEM INTEGRATORS, LLC	✓	✓	✓	NO BID	NO BID
B&H FOTO & ELECTRONICS CORP D/B/A B&H PHOTO VIDEO	NO BID	NO BID	NO BID	✓	
BLM TECHNOLOGIES OF FLORIDA LLC D/B/A EVOLVTEC		DISQUALIFIED			✓
BROADWAY TYPEWRITER COMPANY INC. D/B/A AREY JONES EDUCATIONAL SOLUTIONS	✓	NO BID	NO BID	✓	
C&C INTERNATIONAL COMPUTERS & CONSULTANTS, INC.	✓	✓	✓	NO BID	NO BID
CAMCOR, INC	✓	NO BID	NO BID	✓	
CDW GOVERNMENT LLC	✓	✓	✓	✓	
CLASSROOM OUTFITTERS, LLC	✓	NO BID	NO BID	✓	
ELB GLOBAL INC		DISQUALIFIED		✓	
INSTAFF SOLUTIONS, LLC, D/B/A IT DATA SOLUTIONS	✓	NO BID	NO BID		✓
IPHONE AND IPAD WAREHOUSE, LLC, D/B/A PHONE AND PAD WAREHOUSE	✓	✓	✓	✓	
MILLENIUUM TECHNOLOGY GROUP, LLC	✓	✓	✓	NO BID	NO BID
MUSIC ARTS ENTERPRISES, INC., MAE		DISQUALIFIED		✓	
PRESENTATION BINDING SOLUTIONS, LLC	NO BID	NO BID	NO BID	✓	
PRO SOUND INC D/B/A STAGE EQUIPMENT AND LIGHTING	✓	NO BID	✓		✓
RGB SYSTEMS INC D/B/A EXTRON ELECTRONICS	NO BID	NO BID	NO BID		✓
SMILEY'S AUDIO-VISUAL, INC.	NO BID	NO BID	NO BID		✓
TROXELL COMMUNICATIONS, INC.	✓	✓	✓	✓	
UNITED DATA TECHNOLOGIES, INC., D/B/A UDT	NO BID	NO BID	NO BID		✓
VISIONWORX LLC D/B/A CCS PRESENTATION SYSTEMS	✓	✓	✓	✓	



GROUP 1 (LABOR) PRICE LIST

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

GROUP 1 - SERVICE	AUDIO ENHANCEMENT INC	AUDIO FIDELITY COMMUNICATIONS CORP D/B/A WHITLOCK					AUDIO VISUAL INNOVATIONS, INC					AUDIO VISUAL SYSTEM INTEGRATORS, LLC				
Permit Plans (Flat Rate)	DISQUALIFIED	\$250.00					NO BID					\$250.00				
As-Built Drawings (Flat Rate)		\$250.00										\$250.00				
Hourly Rates		Regular	Overtime	Nights	Weekend	Holiday						Regular	Overtime	Nights	Weekend	Holiday
General Installation or Service (One Person)		\$65.00	\$97.50	\$97.50	\$130.00	\$97.50						\$60.00	\$90.00	\$75.00	\$95.00	\$95.00
General Installation or Service (Each addl person)		\$65.00	\$97.50	\$97.50	\$130.00	\$97.50						\$50.00	\$75.00	\$75.00	\$95.00	\$95.00
Advanced Installation or Service (One Person)		\$80.00	\$120.00	\$120.00	\$160.00	\$120.00						\$75.00	\$112.50	\$90.00	\$105.00	\$105.00
Advanced Installation or Service (Ea addl person)		\$80.00	\$120.00	\$120.00	\$160.00	\$120.00						\$65.00	\$97.50	\$90.00	\$105.00	\$105.00
Audio Engineer (One Person)		\$100.00	\$150.00	\$150.00	\$200.00	\$150.00						\$95.00	\$142.50	\$150.00	\$150.00	\$150.00
Audio Engineer (Each additional person)		\$100.00	\$150.00	\$150.00	\$200.00	\$150.00						\$85.00	\$127.50	\$150.00	\$150.00	\$150.00
Lighting or Stage Engineer (One Person)		\$100.00	\$150.00	\$150.00	\$200.00	\$150.00						\$85.00	\$127.50	\$150.00	\$150.00	\$150.00
Lighting or Stage Engineer (Each addl person)		\$100.00	\$150.00	\$150.00	\$200.00	\$150.00						\$85.00	\$127.50	\$150.00	\$150.00	\$150.00
Emergency Service (One Person)		\$150.00	\$220.00	\$300.00	\$300.00	\$300.00						\$150.00	\$225.00	\$250.00	\$250.00	\$250.00
Emergency Service (Each addl person)		\$150.00	\$220.00	\$300.00	\$300.00	\$300.00						\$125.00	\$187.50	\$250.00	\$250.00	\$250.00

