

Financial Affairs
Richard H. Hinds, Chief Financial Officer

SUBJECT: AWARD BID NO. 118-AA11 – SPEECH AND HEARING EQUIPMENT AND ACCESSORIES, CATALOG DISCOUNT

The purpose of this bid, opened on April 24, 2001, is to establish a contract, to purchase, at firm discounts, quantities, as may be required, of speech and hearing equipment and accessories, for the Office of Exceptional Student Education and various schools. This is a term bid which states that the Board may purchase quantities, as may be required, at the discount bid, but is not obligated to purchase any guaranteed amount. Of 60 vendors sent bid forms or card notices of this advertised bid, 21 responded, with 14 bids meeting specifications (not all vendors bid all items) and 7 no bids.

Fund Source
Various

M/WBE Eligibility
None

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AWARD Bid No. 118-AA11 – SPEECH AND HEARING EQUIPMENT AND ACCESSORIES, CATALOG DISCOUNT**, to purchase, at firm discounts, quantities, as may be required, of speech and hearing equipment and accessories, for the Office of Exceptional Student Education and various schools, during the term of the bid, effective June 20, 2001, through June 19, 2002, as follows:

1. ABLENET, INC.
1081 TENTH AVENUE SE
MINNEAPOLIS, MN 55414
OWNER: CHERYL VOLKMAN, C.E.O.

Item 1 – Ablenet @ 0% discount.

2. DYNAVOX SYSTEMS, LLC
2100 WHARTON STREET, 4TH FLOOR
PITTSBURGH, PA 15203
OWNER: SUNRISE MEDICAL, INC., PARENT

Item 8 – Dynavox @ 5% discount.

Item 30 – Hourly labor rate for repair @ \$75 per hour.

3. ENVIRONMENTAL HEALTH SCIENCE, INC.
D.B.A. HEALTH SCIENCE
418 WALL STREET
PRINCETON, NJ 08540
OWNER: DAVID S. GOLDBERG, PRESIDENT/TREASURER

Item 29 – Saltillo Corporation @ 2% discount.

Great Talking Box @ 2% discount.

Enkido Research, Inc. @ 0% discount.

Assistive Technology, Inc. @ 2% discount.

Adaptivation, Inc. @ 2% discount.

AMD @ 0% discount.

Attainment Company @ 2% discount.

Mayer-Johnson, Inc. @ 0% discount.

Tash, Inc. @ 0% discount.

SoftTouch @ 0% discount.

Semerc @ 0% discount.

Judy Lynn Software @ 0% discount.

Simtech Publications @ 0% discount.

Slater Software @ 0% discount.

Franklin Electronic Publishers, Inc. @
0% discount.

Keytech @ 0% discount.

Hearit Company @ 0% discount.

Siemens @ 0% discount.

4. INDEPENDENT LIVING AIDS, INC.
200 ROBBINS LANE
JERICHO, NY 11753-2341
OWNER: MIMI C. BERMAN, VICE PRESIDENT

Item 27 – Williams Sound @ 20% discount.

5. HARRIS COMMUNICATIONS, INC.
15155 TECHNOLOGY DRIVE
EDEN PRAIRIE, MN 55344
OWNER: ROBERT I. HARRIS, PRESIDENT

Item 12 – Harris Communications @ 10% discount,
prepay and add freight.

Item 27 – Williams Sound @ 10% discount, prepay and
add freight.

6. INTELLITOOLS, INC.
1720 CORPORATE CIRCLE
PETALUMA, CA 94954
OWNER: ARJAN KHALSA, PRESIDENT/C.E.O.

Item 15 – IntelliTools @ 2% discount.

7. MCSI/CENTRAL AUDIO VISUAL
1212 SOUTH ANDREWS AVENUE
FORT LAUDERDALE, FL 33316
OWNER: MICHAEL LEVER, PRESIDENT

Item 27 – Williams Sound @ 25% discount.

Item 29 – Telex-Soundmate @ 25% discount.

8. OAKTREE PRODUCTS, INC.
716-J CROWN INDUSTRIAL COURT
CHESTERFIELD, MO 63005
OWNER: MARGARET KEMP, PRESIDENT

Item 26 – Welch Allyn @ 10% discount.

Item 27 – Williams Sound @ 10% discount.

9. PHONIC EAR, INC.
3880 CYPRESS DRIVE
PETALUMA, CA 94954
OWNER: WILLIAM DEMANT A/S DENMARK

Item 6 – Beltone @ 5% discount.

Item 22 – Phonic Ear @ 5% discount.

Item 30 – Repair rates, per unit, per submitted price
sheet.

10. PRENTKE ROMICH COMPANY
1022 HEYL ROAD
WOOSTER, OHIO 44691
OWNER: DON BATTERSHELL, PRESIDENT
- Item 1 – Ablenet @ 0 to 15% discount based on dollar expenditure amount.
Item 7 – Daessy @ 0 to 15% discount based on dollar expenditure amount.
Item 23 – Prentke Romich Company @ 0 to 15% discount based on dollar expenditure amount.
Item 30 – Hourly labor rate for repairs @ \$75 per hour.
11. SAY IT RIGHT
2932 SEGOVIA WAY
CARLSBAD, CA 92009
OWNER: CHRISTINE L. RISTUCCIA, PRESIDENT
- Item 29 – Say It Right @ 0% discount.
12. SONOVATION, INC.
D.B.A. AVR SONOVATION
7636 EXECUTIVE DRIVE
EDEN PRAIRIE, MN 55344
OWNER: AVR COMMUNICATIONS, LTD.
- Item 5 – AVR Communications, Ltd. @ 20% discount.
Item 30 – Repair rates, per unit, per submitted price sheet.
13. TASH, INCORPORATED
3512 MAYLAND COURT
RICHMOND, VA 23233
OWNER: COLIN WHEELER, PRESIDENT
- Item 29 – Tash – Real People @ 5% discount.
Item 30 – Hourly repair rate @ \$60 per hour.

14. TELE-ACOUSTICS, INC.
P.O. BOX 1635
TITUSVILLE, FL 32781
OWNER: BARBARA DESHLER, PRESIDENT

Item 2 – Acoustic Systems @ 2% discount.
Item 3 – American Electromedics @ 2% discount.
Item 4 – Audioscan @ 2% discount.
Item 6 – Beltone @ 2% discount.
Item 11 – Grason-Stadler @ 2% discount.
Item 16 – Madsen @ 2% discount.
Item 17 – Maico @ 2% discount.
Item 18 – Micromedical @ 2% discount.
Item 19 – Nicolet Bio Medical @ 2% discount.
Item 20 – OZ Systems @ 0% discount.
Item 21 – Pehrtek @ 0% discount.
Item 25 – Tele-Acoustics @ 0% discount.
Item 26 – Welch Allyn @ 2% discount.

15. Authorize the Bureau of Procurement and Materials Management to purchase up to the total estimated amount of \$223,481.

RHH/lja