

December 10, 1999

Financial Affairs
Richard H. Hinds, Chief Financial Officer

SUBJECT: BALANCE OF 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 discounts, 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.

Identical discounts were submitted on items 23A and 46A – IBM, by Data Resource Group, of Boca Raton, Florida, and IBM Corporation, of Fort Lauderdale, Florida. The recommendation reflects the award of this tie low bid item to Data Resource Group, as the vendor receiving the larger dollar award for other items on this bid, in accordance with Board Rule 6Gx13- 3C-1.061 -- Identical Prices -- Priorities For Award.

Identical discounts were submitted on item 27 – Epson, by Azarat Marketing Group, Inc., of Miami, Florida, and WYSIWYG, the Computer Center, of Miami, Florida. The recommendation reflects the award of this tie low bid item to Azarat Marketing Group, Inc., as the Miami-Dade County Minority/Women Business Enterprise vendor, in accordance with Board Rule 6Gx13- 3C-1.061 -- Identical Prices -- Priorities For Award.

Identical discounts were submitted on item 39 – Hewlett Packard, by Azarat Marketing Group, Inc., of Miami, Florida, and Digitech, Inc., of Fort Lauderdale, Florida. The recommendation reflects the award of this tie low bid item to Azarat Marketing Group, Inc., as the Miami-Dade County Minority/Women Business Enterprise vendor, in accordance with Board Rule 6Gx13- 3C-1.061 -- Identical Prices -- Priorities For Award.

Items 1, 2, 4, 6, 8 through 11, 11B, 12 through 23, 28, 30, 32 through 38, 40 through 46, 47 through 50, 52 through 56, 58A and 58B were awarded by the Board on October 20, 1999, for an estimated expenditure amount of \$2,000,000.

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 discounts, quantities, as may be required, of computer printers, for various locations, during the term of the bid, effective January 12, 2000, through October 19, 2000, as follows:

1. AZARAT MARKETING GROUP, INC.

1750 TIGERTAIL AVENUE

MIAMI, FL, 33133

OWNER: TONY OPARA, PRESIDENT

(AM)

PRIMARY

Item 57 - Panasonic @ 37% discount.

ALTERNATE

Item 3 - Epson @ 26% discount.

Item 5 - Lanier @ 17.10% discount.

Item 7 - Mita @ 16.8% discount.

Item 25 - Brother @ 21% discount.

Item 27 - Epson @ 26% discount.

Item 29 - Lanier @ 14% discount.

Item 31 - Mita @ 12% discount.

Item 39 - Hewlett Packard @ 24% discount.

Item 58 - Xerox @ 27% discount.

2. COMARK GOVERNMENT EDUCATION SALES, INC.

218 EAST ORANGE AVENUE

LAKE WALES, FL 33853

OWNERS: PHIL CORCORAN AND CHUCK WOLANDE

PRIMARY

Item 11C - Tektronix @ 19.8% discount.

Item 23B - Tektronix @ 19.8% discount.

Item 58C - Tektronix @ 9% discount.

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

PRIMARY

Item 23A - IBM @ 15% discount.
Item 46A - IBM @ 15% discount.

4. DELL MARKETING, L.P.
ONE DELL WAY
ROUND ROCK, TX 78682
OWNER: MICHAEL DELL, C.E.O.

PRIMARY

Item 58 - Xerox @ 35% discount.

5. DIGITECH, INC.
5703 NORTH ANDREWS WAY
FT. LAUDERDALE, FL 33309
OWNER: MICHAEL MEDIPOR, PRESIDENT

PRIMARY

Item 51 - Hewlett Packard @ 37% discount.

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

PRIMARY

Item 5 - Lanier @ 3% markup.
Item 7 - Mita @ 3% markup.
Item 11A - IBM @ 3% markup.
Item 25 - Brother @ 3% markup.
Item 29 - Lanier @ 3% markup.
Item 31 - Mita @ 3% markup.

ALTERNATE

Item 24 - Apple @ 3% markup.
Item 26 - Canon @ 3% markup.

7. IBM CORPORATION
6301 N.W. 5 WAY
FT. LAUDERDALE, FL 33309
OWNER: LOU GESTNER, C.E.O.

ALTERNATE

Item 23A - IBM @ 15% discount.
Item 46A - IBM @ 15% discount.

8. INACOM INFORMATION SYSTEMS
8601 DUNWOOD PLACE, SUITE 538
ATLANTA, GA 30350
OWNER: GERALD A. GAGLIARDI, C.E.O.

ALTERNATE

Item 11A - IBM @ cost + 6%.

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

ALTERNATE

Item 51 - Hewlett Packard @ 35.7% discount.
Item 57 - Panasonic @ 35.87 % discount.

10. SOFTWARE HOUSE INTERNATIONAL
6101 PALM TRACE DRIVE, SUITE 106
DAVIE, FL 33314
OWNER: THAI LEE, PRESIDENT/C.E.O.

PRIMARY

- Item 3 - Epson @ cost + 1.5%.
- Item 24 - Apple @ cost + 2%.
- Item 26 - Canon @ cost + 2%.
- Item 27 - Epson @ cost + 1%.
- Item 39 - Hewlett Packard @ cost + 1%.

11. The award shall be made subject to the resolution of bid protests, if any.

RHH/lja