GROUP 1 CONTINUED	B&H FOTO & ELECTRONICS CORP D/B/A B&H PHOTO VIDEO	BLM TECHNOLOGIES OF FLORIDA LLC D/B/A EVOLVTEC					BROADWAY TYPEWRITER COMPANY INC. D/B/A AREY JONES EDUCATIONAL SOLUTIONS					C&C INTERNATIONAL COMPUTERS & CONSULTANTS, INC.				
Permit Plans (Flat Rate)	NO BID	DISQUALIFIED					DISQUALIFIED					\$75.00				
As-Built Drawings (Flat Rate)												\$85.00				
Hourly Rates							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	\$35.00	\$50.00	\$50.00	\$50.00	\$50.00
General Installation or Service (Each addl person)							\$71.50	\$206.25	\$206.25	\$357.50	\$206.25	\$35.00	\$50.00	\$50.00	\$50.00	\$50.00
Advanced Installation or Service (One Person)							\$137.50	\$206.25	\$206.25	\$357.50	\$206.25	\$40.00	\$55.00	\$55.00	\$55.00	\$55.00
Advanced Installation or Service (Ea addl person)							\$137.50	\$206.25	\$206.25	\$357.50	\$206.25	\$40.00	\$55.00	\$55.00	\$55.00	\$55.00
Audio Engineer (One Person)							\$148.50	\$371.25	\$371.25	\$412.50	\$371.25	\$45.00	\$65.00	\$65.00	\$65.00	\$65.00
Audio Engineer (Each additional person)							\$148.50	\$371.25	\$371.25	\$412.50	\$371.25	\$45.00	\$65.00	\$65.00	\$65.00	\$65.00
Lighting or Stage Engineer (One Person)							\$247.50	\$371.25	\$371.25	\$412.50	\$371.25	\$45.00	\$65.00	\$65.00	\$65.00	\$65.00
Lighting or Stage Engineer (Each addl person)							\$247.50	\$371.25	\$371.25	\$412.50	\$371.25	\$45.00	\$65.00	\$65.00	\$65.00	\$65.00
Emergency Service (One Person)							\$357.50	\$536.25	\$536.25	\$605.00	\$536.25	\$60.00	\$75.00	\$75.00	\$75.00	\$75.00
Emergency Service (Each addl person)							\$357.50	\$536.25	\$536.25	\$605.00	\$536.25	\$60.00	\$75.00	\$75.00	\$75.00	\$75.00

GROUP 1 CONTINUED	CAMCOR, INC					CDW GOVERNMENT LLC					CLASSROOM OUTFITTERS, LLC					ELB GLOBAL INC
Permit Plans (Flat Rate)	DISQUALIFIED					\$141.00										DISQUALIFIED
As-Built Drawings (Flat Rate)	DISQUALIFIED					\$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)	\$70.00	\$95.00	\$140.00	\$125.00	\$125.00	\$67.00	\$119.00	\$119.00	\$119.00	\$119.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	
General Installation or Service (Each addl person)	\$70.00	\$95.00	\$140.00	\$125.00	\$125.00	\$62.00	\$107.00	\$107.00	\$107.00	\$107.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	
Advanced Installation or Service (One Person)	\$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)	\$250.00	\$350.00	NO BID	\$400.00	\$400.00	\$96.00	\$119.00	\$119.00	\$119.00	\$119.00						
Audio Engineer (One Person)	\$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)	\$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)	\$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)	\$100.00	\$150.00	\$200.00	\$175.00	\$175.00	\$62.00	\$107.50	\$107.50	\$107.50	\$107.50						
Emergency Service (One Person)	\$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)	\$250.00	\$350.00	NO BID	\$400.00	\$400.00	\$107.50	\$141.00	\$141.00	\$141.00	\$141.00						

