

October 15, 1999

Financial Affairs
Richard H. Hinds, Chief Financial Officer

SUBJECT: PARTIAL AWARD OF BID #013-ZZ04 – PRINTERS, COMPUTER

The purpose of this bid, opened on September 21, 1999, is to establish a contract, to purchase, at firm discount, quantities, as may be required, of computer printers, for various locations. This is a term bid which states that the Board may purchase quantities, as may be required, at the unit price bid, but is not obligated to purchase any guaranteed amount. Of 676 vendors sent bid forms or card notices of this advertised bid, 73 responded, with 44 regular bids (not all vendors bid all items) and 29 no bids.

Items 3, 5, 7, 11A, 23A, 24, through, 27, 29, 31, 39, 46A, 51, 57 and 58 are being held for further evaluation and may be awarded at the Board meeting of December 8, 1999.

Fund Source
Various

M/WBE Eligibility
African American Male-No dollar amount

RECOMMENDED: That The School Board of Miami-Dade County Florida, **AWARD** Bid #013-ZZ04 –PRINTERS, COMPUTER, to purchase, at firm educational discounts, quantities, as may be required, of computer printers, for various locations, during the term of the bid, effective October 20, 1999, through October 19, 2000, as follows:

1. AZARAT MARKETING GROUP, INC.
1750 TIGERTAIL AVENUE
MIAMI, FL 33133
OWNER: TONY OPARA (AM)

PRIMARY

Item 47 – Apple @ 30% discount.
Item 48 – Brother @ 35.8% discount.

REPLACEMENT
G-91

Item 49 – Canon @ 32% discount.
Item 50 – Epson @ 38% discount.

ALTERNATE

Item 8 – Minolta @ 19% discount.
Item 15 – Epson @ 24% discount.
Item 17 – Lanier @ 16.8% discount.
Item 19 – Mita @ 15% discount.
Item 20 – Minolta @ 19% discount.
Item 32 – Minolta @ 14% discount.
Item 40 – Lanier @ 12% discount.
Item 42 – Mita @ 14% discount.
Item 52 – Lanier @ 16% discount.
Item 54 – Mita @ 17% discount.
Item 55 – Minolta @ 23% discount.

2. CENTRAL DATA COMPUTER CENTERS, INC.
8855 GRISSOM PARKWAY
TITUSVILLE, FL 32780
OWNER: HEIDI BROMM, CONTROLLER

PRIMARY

Item 36 – Brother @ 20% discount.

3. COMARK GOVERNMENT EDUCATION SALES, INC.
218 EAST ORANGE AVENUE
LAKE WALES, FL 33853
OWNER: PHIL CORCORAN & CHUCK WOLANDE

ALTERNATE

Item 4 – Hewlett Packard @ 34.80% discount.
Item 16 – Hewlett Packard @ 34.80% discount.
Item 23 – Xerox @ 25.00% discount.
Item 28 – Hewlett Packard @ 31.30% discount.
Item 38 – Epson @ 30.2% discount.

4. DATA RESOURCE GROUP
3998 F.A.U. BLVD., SUITE 100
BOCA RATON, FL 33431
OWNER: CRAIG MARTIN

PRIMARY

Item 35A – IBM @ 15% discount.
Item 58A – IBM @ 15% discount.

5. DELL MARKETING, L.P.
ONE DELL WAY
ROUND ROCK, TEXAS 78682
OWNER: MICHAEL DELL, CEO

ALTERNATE

Item 6 – Lexmark @ 28.25% discount.
Item 18 – Lexmark @ 28.25% discount.
Item 35 – Xerox @ 26% discount.
Item 41 – Lexmark @ 28.25% discount.
Item 44 – Okidata @ 38% discount.
Item 49 – Canon @ 25% discount.

6. DIGITECH, INC.
5703 NORTH ANDREWS WAY
FT LAUDERDALE, FL 33324
OWNER: MICHAEL MEDIPOR

ALTERNATE

Item 30 – Lexmark @ 34% discount.
Item 37 – Canon @ 22% discount.
Item 53 – Lexmark @ 32% discount.
Item 56 – Okidata @ 33% discount.

7. EXECUTIVE SOURCE, INC.
200 N. DENNING DRIVE, SUITE 9
WINTER PARK, FL 32789
OWNER: RAY BAZZI

PRIMARY

Item 17 – Lanier @ 3% markup.
Item 19 – Mita @ 3% markup.
Item 40 – Lanier @ 3% markup.
Item 42 – Mita @ 3% markup.
Item 43 – Minolta @ 3% markup.
Item 52 – Lanier @ 3% markup.
Item 54 – Mita @ 3% markup.
Item 55 – Minolta @ 3% markup.

