

PURCHASING AGENDA ITEM

APPROVED

Hernando County School District

School Board Approval Meeting:

February 13, 2018

Bid No. 18-204-18

Bid Title: Computers: Related Products, Peripheral Devices, Equipment, Software & Interactive Whiteboards, etc.

Recommend approval of this agenda item under the specific category below:

- | | | | |
|--|--|--|---|
| <input type="checkbox"/> Lowest Bid(s) | <input type="checkbox"/> Request for Proposal(s) | <input checked="" type="checkbox"/> Low Bid(s) Meeting Specification | <input type="checkbox"/> Rejection/Cancellation |
| <input type="checkbox"/> Revised Award | <input type="checkbox"/> Renewal of Contract | <input type="checkbox"/> Sole Source | <input type="checkbox"/> Re-Award (Partial/Whole) |
| <input type="checkbox"/> Bid Termination | <input type="checkbox"/> Revisions/Amendments to Bid | <input type="checkbox"/> Bid Extension | <input type="checkbox"/> Emergency |
| <input type="checkbox"/> Piggyback Cooperative | | | |

Bid Contract Period:

02/22/2018 – 02/21/21

N/A – One Time Purchase

Contract Type:

Estimated
Dollar Amount

Firm, Fixed
Dollar Amount

Firm, Fixed
Unit Prices

Firm, Fixed Hourly Rates, Fees
and/or Percentages

Renewal Options:

No. of Terms
Remaining
1

Length of
Each Term (month)

Length of
Each Term (year)
3

None

Rationale/Reason:

Bidders Electronically
Downloaded From Public
Purchase Website: 154

Bids Received:
- 24 -

No Bids:
- 1 -

Late Bids:
- 0 -

Rejected Bids:
- 0 -

N/A – Bids Not
Required:

Submitted By:

Joyce McIntyre

Director of Finance & Purchasing

School(s): District Wide

Requested By:

Joseph Amato

Supervisor of TIS

Department(s): Technology & Information Services

Recommended award by vendor(s), description of item(s)/service(s) and prices: (See attached)

T/C CODE: 1818

Bid #18-204-18: Computers: Related Products, Peripheral Devices, Equipment, Software & Interactive Whiteboards, etc.

| Vendor | Vendor Quote | Catalog Name & Pricelist | Percentage Discount | General Freight | Quantity Discounts | VISA | Sample of Products | Contact Info |
|---|--------------|--|--|---|---|------|--|--|
| ACP Direct (V-45615) | 18-204-18 | Computer & Audio Visual Products for Education CAV0817, August 2017 | 0 | Ground Rates: \$0 - \$44.99: \$7.95 \$50 - \$99.99: \$10.95 \$100 – 199.99: \$14.95 \$200 - \$499.99: \$18.95 500 +: 6% of order | n/a | Yes | Computer and Audio Visual products - See website | ACP Direct K-12 Educational and Customer Service Team (800) 238-8009 sales@acpdirect.com www.acpdirect.com |
| Andrea Communications, LLC (V-49826) | n/a | www.andreacommunications.com | 15% | Must meet 10 piece minimum to qualify for free freight | Volume discounts may apply - call for pricing | Yes | Peripheral devices, headsets and headphones | Cathy Garafola (800) 442-7787 cgarafola@andreacommunications.com www.andreacommunications.com |
| Audio Visual Innovations, Inc. (V-11992) | n/a | Amplivox Sounds Systems Aver Balt, Inc. BenQ Califone Casio Accessories Chief Manufacturing Clear Touch Comprehensive Copernicus Da-Lite Elmo Epson NEC Shure Smart Technology-Education Tripp Lite Variquest PM Paper Varitronics PP Paper Vivitek | 1-40% Call for specific manufacturer's discount | Free ground shipping | Additional discounts may apply – call for details | Yes | Accessories, document camera, interactive flat panels, tablet and cart solutions, projectors, stands, software, I-Rover, tech tubs, carts, PentaClass, response systems, Epson accessories, (i.e. lamps, remotes, lens, filters), monitors, projector accessories, all items-pm paper, all items – Varitronics PP Paper, Vivitek accessories (i.e. lamps, lens, remotes, pens) | Monica Mercer (813) 884-7168 Monica.mercer@avispl.com www.avispl.com |
| Camcor, Inc. (V-49827) | n/a | Camcor 2017 Catalog | 2% | Call for quote | n/a | Yes | Computer and Audio Visual Products – see website | Sonny Bell (321) 239-3939 (800) 868-2462 ext. 358 sbell@camcor.com www.camcor.com |