GROUP 1 CONTINUED	INSTAFF SOLUTIONS, LLC, D/B/A IT DATA SOLUTIONS					IPHONE AND IPAD WAREHOUSE, LLC, D/B/A PHONE AND PAD WAREHOUSE					MILLENIUM TECHNOLOGY GROUP, LLC					MUSIC ARTS ENTERPRISES, INC., MAE
Permit Plans (Flat Rate)						\$600.00					\$500.00					DISQUALIFIED
As-Built Drawings (Flat Rate)						\$700.00					\$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)	\$61.62	\$70.86	\$70.86	\$70.86	\$70.86	\$32.00	\$35.00	\$35.00	\$40.00	\$40.00	\$45.00	\$55.00	\$65.00	\$65.00	\$65.00	
General Installation or Service (Each addl person)	\$61.62	\$70.86	\$70.86	\$70.86	\$70.86	\$32.00	\$35.00	\$35.00	\$40.00	\$40.00	\$35.00	\$45.00	\$55.00	\$55.00	\$55.00	
Advanced Installation or Service (One Person)	\$61.62	\$70.86	\$70.86	\$70.86	\$70.86	\$45.00	\$55.00	\$55.00	\$60.00	\$60.00	\$55.00	\$65.00	\$75.00	\$75.00	\$75.00	
Advanced Installation or Service (Ea addl person)	\$61.62	\$70.86	\$70.86	\$70.86	\$70.86	\$45.00	\$55.00	\$55.00	\$60.00	\$60.00	\$45.00	\$55.00	\$65.00	\$65.00	\$65.00	
Audio Engineer (One Person)	\$136.22	\$156.65	\$156.65	\$156.65	\$156.65	\$45.00	\$50.00	\$55.00	\$60.00	\$60.00	\$150.00	\$170.00	\$200.00	\$200.00	\$200.00	
Audio Engineer (Each additional person)	\$136.22	\$156.65	\$156.65	\$156.65	\$156.65	\$45.00	\$50.00	\$55.00	\$60.00	\$60.00	\$140.00	\$160.00	\$190.00	\$190.00	\$190.00	
Lighting or Stage Engineer (One Person)	\$61.62	\$70.86	\$70.86	\$70.86	\$70.86	\$45.00	\$50.00	\$55.00	\$60.00	\$60.00	\$150.00	\$170.00	\$200.00	\$200.00	\$200.00	
Lighting or Stage Engineer (Each addl person)	\$61.62	\$70.86	\$70.86	\$70.86	\$70.86	\$45.00	\$50.00	\$55.00	\$60.00	\$60.00	\$140.00	\$160.00	\$190.00	\$190.00	\$190.00	
Emergency Service (One Person)	\$136.22	\$156.65	\$156.65	\$156.65	\$156.65	\$45.00	\$45.00	\$55.00	\$60.00	\$60.00	\$60.00	\$70.00	\$80.00	\$80.00	\$80.00	
Emergency Service (Each addl person)	\$136.22	\$156.65	\$156.65	\$156.65	\$156.65	\$45.00	\$45.00	\$55.00	\$60.00	\$60.00	\$50.00	\$60.00	\$70.00	\$70.00	\$70.00	

GROUP 1 CONTINUED	PRESENTATION BINDING SOLUTIONS, LLC	PRO SOUND INC D/B/A STAGE EQUIPMENT AND LIGHTING					RGB SYSTEMS INC D/B/A EXTRON ELECTRONICS	SMILEY'S AUDIO-VISUAL, INC.
Permit Plans (Flat Rate)	NO BID						NO BID	
As-Built Drawings (Flat Rate)		\$1,700.00						NO BID
Hourly Rates		Regular	Overtime	Nights	Weekend	Holiday		
General Installation or Service (One Person)		\$85.00	\$127.50	\$127.50	\$170.00	\$170.00		
General Installation or Service (Each addl person)		\$85.00	\$127.50	\$127.50	\$170.00	\$170.00		
Advanced Installation or Service (One Person)		\$105.00	\$157.50	\$157.50	\$210.00	\$210.00		
Advanced Installation or Service (Ea addl person)		\$105.00	\$157.50	\$157.50	\$210.00	\$210.00		
Audio Engineer (One Person)		\$125.00	\$187.50	\$187.50	\$250.00	\$250.00		
Audio Engineer (Each additional person)		\$125.00	\$187.50	\$187.50	\$250.00	\$250.00		
Lighting or Stage Engineer (One Person)		\$125.00	\$187.50	\$187.50	\$250.00	\$250.00		
Lighting or Stage Engineer (Each addl person)		\$125.00	\$187.50	\$187.50	\$250.00	\$0.00		
Emergency Service (One Person)		\$150.00	\$225.00	\$225.00	\$300.00	\$300.00		
Emergency Service (Each addl person)		\$175.00	\$225.00	\$225.00	\$300.00	\$300.00		

