

Business Operations  
Ofelia San Pedro, Deputy Superintendent

**SUBJECT:           AWARD BID NO. 007-EE05 – VISION EQUIPMENT AND  
                          SUPPLIES, CATALOG DISCOUNT**

**COMMITTEE:        INNOVATION, EFFICIENCY & GOVERNMENTAL RELATIONS**

The purpose of this bid, opened on November 9, 2004, is to establish a pool of pre-qualified vendors, at the highest, firm percentage discount off published list prices, to purchase, quantities, as may be required, of vision equipment and supplies, for various locations. This is a term bid which states that the Board may purchase quantities of such goods from the approved vendors, but is not obligated to purchase any guaranteed amount. Equipment purchased through this contract will be used to support students with visual impairments. In many cases, there is more than one vendor who has submitted a discount for the same manufacturer. However, 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 students, awards to all vendors will be made. In cases where more than one vendor may supply the item, competitive quotations will be requested from the vendors to maximize savings. Of 159 vendors sent bid forms or card notices of this advertised bid, 20 responded, with 11 bids meeting specifications and 9 no bids.

Bids were benchmarked against the current bid 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.

Fund Source  
Various

M/WBE Eligibility  
None

**RECOMMENDED:** That The School Board of Miami-Dade County, Florida, **AWARD** Bid No. 007-EE05 – VISION EQUIPMENT AND SUPPLIES, CATALOG DISCOUNT, to establish a pool of qualified vendors, at the highest, firm percentage discounts off published list prices, to purchase, quantities, as may be required, of vision equipment and supplies, for various locations. Equipment purchased through this bid will be used to support students with visual impairments, during the term of the bid, effective March 16, 2005, through March 15, 2007, as follows:

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

Item 45 - Fixed percentage discount off catalog.  
2004 AbleNet I Can @ 0%.

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

Item 46 - Fixed percentage discount off catalog.  
Alpha Smart @ 0%.

3. CLARITY USA  
6409 ALISAL STREET  
PLEASANTON, CA 94566  
OWNER: DAVE BRODY, C.E.O.

Item 7 - Fixed percentage discount off catalog.  
Clarity Video Magnifiers September 2004 @ 0-6%  
per schedule.

4. CRESTWOOD COMMUNICATION AIDS, INC.  
6625 NORTH SIDNEY PLACE  
MILWAUKEE, WI 53209-3259  
OWNER: RUTH B. LEFF, PRESIDENT

Item 49 - Fixed percentage discount off catalog.  
Crestwood Communication Aids @ 0%.

5. FLORIDA READING & VISION TECHNOLOGY, INC.  
P.O. BOX 519  
FORT LAUDERDALE, FL 33302-0519  
OWNER: LESA KRETSCHMER, PRESIDENT

Fixed Percentage Discount Off Catalog.

Item 1 - Ai Squared @ 0%.  
Item 15 - Florida Reading & Technology @ 0%.

Item 17 - Freedom Scientific-Blind/Low Vision Group @ 0%.  
Item 21 - IntelliTools, Inc. (Intellikeys) @ 0%.  
Item 22 - Kurzweil Educational Systems @ 0%.  
Item 33 - Pulse Data Humanware @ 0%.  
Item 43 - Viewplus Technologies @ 0%.  
Item 47 - Ash Technology @ 0%.  
Item 48 - Baum @ 0%.  
Item 50 - Freedom Vision @ 0%.  
Item 53 - Strix @ 0%.  
Item 55 - Visuaide @ 0%.

6. INDEPENDENT LIVING AIDS, INC.  
200 ROBBINS LANE  
JERICHO, NY 11753  
OWNER: MIMI BERMAN, VICE PRESIDENT

Item 20 - Fixed percentage discount off catalog.  
2004-2005 Independent Living Aids Can-Do  
Catalog @ 5%.

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

Fixed Percentage Discount Off Catalog.

Item 1 - Ai Squared @ 26%.  
Item 51 - Infogrip Website @ 8%.

8. LOW VISIONAIDS, INC.  
D.B.A. MAGNIFYING AMERICA  
3950 N.W. 120 AVENUE  
CORAL SPRINGS, FL 33065  
OWNER: JOHN D. PALMER, PRESIDENT

Fixed Percentage Discount Off Catalog.

Item 1 - Ai Squared @ 20%.  
Item 7 - Clarity USA @ 5%.  
Item 10 - Duxbury Systems, Inc. @ 5%.  
Item 17 - Freedom Scientific-Blind/Low Vision Group @ 10%.

Item 22 - Kurzweil Educational Systems @ 10%.  
Item 26 - Magnifying America @ 20%.  
Item 50 - Freedom Vision @ 5%.

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

Item 52 - Fixed percentage discount off catalog.  
PHONAK Educational Price & Policy @ 15%.

10. TECHNOLOGY FOR EDUCATION, INC.  
1870 50 STREET EAST, SUITE 7  
INVERGROVE HEIGHTS, MN 55077  
OWNER: JAMES C. ROGERS, PRESIDENT

Fixed Percentage Discount Off Catalog.

Item 1 - Ai Squared @ 5%.  
Item 2 - Alva Access Group, Inc. @ 5%.  
Item 11 - Enabling Technologies @ 5%.  
Item 16 - Franklin Electronic Publishers @ 7%.  
Item 40 - Telesensory @ 5%.  
Item 54 - 2004 Technology for Education @ 5%.

11. TELESENSORY CORPORATION  
520 ALMANOR AVENUE  
SUNNYVALE, CA 94085  
OWNER: MARC STENZEL, VICE PRESIDENT/SALES

Item 40 - Fixed percentage discount off catalog.  
Telesensory @ 5%.

12. Authorize Procurement Management Services to purchase up to the total estimated amount of \$300,000.

OSP/lja