Office of Superintendent of Schools Board Meeting of December 9, 2020

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

## SUBJECT:AWARD INVITATION TO BID NO. ITB-19-053-DP – AUDIOVISUAL<br/>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

E-144

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

- 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%

Item 30:LG Equipment & Supplies16%Item 36:NEC Equipment & Supplies48%PRO SOUND INC1717 DIPLOMACY ROW0RLANDO, FL 32809OWNER/OFFICER: ROD SINTOWItem 18:Cool-Lux Equipment & Supplies21%Item 54:Sennheiser Equipment & Supplies31%Item 62:TOA Electronics Equipment & Supplies26%TROXELL COMMUNICATIONS INC4675 E COTTON CENTER BLVD, STE 155PHOENIX, AZ 85040OWNER/OFFICER: MICHAEL FABIOItem 1:AKG Equipment & Supplies32%Item 3:Atlas Sound Equipment & Supplies32%Item 7:AVerMedia Equipment & Supplies32%Item 10:Califone Equipment & Supplies52%Item 11:Canon Equipment & Supplies32%Item 12:Chief Equipment & Supplies52%Item 13:Chief Equipment & Supplies32%Item 14:Canon Equipment & Supplies43%Item 15:Comprehensive Equipment & Supplies43%Item 20:Da-Lite Equipment & Supplies43%Item 22:ELMO Equipment & Supplies45%Item 23:Koss Equipment & Supplies40%Item 34:Maxell Equipment & Supplies43%Item 35:Nikon Equipment & Supplies43%Item 34:Maxell Equipment & Supplies43%Item 35:HamiltonBuhl Equipment & Supplies43%Item 36:Nikon Equipment & Supplies43%Item 37:NewTek Equipment & Supplies35%Item 38:Nikon Equ	10619 MEDLE	ECHNOLOGIES INC NW 122 ST EY, FL 33178 R/OFFICER: MARCOS DE LA TORRE	
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%     TROXELL COMMUNICATIONS INC   4675 E COTTON CENTER BLVD, STE 155   270     PHOENIX, AZ 85040   OWNER/OFFICER: MICHAEL FABIO   32%     Item 1:   AKG Equipment & Supplies   32%     Item 3:   Atlas Sound Equipment & Supplies   32%     Item 1:   AVerMedia Equipment & Supplies   34%     Item 10:   Califone Equipment & Supplies   32%     Item 11:   Canon Equipment & Supplies   34%     Item 12:   Choron Equipment & Supplies   34%     Item 13:   Chief Equipment & Supplies   35%     Item 19:   Crown Audio Equipment & Supplies   35%     Item 22:   ELMO Equipment & Supplies   40%     Item 23:   Maxilte Ruipment & Supplies   40%     Item 24:   HamiltonBuhl Equipment & Supplies   43%     Item 25:   HamiltonBuhl Supplies   43%     Item 26: </td <td></td> <td></td> <td></td>			
Item 54:Sennheiser Equipment & Supplies31%Item 62:TOA Electronics Equipment & Supplies26%TROXELL COMMUNICATIONS INC4675 E COTTON CENTER BLVD, STE 15526%PHOENIX, AZ 85040OWNER/OFFICER: MICHAEL FABIO41%Item 1:AKG Equipment & Supplies32%Item 2:Anchor Audio Equipment & Supplies38%Item 3:Atlas Sound Equipment & Supplies34%Item 10:Califone Equipment & Supplies34%Item 11:Canon Equipment & Supplies22%Item 12:Chief Equipment & Supplies22%Item 13:Chief Equipment & Supplies22%Item 14:Com Equipment & Supplies35%Item 15:Comprehensive Equipment & Supplies35%Item 20:Da-Lite Equipment & Supplies35%Item 22:ELMO Equipment & Supplies40%Item 25:HamiltonBuhl Equipment & Supplies40%Item 26:JVC Equipment & Supplies40%Item 32:Mackie Equipment & Supplies42%Item 32:Mackie Equipment & Supplies34%Item 32:Mackie Equipment & Supplies34%Item 33:Nikon Equipment & Supplies34%Item 34:Maxell Equipment & Supplies34%Item 35:NewTek Equipment & Supplies34%Item 36:Nikon Equipment & Supplies34%Item 37:NewTek Equipment & Supplies34%Item 38:Nikon Equipment & Supplies35%Item 39:Nikon Supplies35% <td>1717 D ORLAN</td> <td>IPLOMACY ROW IDO, FL 32809</td> <td></td>	1717 D ORLAN	IPLOMACY ROW IDO, FL 32809	