GROUP 1 CONTINUED	TROXELL COMMUNICATIONS, INC.					UNITED DATA TECHNOLOGIES, INC., D/B/A UDT	VISIONWORX LLC D/B/A CGS PRESENTATION SYSTEMS				
Permit Plans (Flat Rate)	\$625.00					NO BID	\$100.00				
As-Built Drawings (Flat Rate)	\$125.00						\$113.00				
Hourly Rates	Regular	Overtime	Nights	Weekend	Holiday		Regular	Overtime	Nights	Weekend	Holiday
General Installation or Service (One Person)	\$62.50	\$75.00	\$75.00	\$100.00	\$90.00		\$47.00	\$67.00	\$67.00	\$67.00	\$67.00
General Installation or Service (Each addl person)	\$56.25	\$70.00	\$70.00	\$90.00	\$80.00		\$47.00	\$67.00	\$67.00	\$67.00	\$67.00
Advanced Installation or Service (One Person)	\$75.00	\$90.00	\$90.00	\$120.00	\$105.00		\$53.00	\$73.00	\$73.00	\$73.00	\$73.00
Advanced Installation or Service (Ea addl person)	\$62.50	\$75.00	\$75.00	\$100.00	\$90.00		\$53.00	\$73.00	\$73.00	\$73.00	\$73.00
Audio Engineer (One Person)	\$100.00	\$120.00	\$120.00	\$160.00	\$140.00		\$60.00	\$87.00	\$87.00	\$87.00	\$87.00
Audio Engineer (Each additional person)	\$62.50	\$75.00	\$75.00	\$100.00	\$90.00		\$60.00	\$87.00	\$87.00	\$87.00	\$87.00
Lighting or Stage Engineer (One Person)	\$100.00	\$120.00	\$120.00	\$160.00	\$140.00		\$60.00	\$87.00	\$87.00	\$87.00	\$87.00
Lighting or Stage Engineer (Each addl person)	\$62.50	\$75.00	\$75.00	\$100.00	\$90.00		\$60.00	\$87.00	\$87.00	\$87.00	\$87.00
Emergency Service (One Person)	\$150.00	\$180.00	\$180.00	\$240.00	\$210.00		\$80.00	\$100.00	\$100.00	\$100.00	\$100.00
Emergency Service (Each addl person)	\$100.00	\$120.00	\$120.00	\$160.00	\$140.00		\$80.00	\$100.00	\$100.00	\$100.00	\$100.00



GROUP 2 (PRODUCTS) DISCOUNT SCHEDULE

Bid #	FY20-016											
Title of Bid:	Audiovisual Equipment Installation, Products and Computer Peripherals (Catalog)											
GROUP 2 - PRODUCTS	AUDIO ENHANCEMENT INC	AUDIO FIDELITY COMMUNICATIONS CORP D/B/A WHITLOCK	AUDIO VISUAL INNOVATIONS, INC	AUDIO VISUAL SYSTEM INTEGRATORS, LLC	B&H FOTO & ELECTRONICS CORP D/B/A B&H PHOTO VIDEO	BLM TECHNOLOGIES OF FLORIDA LLC D/B/A EVOLYTEC	BROADWAY TYPEWRITER COMPANY INC. D/B/A AREY JONES EDUCATIONAL SOLUTIONS	C&C INTERNATIONAL COMPUTERS & CONSULTANTS, INC.	CAMCOR, INC	CDW GOVERNMENT LLC	CLASSROOM OUTFITTERS, LLC	ELB GLOBAL INC
ANY other brand EQUIPMENT	25%	10%	3%	NO BID	0.50%		0.1%-65%	NO BID	3%	5%	10%	8%-15%
ANY other brand ACCESSORY	10%	5%	2%		0.50%		0.1%-		3%	5%	10%	8%-15%
AmplVox Equipment			5%		0.50%				36%			
AmplVox Accessory			5%		0.50%				36%			
