

Financial Services
Mr. Ron Y. Steiger, Chief Financial Officer

SUBJECT: AWARD INVITATION TO BID NO. ITB-19-053-DP – AUDIOVISUAL EQUIPMENT, SUPPLIES, AND INSTALLATION SERVICES

COMMITTEE: FISCAL ACCOUNTABILITY & GOVERNMENT RELATIONS

LINK TO STRATEGIC BLUEPRINT: EFFECTIVE AND SUSTAINABLE BUSINESS PRACTICES

Procurement Management Services, at the request of Instructional Technology, released the above-referenced solicitation. The purpose of this Invitation to Bid (ITB) is to establish contracts, at firm MSRP catalog discounts, for the purchase of audiovisual equipment, supplies, installation, and training services for the various schools and departments in Miami-Dade County Public Schools. This is a term bid states that the Board may purchase services, as may be needed, but is not obligated to purchase any guaranteed amount. This ITB was advertised on the Procurement Management Services website, as well as Periscope and DemandStar. The solicitation was shared with District offices for additional community outreach.

The initial term of the bid shall be for a period of three (3) years, commencing December 10, 2020, through December 9, 2023, and may, by mutual agreement between the School Board of Miami-Dade County, Florida, and the successful bidders, be extended for two (2) additional one (1) year periods.

Twenty-six (26) vendors responded to this advertised bid. Based on the criteria listed in the solicitation, the contract will be awarded to eight (8) vendors of which two (2) are MBE certified.

In Fiscal Year 2019-2020, the District spent \$1,637,473 on audiovisual equipment, supplies, and installation services.

M-DCPS OEO staff verified the Small, Micro, Veteran, and/or M/WBE certification status of the prime firms and all subcontractors.

Fund Source

Various

RECOMMENDED: That The School Board of Miami-Dade County, Florida:

1. **AWARD INVITATION TO BID NO. ITB-19-053-DP – AUDIOVISUAL EQUIPMENT, SUPPLIES, AND INSTALLATION SERVICES**, to establish contracts, at firm MSRP catalog discounts, for the purchase of audiovisual equipment, supplies, installation, and training services for the various schools and departments in Miami-Dade County Public Schools, during the term of the bid, with an effective date of December 10, 2020 through December 9, 2023, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be extended for two (2) additional one (1) year extension periods thereto, as follows:

A. AUDIO ENHANCEMENT INC
9858 SOUTH AUDIO DR
WEST JORDON, UT 84081
OWNER/OFFICER: JEFF ANDERSON

Item 4: Audio Enhancement Equipment 40%
Item 5: Audio Enhancement Supplies 40%

B. CDW GOVERNMENT LLC
DBA CDW-G
230 N MILWAUKEE AVE
VERNON HILLS, IL 60061
OWNER/OFFICER: ROBERT WELYKI

Item 48: Promethean Equipment & Supplies 44%

C. COMP CORE INTERNATIONAL INC **MBE/MWBE**
7900 OAK LANE, STE 400
MIAMI LAKES, FL 33016
OWNER/OFFICER: RIOZ J RAZZI
ASIAN AMERICAN

Item 12: Comp Core International Equipment & Supplies 18%

D. GLOBALXNET TECHNOLOGIES LLC **MBE/MWBE**
660 NW 119 ST
MIAMI, FL 33168
OWNER/OFFICER: MACK SAMUEL
AFRICAN AMERICAN

Item 16: Clear Touch Interactive Equipment & Supplies 30%
Item 53: SanDisk Equipment & Supplies 30%

E. MDT TECHNOLOGIES INC
 10619 NW 122 ST
 MEDLEY, FL 33178
 OWNER/OFFICER: MARCOS DE LA TORRE

Item 30:	LG Equipment & Supplies	16%
Item 36:	NEC Equipment & Supplies	48%

F. PRO SOUND INC
 1717 DIPLOMACY ROW
 ORLANDO, FL 32809
 OWNER/OFFICER: ROD SINTOW

Item 18:	Cool-Lux Equipment & Supplies	21%
Item 54:	Sennheiser Equipment & Supplies	31%
Item 62:	TOA Electronics Equipment & Supplies	26%