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| CDW Government, LLC (V-9777) | n/a | H16 Contract Code | 3-10% Call for specific manufacturer's discount or visit website | Call for quote | n/a | Yes | Computer and Audio Visual Products – see website | Steve Nakonechny (866) 224-1596 stevnak@cdwg.com www.cdwg.com |
| Coast to Coast Computer Products (V-49595) | n/a | See website | 20 – 80% Call for specific manufacturer's discount | Free freight with any order unless lift gate is required - \$40 charge for lift gate | 10-20 items: 5% 20-75 items: 7% 75 +: 10% plus up to 20% add'l discount – call for pricing | Yes | LG flat screens, cyber power UPS units and PDU Units, monitor cards, environment cards – see website | Rachel Feller (800) 223-8890 rfeller@coastcoast.com http://shop.techdata.com www.coastcoast.com www.cyperpower.com |
| Discovery Educational Systems (V-7732) | HCSB2018-2021 | Discovery Item List – November 13, 2017 | 3% | Orders of \$1500 may qualify for free shipping Up to 7% charges may apply on order less than \$1500 Device Carts: Shipping is per requirement, ground freight shipment cost are based on weight/lift gate 2 nd day and overnight extra | Call for pricing Special order items may not qualify for discounts Software volume licensing may not be subject to discounts Always call to verify pricing | Yes | Computer and Audio Visual Products – see website | Daniel Wechsler (800) 331-5489 (561) 683-8410 dan@discovery.com www.discovery.com |
| Elite Digital Products, LLC (V-49896) | n/a | Sharp Electronics Corporation – State of Florida PC67454 July 2017 | 40% | Call for pricing | n/a | Yes | Interactive devices, accessories, flat panel displays and accessories | Curtis Hines (904) 627-0439 curtis@elitedigitalproducts.biz Carl Hines (404) 667-2214 carl@elitedigitalproducts.biz www.elitedigitalproducts.biz |
| Emtec (V-49828) | n/a | www.emtecinc.com/resources/msrp-pricing/ | 0-35% discounts | Call for pricing | n/a | Yes | Computer and Audio Visual Products – see website | Summer Vyne (904) 772-4610 Summer.Vyne@emtecinc.com Christa Carey (904) 707-8801 Christa.Carey@emtecinc.com www.emtecinc.com/resources/msrp-pricing/ |

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| Encore Broadcast (V-32489) | n/a | ITB#14115-EST | 15% | Call for pricing | Call for pricing | Yes | Audio Visual and Broadcast equipment | Martin O. Febres Jr. (813) 335-2815 mfebres@encorebroadcast.com www.encorebroadcast.com |
| Encore Data Products, Inc. (V-49829) | n/a | www.encoredataproductions.com | 0% | Call for pricing | Call for Pricing | Yes | Computer and Audio Visual Products – see website | Jeff Burgess (866) 926-1669 sales@encoredataproductions.com www.encoredataproductions.com |
| Connection Public Sector Solutions (GovConnection) (V-41657) | n/a | Current web catalog | 2-20% | Call for pricing | Discounts available on a case by case basis – call for pricing | Yes | Computer and Audio Visual Products – see website | Sarah Manning (800) 800-0019 ext. 33685 Sarah.manning@connection.com Michael Lauman (800) 800-0019 ext. 74514 Michael.lauman@connection.com www.connection.com/ps |
| Howard Technology Solutions (V-49892) | n/a | www.howardcomputers.com | 3-21 % Call for pricing | Call for pricing | Call to see if discounts are available | Yes | Computer and Audio Visual Products – see website | Mariette Gammon/Erin Miller (601) 425-3181 bids@howardcomputers.com |
| HPI International, Inc. (V-49893) | n/a | www.hpi.com | Varies by manufacturer, call for pricing | Call for pricing | Call for pricing | Yes | Computer and Audio Visual Products – see website | Amy Berger (718) 768-8800 ab@hpi.com Brian Rothschild (718) 768-8800 br@hpi.com |
| Konica Minolta (V-49830) | n/a | Promethean Publish MSRP NJPA #083116-KON www.konicaminolta.us/kmb/s/microsites/njpa | 41-45% | Call for pricing | Quantity discounts available – call for pricing | Yes | Computer and Audio Visual Products – see website | Beth Swain (813) 207-8257 BSwain@kmb.konicaminolta.us |
| PCMG, Inc. (V-49757) | n/a | www.pcmg.com | 5-10% | Call for pricing | Call for pricing | Yes | Computer and Audio Visual Products – see website | William Cannon (866) 310-0257 william.cannon@pcmg.com Vytautas Reivydas (855) 528-6497 vytas.reivydas@pcmg.com Steve Curry (800) 625-5468 x 57494 (850) 559-9004 – cell steven.curry@pcmg.com |