Anchor Audio Equipment		20%	15%		0.50%				25%			
Anchor Audio Accessory		10%	10%		0.50%				25%			
Audio Technica Equipment		15%	15%		0.50%				11%			
Audio Technica Accessory		10%	10%		0.50%				11%			
Boxlight (Mimio) Equipment									34%			
Boxlight (Mimio) Accessory									21%			
Bretford Equipment		10%			0.50%				36%			
Bretford Accessory		5%			0.50%				36%			
C2G (Cables To Go) Accessory		15%	15%		0.50%				3%	45%		
Califone Equipment			10%		0.50%				36%	5%		
Califone Accessory			5%		0.50%				36%	5%		
Canon Equipment			15%		0.50%				17%			
Canon Accessory			5%		0.50%				17%			
Chief Equipment		30%	15%		0.50%				41%			
Chief Accessory		30%	10%		0.50%				41%			
Da-Lite Equipment		20%	10%		0.50%				36%			
Da-Lite Accessory		20%	5%		0.50%				36%			
Draper Equipment		20%	15%		0.50%				26%			
Draper Accessory		20%	10%		0.50%				26%			
Earthwalk Equipment												
Earthwalk Accessory												
Elmo Equipment			15%		0.50%				24%			
Elmo Accessory			10%		0.50%				24%			
Epson Equipment		35%	15%		0.50%				4%			
Epson Accessory		35%	10%		0.50%				4%			
Extron Equipment		35%	5%						0%			
Extron Accessory		35%	3%						0%			
LocknCharge Equipment					0.50%				3%	13%		
LocknCharge Accessory					0.50%				3%	6%		
Jar Systems Equipment									3%			
Jar Systems Accessory									3%			
Kensington Accessory					0.50%				15%	14%		
Logitech Accessory			15%		0.50%				15%	5%		
Manfrotto Equipment					0.50%				21%			
Manfrotto Accessory					0.50%				21%			
NewTek (TriCaster) Equipment					0.50%				11%			
NewTek (TriCaster) Accessory					0.50%				11%			
Nikon Equipment					0.50%				0%			
Nikon Accessory					0.50%				0%			
Peavey Equipment					0.50%							
Peavey Accessory					0.50%							
Promethean Equipment										52%		
Promethean Accessory										39%		
Recordex Equipment			5%		0.50%				0%			
Recordex Accessory			3%		0.50%				0%			
SanDisk Accessory			5%		0.50%				5%			
Shure Equipment		25%	20%		0.50%				30%			
Shure Accessory		15%	10%		0.50%				30%			
Smart Equipment		20%	10%									
Smart Accessory		20%	5%									
Sony Equipment		10%	15%		0.50%				0%	10%		
Sony Accessory		10%	10%		0.50%				0%	10%		
VariTronics (VariQuest) Equipment			5%		0.50%							
VariTronics (VariQuest) Accessory			5%		0.50%							
Vivitek (NovoPro) Equipment		10%	10%		0.50%				21%			
Vivitek (NovoPro) Accessory		10%	5%		0.50%				21%			
Yamaha Equipment		10%	10%		0.50%							
Yamaha Accessory		10%	5%		0.50%							
Zeus IPTV Equipment												
Zeus IPTV Accessory												