4675 E COTTON CENTER BLVD, STE 155PHOENIX, AZ 85040OWNER/OFFICER: MICHAEL FABIOItem 1:AKG Equipment & SuppliesItem 2:Anchor Audio Equipment & Supplies32%Item 3:Atlas Sound Equipment & Supplies38%Item 7:AVerMedia Equipment & Supplies38%Item 10:Califone Equipment & Supplies22%Item 11:Canon Equipment & Supplies22%Item 13:Chief Equipment & Supplies22%Item 13:Chief Equipment & Supplies35%Item 20:Da-Lite Equipment & Supplies35%Item 22:ELMO Equipment & Supplies35%Item 23:HamiltonBuhl Equipment & Supplies40%Item 24:Koss Equipment & Supplies40%Item 32:Mackie Equipment & Supplies40%Item 32:Mackie Equipment & Supplies40%Item 32:Mackie Equipment & Supplies40%Item 33:Nikon Equipment & Supplies42%Item 34:Maxell Equipment & Supplies42%Item 35:Nikon Supplies42%Item 34:Naxell Equipment & Supplies42%Item 35:Nikon Supplies42%Item 36:Nikon Supplies42%Item 37:NewTek Equipment & Supplies42%Item 38:Nikon Supplies48%Item 40:Oklahoma Sound Equipment & Supplies<	Item 54	Sennheiser Equipment & Supplies	31%
Item 2:Anchor Audio Equipment & Supplies32%Item 3:Atlas Sound Equipment & Supplies38%Item 7:AVerMedia Equipment & Supplies34%Item 10:Califone Equipment & Supplies52%Item 11:Canon Equipment & Supplies22%Item 13:Chief Equipment & Supplies43%Item 17:Comprehensive Equipment & Supplies35%Item 19:Crown Audio Equipment & Supplies35%Item 20:Da-Lite Equipment & Supplies35%Item 22:ELMO Equipment & Supplies40%Item 26:JVC Equipment & Supplies40%Item 28:Koss Equipment & Supplies40%Item 32:Mackie Equipment & Supplies42%Item 34:Maxell Equipment & Supplies34%Item 34:Maxell Equipment & Supplies34%Item 39:Nikon Supplies13%Item 39:Nikon Supplies13%Item 40:Oklahoma Sound Equipment & Supplies38%Item 41:Panasonic Consumer Equipment & Supplies23%Item 42:Panasonic Professional Equipment & Supplies38%Item 44:Panasonic Professional Equipment & Supplies38%Item 45:Peavey Equipment & Supplies35%Item 46:Peerless Equipment & Supplies35%	4675 E PHOEN	COTTON CENTER BLVD, STE 155 NX, AZ 85040	
Item 52: Samsung Consumer Equipment & Supplies 35%	Item 2: Item 3: Item 7: Item 10 Item 11 Item 13 Item 13 Item 14 Item 22 Item 22 Item 22 Item 22 Item 24 Item 34 Item 35 Item 40 Item 45 Item 46 Item 46 Item 51	Anchor Audio Equipment & Supplies Atlas Sound Equipment & Supplies AVerMedia Equipment & Supplies Califone Equipment & Supplies Canon Equipment & Supplies Chief Equipment & Supplies Comprehensive Equipment & Supplies Crown Audio Equipment & Supplies Da-Lite Equipment & Supplies ELMO Equipment & Supplies HamiltonBuhl Equipment & Supplies VC Equipment & Supplies Koss Equipment & Supplies Kramer Equipment & Supplies Mackie Equipment & Supplies Mackie Equipment & Supplies Nikon Equipment & Supplies Nikon Equipment & Supplies Nikon Supplies Oklahoma Sound Equipment & Supplies Panasonic Consumer Equipment & Supplies Panasonic Professional Equipment & Supplies Peavey Equipment & Supplies September & Supplies Peavey Equipment & Supplies September & Supplies	32% 38% 34% 52% 43% 35% 44% 35% 40% 23% 42% 34% 57% 13% 13% 13% 23% 23% 23% 23% 35% 49% 35%

Ε.

F.

G.

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% 25% Item 65: Viewsonic Equipment 25% Item 66: Viewsonic Supplies **VISIONWORX LLC** DBA CCS PRESENTATION SYSTEMS

10393 FORTUNE PKWY JACKSONVILLE, FL 32256 OWNER/OFFICER: JOHN C DOSTER

Item 21:Draper Equipment & Supplies34%Item 23:Epson Equipment & Supplies55%Item 35:Middle Atlantic Equipment & Supplies41%Item 56:SMART Technologies Equipment31%Item 57:SMART Technologies Supplies12%

## **REJECTED ITEMS**

Η.

- 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.