ALTERNATE

Item 1 – Apple @ 3% markup.
Item 12 – Apple @ 3% markup.
Item 13 – Brother @ 3% markup.
Item 14 – Canon @ 3% markup.
Item 46 – Xerox @ 3% markup.
Item 48 – Brother @ 3% markup.

8. L&K MICRO SUPPLY, INC.
580 CHARCOT AVENUE
SAN JOSE, CA 95131
OWNER: KRISTA KAAAN, PRESIDENT

PRIMARY

Item 9 – Okidata @ 36% discount.
Item 21 – Okidata @ 36% discount.
Item 32 – Minolta @ 17% discount.
Item 33 – Okidata @ 36% discount.
Item 56 – Okidata @ 36% discount.

ALTERNATE

Item 34 – Panasonic @ 23% discount.
Item 43 – Minolta @ 17% discount.

9. MACROLAND
611 S. FREDERICK AVENUE
GATHERSBURG, MD 20877
OWNER: OSCAR BONA

PRIMARY

Item 8 – Minolta @ 24.1% discount.
Item 20 – Minolta @ 23.87% discount.
Item 37 – Canon @ 23.71% discount.
Item 38 – Epson @ 34.51% discount.
Item 44 – Okidata @ 42.38% discount.
Item 45 – Panasonic @ 31.61% discount.
Item 53 – Lexmark @ 35.47% discount.

ALTERNATE

Item 2 – Canon @ 25.97% discount.
Item 9 – Okidata @ 34.36% discount.
Item 11 – Xerox @ 25.21% discount.
Item 21 – Okidata @ 34.36% discount.
Item 22 – Panasonic @ 25.89% discount.
Item 33 – Okidata @ 33.61% discount.
Item 36 – Brother @ 19% discount.
Item 50 – Epson @ 35.61% discount.

10. MEGABYTE INTERNATIONAL CORP.
5610 WEST SLIGH AVENUE, SUITE 106
TAMPA, FL 33634
OWNER: MARK LINDSAY, PRESIDENT

PRIMARY

Item 11B – NEC @ 5.1% discount.
Item 35B – NEC @ 5.1% discount.
Item 58B – NEC @ 3.1% discount.

11. POMEROY COMPUTER RESOURCES
5773 N.W. 158 STREET
MIAMI LAKES, FL 33014
OWNER: DAVE POMEROY

PRIMARY

Item 10 – Panasonic @ 28% discount.

12. PROSYS INFORMATION SYSTEMS, INC.
12983 S.W. 132 COURT
MIAMI, FL 33186
OWNER: MICHELLE CLERY, PRESIDENT

ALTERNATE

Item 45 – Panasonic @ 30.11% discount.

13. SOFTWARE HOUSE INTERNATIONAL
6101 PALM TRACE DRIVE, SUITE 106
DAVIE, FL 33314
OWNER: THAI LEE, PRESIDENT

PRIMARY

Item 1 – Apple @ cost + 2%.
Item 2 – Canon @ cost + 2%.
Item 11 – Xerox @ cost + 2%.
Item 12 – Apple @ cost + 2%.
Item 13 – Brøther @ cost + 2%.
Item 14 – Canon @ cost + 2%.
Item 15 – Epson @ cost + 2%.
Item 22 – Panasonic @ cost + 2%.
Item 23 – Xerox @ cost + 2%.
Item 34 – Panasonic @ cost + 2%.
Item 35 – Xerox @ cost + 2%.
Item 46 – Xerox @ cost + 2%.

ALTERNATE

Item 10 – Panasonic @ cost + 2%.
Item 47 – Apple @ cost + 3%.

14. UNITED DATA TECHNOLOGIES, INC.
7212 N.W. 56 STREET
MIAMI, FL 33166
OWNER: GERARD AMARO

PRIMARY

- Item 4 – Hewlett Packard @ 38% discount.
- Item 6 – Lexmark @ 35% discount.
- Item 16 – Hewlett Packard @ 38% discount.
- Item 18 – Lexmark @ 35% discount.
- Item 28 – Hewlett Packard @ 38% discount.
- Item 30 – Lexmark @ 35% discount.
- Item 41 – Lexmark @ 35% discount.

15. Authorize the Bureau of Procurement and Materials Management to purchase up to the total estimated amount of \$2,000,000. The award shall be made subject to the resolution of bid protests, if any.