GROUP 2 (PRODUCTS) DISCOUNT SCHEDULE (Continued)

GROUP 2 - PRODUCTS CONTINUED	INSTAFF SOLUTIONS, LLC, DIB/A IT DATA SOLUTIONS	IPHONE AND IPAD WAREHOUSE, LLC, DIB/A PHONE AND PAD WAREHOUSE	MILLENIUM TECHNOLOGY GROUP, LLC	MUSIC ARTS ENTERPRISES, INC., MAE	PRESENTATION BINDING SOLUTIONS, LLC	PRO SOUND INC DIB/A STAGE EQUIPMENT AND LIGHTING	RGB SYSTEMS INC DIB/A EXTRON ELECTRONICS	SMILEY'S AUDIO-VISUAL, INC.	TROXELL COMMUNICATIONS, INC.	UNITED DATA TECHNOLOGIES, INC., DIB/A UDT	VISIONWORX LLC DIB/A CCS PRESENTATION SYSTEMS
ANY other brand EQUIPMENT		5%	NO BID	10.0%	7%				1%		6%
ANY other brand ACCESSORY		5%		10.0%	3%				1%		6%
Amplivox Equipment	50%			10.0%		31%		38.5%	20%		12%
Amplivox Accessory	50%			20.0%		28%		38.5%	1%		6%
Anchor Audio Equipment	30%			20.0%		25%		31.0%	30%		22%
Anchor Audio Accessory	30%			10.0%		25%		31.0%	1%		11%
Audio Technica Equipment	50%	15%		10.0%		30%		18.0%	22%		24%
Audio Technica Accessory	50%	15%		10.0%		30%		18.0%	1%		12%
Boxlight (Mimio) Equipment	45%	3%						25.0%	5%		
Boxlight (Mimio) Accessory	45%	3%						25.0%	1%		
Bretford Equipment	45%					10%		25.0%	25%		2%
Bretford Accessory	45%					10%		25.0%	1%		2%
C2G (Cables To Go) Accessory	50%					35%		25.0%	5%		7%
Califone Equipment	40%							50.0%	1%		
Califone Accessory	40%							50.0%	5%		
Canon Equipment	40%				7%	5%		2.0%	20%		4%
Canon Accessory	40%				3%	5%		2.0%	1%		4%
Chief Equipment	50%			10.0%		37%		43.0%	15%		40%
Chief Accessory	50%			10.0%		37%		40.0%	1%		20%
Da-Lite Equipment	50%			30.0%		32%		35.0%	15%		32%
Da-Lite Accessory	50%			10.0%		25%		35.0%	1%		16%
Draper Equipment	50%			10.0%		22%		37.0%	30%		30%
Draper Accessory	50%			10.0%		19%		37.0%	1%		15%
Earthwalk Equipment	35%										
Earthwalk Accessory	35%										
Elmo Equipment	40%					23%		45.0%	18%		22%
Elmo Accessory	40%					21%		39.5%	1%		11%
Epson Equipment	42%					15%		2.0%	15%		56%
Epson Accessory	42%					15%		2.0%	1%		56%
Extron Equipment	55%					42%	42%	2.0%			38%
Extron Accessory	55%					42%	42%	2.0%			19%
LocknCharge Equipment	25%								5%		
LocknCharge Accessory	25%								1%		
Jar Systems Equipment	0%	5%							1%		
Jar Systems Accessory	0%	5%							1%		
Kensington Accessory	35%	10%						2.0%	1%		2%
Logitech Accessory	25%					5%		5.0%	1%		2%
Manfrotto Equipment	0%					22%		2.0%	15%		2%
Manfrotto Accessory	0%					22%		2.0%	1%		2%
NewTek (TriCaster) Equipment	35%					10%		2.0%	1%		12%
NewTek (TriCaster) Accessory	35%					12%		2.0%	1%		12%
Nikon Equipment	0%								5%		
Nikon Accessory	0%								1%		
Peavey Equipment	0%	5%		34.7%		35%			5%		2%
Peavey Accessory	0%	5%		10.0%		35%			1%		2%
Promethean Equipment	25%								5%		
Promethean Accessory	25%								1%		
Recordex Equipment	30%	5%						40.0%			61%
Recordex Accessory	30%	5%						40.0%			12%
SanDisk Accessory	40%	5%						2.0%	1%		2%
Shure Equipment	50%	15%		30.5%		32%		28.0%	30%		31%
Shure Accessory	50%	15%		10.0%		32%		28.0%	1%		8%
Smart Equipment	55%										29%
Smart Accessory	55%										8%
Sony Equipment	40%			10.0%		20%		2.0%	22%		4%
Sony Accessory	40%			10.0%		16%		2.0%	1%		4%
Varitronics (VariQuest) Equipment	0%										
Varitronics (VariQuest) Accessory	0%										
Vivitek (NovoPro) Equipment	0%					20%		2.0%	5%		18%
Vivitek (NovoPro) Accessory	0%					25%		2.0%	1%		18%
Yamaha Equipment	0%	12%		26.0%		30%			25%		2%
Yamaha Accessory	0%	12%		26.0%		30%			1%		2%
Zeus IPTV Equipment	0%										
Zeus IPTV Accessory	0%										