G. TROXELL COMMUNICATIONS INC
 4675 E COTTON CENTER BLVD, STE 155
 PHOENIX, AZ 85040
 OWNER/OFFICER: MICHAEL FABIO

Item 1:	AKG Equipment & Supplies	41%
Item 2:	Anchor Audio Equipment & Supplies	32%
Item 3:	Atlas Sound Equipment & Supplies	38%
Item 7:	AVerMedia Equipment & Supplies	34%
Item 10:	Califone Equipment & Supplies	52%
Item 11:	Canon Equipment & Supplies	22%
Item 13:	Chief Equipment & Supplies	43%
Item 17:	Comprehensive Equipment & Supplies	35%
Item 19:	Crown Audio Equipment & Supplies	44%
Item 20:	Da-Lite Equipment & Supplies	35%
Item 22:	ELMO Equipment & Supplies	40%
Item 25:	HamiltonBuhl Equipment & Supplies	45%
Item 26:	JVC Equipment & Supplies	40%
Item 28:	Koss Equipment & Supplies	23%
Item 29:	Kramer Equipment & Supplies	42%
Item 32:	Mackie Equipment & Supplies	34%
Item 34:	Maxell Equipment & Supplies	57%
Item 37:	NewTek Equipment & Supplies	19%
Item 38:	Nikon Equipment	13%
Item 39:	Nikon Supplies	13%
Item 40:	Oklahoma Sound Equipment & Supplies	38%
Item 43:	Panasonic Consumer Equipment & Supplies	23%
Item 44:	Panasonic Professional Equipment & Supplies	23%
Item 45:	Peavey Equipment & Supplies	35%
Item 46:	Peerless Equipment & Supplies	49%
Item 51:	Samsung Business Equipment & Supplies	35%
Item 52:	Samsung Consumer Equipment & Supplies	35%

Item 55:	Shure Equipment & Supplies	40%
Item 58:	Sony Consumer Equipment & Supplies	18%
Item 59:	Sony Professional Equipment & Supplies	18%
Item 60:	Sound-Craft Systems Equipment & Supplies	30%
Item 61:	Teachlogic Equipment & Supplies	34%
Item 65:	Viewsonic Equipment	25%
Item 66:	Viewsonic Supplies	25%

H. VISIONWORX LLC
DBA CCS PRESENTATION SYSTEMS
10393 FORTUNE PKWY
JACKSONVILLE, FL 32256
OWNER/OFFICER: JOHN C DOSTER

Item 21:	Draper Equipment & Supplies	34%
Item 23:	Epson Equipment & Supplies	55%
Item 35:	Middle Atlantic Equipment & Supplies	41%
Item 56:	SMART Technologies Equipment	31%
Item 57:	SMART Technologies Supplies	12%

REJECTED ITEMS

Item 6:	Audio-Technica Equipment & Supplies
Item 8:	Bose Consumer Equipment & Supplies
Item 9:	Bose Professional Equipment & Supplies
Item 14:	Christie Digital Equipment
Item 15:	Christie Digital Supplies
Item 24:	FrontRow Equipment & Supplies
Item 27:	Kensington Equipment & Supplies
Item 31:	Logitech Equipment & Supplies
Item 33:	Marshall Electronics Equipment & Supplies
Item 41:	Olympus Equipment & Supplies
Item 42:	OSRAM Sylvania Equipment & Supplies
Item 47:	Philips Equipment & Supplies
Item 49:	Ricoh A/V Equipment
Item 50:	Ricoh A/V Supplies
Item 63:	VariQuest Equipment & Supplies
Item 64:	Verbatim Equipment & Supplies

- 2. AUTHORIZE** Procurement Management Services to purchase up to the total estimated amount of \$15,000,000 for the initial contract term and an amount not to exceed \$5,000,000 for each subsequent one (1) year extension period. Board authorization of this recommendation does not mean the amount shown will be expended.