

Business Operations
Ofelia San Pedro, Deputy Superintendent

**SUBJECT: AWARD BID NO. 006-EE05 -- SPEECH AND HEARING
EQUIPMENT AND ACCESSORIES, CATALOG DISCOUNT**

COMMITTEE: INNOVATION, EFFICIENCY & GOVERNMENTAL RELATIONS

The purpose of this bid, opened on November 9, 2004, is to establish pre-qualified vendors, at the highest, firm percentage discounts, as may be required, of speech and hearing equipment and accessories, for various locations. This is a term bid which states that the Board may purchase such goods from the approved vendors offering the highest percentage discounts off published list prices, but is not obligated to purchase any guaranteed amount. Equipment purchased through this contract will be used to support students with speech and hearing impairments. In many cases, there is more than one vendor who has submitted a discount for a manufacturer. The catalogs vary as to the depth of product offering. In order to ensure the District's ability to meet the individualized special needs of our students, awards to all vendors will be made. In cases where more than one vendor may supply an item, competitive quotations will be requested from the vendors to ensure that the District is maximizing its savings. Of 151 vendors sent bid forms or card notices of this advertised bid, 21 responded, with 19 bids meeting specifications and 2 no bids.

Bids were benchmarked against the current two-year Bid No. 25-008B, awarded by The School Board of Broward County, Florida. Generally, the discounts offered to M-DCPS are comparable, although variations were noted between both bids. The District will seek quotations from all pre-qualified vendors, to ensure receipt of the most favorable discounted prices at the time of the purchase from those vendors.

Fund Source
Various

M/WBE Eligibility
None

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AWARD** Bid No. 006-EE05 – **SPEECH AND HEARING EQUIPMENT AND ACCESSORIES, CATALOG DISCOUNT**, is to establish pre-qualified vendors, at the highest, firm percentage discounts, as may be required, of speech and hearing equipment and accessories, for various locations. Equipment purchased through this bid will be used to support students with speech and hearing impairments, during the term of the bid, effective February 16, 2005, through February 15, 2007, as follows:

1. **ABLENET, INC.**
2808 FAIRVIEW AVENUE NORTH
ROSEVILLE, MN 55113-1308
OWNER: RICK OSTERHAUS, C.E.O.

Item 1 - Fixed percentage discount off catalog
2004 Ablenet I Can @ 0%.

2. **ADAPTIVATION, INC.**
2225 WEST 50 STREET, SUITE 100
SIOUX FALLS, SD 57105
OWNER: JON ECKRICH, PRESIDENT

Item 4 - Fixed percentage discount off catalog
2004 Adaptation @ 0%.

3. **ADVANCED MULTIMEDIA DEVICES, INC.**
200 FRANK ROAD
HICKSVILLE, NY 11801
OWNER: SOMCHAL S. TANG, PRESIDENT/C.E.O.

Item 61 - Fixed percentage discount off catalog
2005 Advanced Multimedia Devices @ 0%.

4. **ALPHA SMART, INC.**
973 UNIVERSITY AVENUE
LOS GATOS, CA 95032
OWNER: KETAN KOTHARI, C.E.O.

Item 62 - Fixed percentage discount off catalog
Alpha Smart @ 0%.

5. ATTAINMENT COMPANY
3909 COUNCIL CREST
MADISON, WI 53711
OWNER: DON BASTIAN, PRESIDENT

Item 8 - Fixed percentage discount off catalog
Attainment Company Options 2004 @ 5%.

6. DYNAVOX SYSTEMS, LLC
2100 WHARTON STREET
PITTSBURG, PA 15203
OWNER: PATRICIA D. WILSON, SALES CONSULTANT

Item 14 - Fixed percentage discount off catalog
Express Yourself: DynaVox @ 5%.

Item 15 - Fixed percentage discount off catalog
Express Yourself: Enkidu Research @ 5%.

7. FLAGHOUSE
601 FLAGHOUSE DRIVE
HASBROUCK HEIGHTS, NJ 07604
OWNER: GEORGE CARMEL, PRESIDENT

Item 63 - Fixed percentage discount off catalog
Flaghouse Special Populations @ 10%

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

Item 23 - Fixed percentage discount off catalog
2005 Products for Everyday Individuals (Harris
Communications) @ 10%.

Item 59 - Fixed percentage discount off catalog
2005 Products for Everyday Individuals (Williams
Sound) @ 30%.

9. INFOGRIP, INC.
1794 EAST MAIN STREET
VENTURA, CA 93001
OWNER: ELIZABETH JACOBS, PRESIDENT

Items 1, 30, 31, 45, 50, 51, 52 and 54: Fixed percentage discount off catalog @ 9% - 12%.

Item 63: Infogrip, Inc. provides a proprietary website for assistive technology and distributes for various manufacturers, offering a range of percentage discounts off those manufacturers' selected product catalogs or price lists. Infogrip is to be solicited for quotations to obtain lowest and best prices for M-DCPS, when considering any of the following options:

Item 1 - AbleNet Product Catalog 2003-2004 @ 12%.

Item 30 - Judy Lynn Software @ 12%.

Item 31 - KEYTEC Magic Touch @ 9%.

Item 45 - Saltillo ChatBox & ChatPC @ 9%.

Item 50 - Simtech Publications Software Made Easy @ 11%.

Item 51 - Slater Software 2004 @ 11%.

Item 52 - SoftTouch Products to Reach the Learner Inside @ 11%.

Item 54 - Tash US Dealer @ 11%.