GROUP 2 (PRODUCTS) SPECIFIED BRAND(S) LIST

Bid #	FY20-016
Title of Bid:	Audiovisual Equipment Installation, Products and Computer Peripherals (Catalog)
VENDOR	SPECIFIED BRAND(S)
AUDIO ENHANCEMENT INC	
AUDIO FIDELITY COMMUNICATIONS CORP D/B/A WHITLOCK	
AUDIO VISUAL INNOVATIONS, INC	AverMedia, Barco, Biamp, Bose Pro, Casio, Comprehensive, JBL, Denon, LG, Listen Technology, Liberty, Middle Atlantic, Newline, NEC Equipment, NEC Accessory, Panasonic Pro, Peerless, QSC, Samsung Professional, Sharp, Vaddio, Vivitek, FSR, Mersive, Axis Communication, Crown, DBX, Microsoft Surface Hub, JVC Professional, Contemporary Research, Kramer
AUDIO VISUAL SYSTEM INTEGRATORS, LLC	
B&H FOTO & ELECTRONICS CORP D/B/A B&H PHOTO VIDEO	
BLM TECHNOLOGIES OF FLORIDA LLC D/B/A EVOLVTEC	CCI-Touch Inc.
BROADWAY TYPEWRITER COMPANY INC. D/B/A AREY JONES EDUCATIONAL SOLUTIONS	3M MOBILE INTERACTIVE SOLUTION, 3S VISION, ACCESSORY POWER, ACCU-TECH, A-DATA TECHNOLOGY, ADD-ON, ADESSO, ADVANTECH, ALLSOP, ALURATEK, AMBR TECHNOLOGY, AMICO ACCESSORIES, AMX, AMZER, ANACOM, APC BY SCHNEIDER ELECTRIC, ARCLYTE TECHNOLOGIES, ARCTIC COOLING, ARISTA NETWORKS, ATEN, AudioCodes, AXIOM, B+B SMARTWORX, BATTERY TECHNOLOGY, BELKIN, BEMATECH, BITS, BLACK BOX, Bogen, BOSCH COMMUNICATION, BRADY PEOPLE ID - CIPI, RAINBOXES, BRETTFORD, BROTHER, BYTECC, C2G, CAPSA SOLUTIONS, CENTON ELECTRONICS, CHENBRO MICOM, CHERRY, CHIEF, CLUB 3D B.V, COGNITIVETPG, COMPUTER SECURITY PRODUCTS, CREATION 4MATION DBA CASEM, CREATIVE LABS, CRU-DATAPORT, CTL, CYBERPOWER SYSTEMS, CYCLONE, DAHLE, DA-LITE, DANTONA, DEMANT SOUND, DIGI, DJI, DRAPER, DT RESEARCH, DYCOMN, DYMO, ELITE SCREENS, ELMO, EMERGE TECHNOLOGIES, ENET SOLUTIONS, ENGENIUS TECHNOLOGIES, ENGINEERED NETWORK SYSTEMS, ENOVATE MEDICAL, EPSON, ERGOGUYS, ERGOTRON, EVERFOCUS ELECTRONICS, FARGO ELECTRONICS, FELLOWES, GE, GENSCORP IT, GEOVISION, GETAC, GOOGLE, GRIFFIN, GUMDROP, HAMILTONBUHL, HARMAN PROFESSIONAL, HAVIS HIKVISION, HP, HUMANSCALE, IOMAGIC, IBM MEDIA, IBM STORAGE MEDIA, IKAN, INCASE, INCIPIO, INLAND PRODUCTS, INNOVATIVE OFFICE PRODUCTS, INSEGO, INTELLINET, INUIVIO, IOGEAR, ISTARUSA, JEM ACCESSORIES, JPL TELECOM, KANEX, KANGURU, KENSINGTON, KOAMTAC, KRAMER, LEGRAND, LINK DEPOT, MAN & MACHINE, MANHATTAN - STRATEGIC, MAX CASES, MAXELL, MEDIATECH, MICROPAC TECHNOLOGIES, MICROSOFT, MIDDLE ATLANTIC, MINUTEMAN UPS, MOBILE EDGE, MOBILE MARK, MONOPRICE, MOORECO, Multi Tech Systems, NORTEK SECURITY & CONTROL, OPTOMA TECHNOLOGY, OTHER WORLD COMPUTING, OTTER PRODUCTS, PANASONIC, PANORAMA ANTENNAS, PATRIOT MEMORY, PATROL PC, PEERLESS, PLANTRONICS, Plasmon, PNY, POWER CUBE, PRINTEK, PROGRESSIVE MARKETING PRODUCTS, PROMISE, PROTECT COMPUTER PRODUCTS, PYRAMID TIME - STRATEGIC, RACK SOLUTIONS, RAM MOUNTS, RELAUNCH AGGREGATOR, REVOLUTION ACOUSTICS, RF IDEAS, RLE, ROCSTOR, RT SALES, SAMSUNG, SANDISK, SCM, SEIKO, SENNHEISER, SHUTTLE, SIG, SMK-LINK, SOLE SOURCE TECHNOLOGY, SONY, SOTEL, SP CONTROLS, SPACEPOLE, STARTECH.COM, STRATEGIC SOURCING, SYBA, TARGUS, THERMALTAKE, TOSHIBA TOTAL MICRO TECHNOLOGIES, TRACKINGFORLESS, TRENDNET, TRIPP LITE, TYAN COMPUTER, U.S. ROBOTICS, UNIFORM INDUSTRIAL, UNIRISE, UNITECH, VALUSOFT, VANTEC, VERBATIM, VERTIV, VIEWSONIC, VINPOWER DIGITAL, VIZIFLEX SEELS, WEBROOT, WELTRON, ZYXEL
C&C INTERNATIONAL COMPUTERS & CONSULTANTS, INC.	