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| PC Solutions and Integrations, Inc. (V-49894) | n/a | www.pcsusa.net | Call for pricing | Call for pricing | Call for pricing | Yes | Computer and Audio Visual Products – see website | David Rudnick (305) 667-0633 david@pcsusa.net Robert Boush (786) 465-6369 rboush@pcsusa.net |
| Pyramid School Products (V-1046) | 18-204-18 HERN | www.pyramidsp.com Click on the Califone Catalog at the bottom of the home page | Call for pricing | Call for pricing | Call for pricing | Yes | Computer and Audio Visual Products – see website | Kenneth D. Miller (800) 792-2644 ext. 225 kenny@pyramidsp.com |
| Rauland-Borg Corporation of Florida (V-48615) | n/a | www.rauland.com www.shure.com www.communitypro.com www.crestron.com www.avigilon.com | 0-25% Call for pricing | Free standard shipping All other shipping methods – Call for pricing | n/a | Yes | Intercoms, sound systems, speakers, IP cameras | James Ross (727) 365-9755 James.ross@ametek.com Noemi Rivas (813) 740-2500 Noemi.rivas@ametek.com |
| Southern Science Supply, LLC (V-49895) | n/a | www.southernsciencesupply.com | 2% | Call for pricing | Discounts will range from 2-25% an up depending on quantity and item – increments beginning with 5 units. | Yes | Computer and Audio Visual Products – see website | Carol Espensen (210) 887-0479 carol@southernsciencesupply.com |
| Troxell Communications, Inc. (V-31414) | | www.trox.com/products.htm | 1-60% depending on product and manufacturer | Call for pricing | Varies with individual manufacturer and category Request discounts from Lori Petersen when obtaining written quote | Yes | Computer and Audio Visual Products – see website | Lori Petersen (800) 352-7912 ext. 6605 Lori.petersen@trox.com |
| United Data Technologies, Inc. (V-43880) | n/a | https://shop.udtonline.com | 3-5% | Free Standard FOB Shipping Single box solutions weighing more than 125 lbs. may incur an add'l freight charge | Additional discounts will be requested for each bulk order of 100 units or more | Yes | Computer and Audio Visual Products – see website | Shari Holtmeier (813)220-9429 Shari.holtmeier@udtonline.com Vicki Borja (786) 364-5932 Vicki.borja@udtonline.com |

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| Virtucom, Inc. (V-42886) | n/a | www.virtucom.com | 0% | Call for pricing | Virtucom will provide quotes for any products requested on a project by project basis | Yes | Computer and Audio Visual Products – see website | Sean Beck (800) 890-2611 Ext. 4982 sbeck@virtucom.com Brandon Thompson (800) 890-2611 Ext. 602 bthompson@virtucom.com |
| WayTech, LLC DBA Silicon Mountain Memory (V-50076) | | www.smmdirect.com | 50% off gross retail pricing located at www.smmdirect.com/peppm | Free FedEx ground on orders of \$500.00 or more. 2-day and overnight shipping at standard rates | Greater discounts available, call for pricing on quantities of more than one | Yes | Memory upgrades for laptops, desktops and servers, storage for hard drives, solid state drives, USB | Josh Henningsen (888) 745-6866 ext. 107 (303) 938-1166 jhenningsen@smmdirect.com |