Item 63 - Infogrip Website.

10. INTELLITOOLS, INC.
1720 CORPORATE CIRCLE
PETALUMA, CA 94954
OWNER: STEVE GENSLER, CHAIRMAN

Item 28 - Fixed percentage discount off catalog
IntelliTools Learning Technology for Pre-K-8
@ 2%.

11. LIGHTSPEED TECHNOLOGIES, INC.
11509 S.W. HERMAN ROAD
TUALATIN, OR 97062
OWNER: JERRY RAMEY, PRESIDENT

Item 32 - Fixed percentage discount off catalog
LightSpeed Technologies Imagine Every
Child Listening @ 17.5%.

12. LOCKFAST, INC.
8481 DUKE BOULEVARD
MASON, OH 45040
OWNER: GREGG S. BARDON, PRESIDENT

Item 65 - Lockfast prices at cost (i.e. Fixed Percentage Discount @ 0%).

Lockfast, Inc. manufactures and markets cloth and loop fastening strips to secure equipment for ease of use and offers its products 'at cost' to the District, per submitted information sheets. Quotations are required to obtain lowest and best prices for M-DCPS, when considering this item.

13. MAYER-JOHNSON, LLC
P.O. BOX 1579
SOLANA BEACH, CA 92075
OWNER: JOE SWENSON, PRESIDENT

Item 36 - Fixed percentage discount off catalog
2005 Mayer-Johnson Software, Hardware &
Books for Persons with Special Needs @ 0%.

14. PHONAK, LLC
4520 WEAVER PARKWAY
WARRENVILLE, IL 60555
OWNER: AGGIE HENRY, ACCOUNT EXECUTIVE

Item 42 - Fixed percentage discount off catalog
PHONAK Educational Price & Policy @ 15%.

15. PHONIC EAR, INC.
3880 CYPRESS DRIVE
PETALUMA, CA 94954
OWNER: WILLIAM DEMANT

Item 43 - Fixed percentage discount off catalog
Phonic Ear Easy Listener, Personal FM & Sound
Field Catalogs @ 3%.

16. PRENTKE ROMICH COMPANY
1022 HEYL ROAD
WOOSTER, OH 44691
OWNER: BARRY ROMICH, C.E.O.

Item 44 - Fixed percentage discount off catalog
2004-2005, Prentke Romich Communication
Without Limitations @ 0%.

17. TASH, INC.
3512 MAYLAND COURT
RICHMOND, VA 23233
OWNER: COLIN WHEELER, PRESIDENT

Item 54 - Fixed percentage discount off catalog
Tash Smart Solutions 2004 @ 5%.

18. TECHNOLOGY FOR EDUCATION, INC.
1870 50 STREET
INVERGROVE HEIGHTS, MN 55077
OWNER: JAMES C. ROGERS, PRESIDENT

Item 66 - 2004 Technology For Education Catalog @ 3% -
10% additional discounts on Items 1, 4, 8, 12, 18,
22, 23, 30, 31, 45, 47, 50, 51, 52 and 54.

TFE, Inc. produces a proprietary discount catalog that includes a range of additional percentage discounts off various manufacturers' selected assistive products and is to be solicited for quotations to obtain lowest and best prices for M-DCPS, when considering any of the following options:

- Item 1 - AbleNet @ 8%.
Item 4 - Adaptivation @ 8%.
Item 8 - Attainment @ 10%.
Item 12 - Daessy @ 3%.
Item 18 - Franklin Electronic Publishers @ 5%.
Item 22 - Great Talking Box @ 10%.
Item 23 - Harris Communications @ 5%.
Item 30 - Judy Lynn Software @ 5%.
Item 31 - KEYTEC @ 5%.
Item 45 - Saltillo @ 7%.

- Item 47 - Semerc @ 10%.
- Item 50 - Simtech Publications @ 5%.
- Item 51 - Slater Software @ 5%.
- Item 52 - SoftTouch @ 10%.
- Item 54 - Tash @ 5%.

19. TELE-ACOUSTICS, INC.
5500 WINDOVER WAY
TITUSVILLE, FL 32780
OWNER: MICHAEL DESHLER, VICE PRESIDENT

Items 3, 9, 11, 21, 26, 34, 35, 37, 38, 41, 55 and 58: Fixed Percentage Discount @ 0%.

Tele-Acoustics, Inc. calibrates and distributes equipment supplied by various manufacturers, offering a flat 0% percentage discount, including freight, off those manufacturers' selected product catalogs or price lists. Tele-Acoustics, Inc. is to be solicited for quotations to obtain lowest and best prices for M-DCPS, when considering any of the following options:

- Item 3 - Acoustic System @ 0%.
- Item 9 - Audioscan @ 0%.
- Item 11 - Beltone @ 0%.
- Item 21 - Grason-Statler @ 0%.
- Item 26 - GN Otometrics Prices & Policies: ICS Medical @ 0%.
- Item 34 - GN Otometrics Prices & Policies: Madsen @ 0%.
- Item 35 - Maico @ 0%.
- Item 37 - Micromedical @ 0%.
- Item 38 - Nicolet Bio Medical @ 0%.
- Item 41 - Pehrtek @ 0%.
- Item 55 - Interacoustics Trilogy Audiometrics (Tele-Acoustics) @ 0%.
- Item 58 - Welch Allyn @ 0%.

20. Authorize Procurement Management Services to purchase up to the total estimated amount of \$534,497.57.

OSP/lja