CAMCOR, INC	Aver, ClearTouch - Interactive Flat Panels, ClearTouch - Balance of Line, Dukane (AV), LG Commercial, Middle Atlantic, TeachLogic, Panasonic Broadcast
CDW GOVERNMENT LLC	Anywhere Cart, Tripp-Lite, NEC, Peerless
CLASSROOM OUTFITTERS, LLC	Newline, Dukane
ELB GLOBAL INC	Prowise
INSTAFF SOLUTIONS, LLC, D/B/A IT DATA SOLUTIONS	
IPHONE AND IPAD WAREHOUSE, LLC, D/B/A PHONE AND PAD WAREHOUSE	Newline
MILLENIUM TECHNOLOGY GROUP, LLC	
MUSIC ARTS ENTERPRISES, INC., MAE	Akai, AKG, Alesis, Allen & Heath, Ashley Audio, Atlas Sound, Audix, Auralex, Avid, Aviom, BenQ, Bosch, Bose, BSS, Clearsonic, Community, Countryman, Crown, D&M, DB Tech, DBX, Digitech, Dynacord, Dynaudio, EAW, Electro-Voice, EZ Dupe, Fender, Furman, Gator, Gefen, Hal Leonard, Harris Teller, Hosa, JBL, Kaman, Klark Teknik, Korg, Kramer, Lab Gruppen, Listen, Lowell, Luxul, Mackie, Marshall Electronics, MiPro, Microboards, Midas, Midco, Middle Atlantic, Monster, MOTU, Neuman, Odyssey, Omnimount, Peerless, Pioneer DJ, Powersoft, Presonus, QSC, Quik Lok, RDL, Rane, Raxxess, RCF, Rode, Roland Samson, Sanyo, Sennheiser, Sharp, SoundTube, Soundcraft, Stanton, Surge X, Tannoy, Tascam, TC Electronics, TEI, Telex, TOA, Ultimate Support, Vaddio, Wbox, Whirlwind, Williams Sound
PRESENTATION BINDING SOLUTIONS, LLC	
PRO SOUND INC D/B/A STAGE EQUIPMENT AND LIGHTING	ADDER, ADC, AJA, AKG (HARMAN), ALLEN & HEATH, AMINO, AMX, ANALOG WAY, ANTON BAUER, ATLAS IED (ATLAS SOUND), ATEN, ATOMOS, AUDIX, AURALEX, AURORA MULTIMEDIA, AUTOUCUE, AUTOSCRIPIT, BARCO, BELDEN, BIAMP, BITTREE, BLACK MAGIC DESIGN, BLONDER TONGUE, BOGEN COMMUNICATIONS, BOSE, BROADCAST PIX, BSS (HARMAN), CANON BROADCAST LENSES, CATDV, CHRISTIE DIGITAL, CINEDECK, CLEAR-COM, COBALT DIGITAL, COMMUNITY SPEAKERS, CONTEMPORARY RESEARCH, COOL-LUX LIGHTING, COUNTRYMAN MICROPHONES, CRESTRON, CROWN, D&M PRO (DENON AND MARANTZ), DATAVIDEO, DBX, DECIMATOR, DRAKE, DVEO, EEG, ESE, ELECTROVOICE, ENSEMBLE DESIGN, ECDIGITAL, FLORICAL, FUJINON LENSES, FURMAN, GATOR CASES, GRASS VALLEY, HAL LEONARD, HAMILTON BUHL, HARMONIC, IKAN, IKEGAMI, IMAGINE, JBL PRO, JVC PRO, KRAMER, LEIGHTRONIX, LITE PANELS, LG COMMERCIAL, LISTEN TECH, LUMENS, MACKIE, MARTIN LIGHTING, MASSTECH, MAP, NEWLINE, OMNIMOUNT, PANASONIC, PEERLESS, PLANAR, PLURA, PRIMEVIEW, PORTABRACE, PRESONUS, QSC, RADIAL, RDL, ROHDE, ROLAND AV, ROSS VIDEO, SACHTLER, SAMSUNG, SENNHEISER, SHARP, SIERRA VIDEO, SONY, SOUNDRAFT, SPECTRALOGIC, TASCAM, TECNEC, TEKTRONIX, TELESTREAM, TELEX, TERADEK, TOA, VADDIO, VIEWZ, VIEWSONIC, VINTEN, WILLIAMS SOUND, WINSTED, WOHLER, WOLVISION, ZEE-VEE
RGB SYSTEMS INC D/B/A EXTRON ELECTRONICS	
SMILEY'S AUDIO-VISUAL, INC.	Balance Box, BenQ, Casio Projectors, Dukane, Hamilton, Kramer, Listen Technologies, Newline, Panasonic, Revolabs, Sony Displays, Sony Projectors, StreamVu, Vaddio
TROXELL COMMUNICATIONS, INC.	
UNITED DATA TECHNOLOGIES, INC., D/B/A UDT	Samsung (320 items), Promethean (46 items), Dell (12 items), Jar (6 items)
VISIONWORX LLC D/B/A CCS PRESENTATION SYSTEMS	Atlas Sound, Aver, Avermedia, Ball(MooreCo), Hosa, Middle Atlantic, Panasonic, Peerless, Roland, Samsung, Sennheiser, Teachlogic, TecNec, TOA, Tripplite, Vaddio, Wiremold



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

VENDOR(S) NAME(S)

GROUP(S) AWARDED

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...”

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.



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