

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

SUBJECT: AWARD INVITATION TO BID NO. ITB-24-048-MF – AUDIOVISUAL EQUIPMENT, SUPPLIES AND INSTALLATION SERVICES

COMMITTEE: FISCAL ACCOUNTABILITY & GOVERNMENT RELATIONS

LINK TO STRATEGIC PLAN: EFFECTIVE AND SUSTAINABLE OPERATIONAL PRACTICES

Procurement Management Services, at the request of the Office of Innovation and Advancement, released the above-referenced solicitation on August 4, 2025 with the bid opening subsequently held on September 11, 2025. The purpose of this Invitation to Bid (ITB) is to establish a contract, 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 which states that the Board may purchase quantities as needed, but is not obligated to purchase any guaranteed amount. This ITB was advertised on the Procurement Management Services website and Euna OpenBids (formerly DemandStar). This contract impacts all District facilities, which breaks down to an annual amount of approximately \$17,778 based on the annual contract amount of \$8,000,000. The solicitation was shared with the District's Office of Community Partnerships, Education and Business Access (OCPEBA) for additional community outreach.

The initial term of the bid shall be for a period of one (1) year, commencing July 22, 2026 through July 21, 2027, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be extended for four (4) additional one (1) year periods.

Seventeen (17) vendors responded to this advertised bid. Based on the criteria listed in the solicitation, the contract shall be awarded to eleven (11) vendors meeting the minimum requirements.

In Fiscal Year 2024-2025, the District spent \$5,084,776 on audiovisual equipment, supplies, installation, and training services.

This item and all related solicitation components fully comply with applicable federal, state and local laws.

Fund Source
Various

E-147

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

1. **AWARD INVITATION TO BID NO. ITB-24-048-MF – AUDIOVISUAL EQUIPMENT, SUPPLIES AND INSTALLATION SERVICES**, to establish a contract, 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, with an initial effective date of July 22, 2026 through July 21, 2027, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be extended for four (4) additional one (1) year extension periods thereto, as follows:

PRIMARY

- A. AVI SYSTEMS, INC.
8019 BOND STREET
LENEXA, KS 66214
OFFICER: JEFFREY M. STOEBNER

Item 6: Atlas Sound	36%
Item 18: BenQ	20%
Item 82: Newtek	10%
Item 114: Stewart Filmscreen	20%

Additional Manufacturer(s):

Item 129: Wacebo	35%
Item 131: Watchfire	10%

Installation, Training, and Programming

Item 132: Installation, one person @ \$110 per hour
Item 133: Installation, each additional person @ \$110 per hour
Item 134: Training, one person @ \$120 per hour
Item 135: Training, each additional person @ \$120 per hour
Item 136: Programming, one person @ \$150 per hour
Item 137: Programming, each additional person @ \$150 per hour

- B. BLUUM USA, INC.
1771 ENERGY PARK DRIVE, SUITE 100
ST. PAUL, MN 55108
OFFICER: JOHN D. HORTON

Item 3: AKG	36%
Item 4: Allen & Heath	31%
Item 5: Anchor Audio	31%
Item 13: Avid	34%
Item 15: ART	5%
Item 19: Blackmagic Design	6%
Item 24: Califone	38%
Item 28: Christie Digital	31%

Item 29:	Comprehensive	36%
Item 31:	Countryman	24%
Item 38:	DJI	3%
Item 39:	ELMO	37%
Item 40:	Epson	51%
Item 41:	Epiphan Video	5%
Item 43:	Front Row	41%
Item 47:	Hall Research	36%
Item 48:	HamiltonBuhl	47%
Item 51:	iConnectivity	2%
Item 53:	InFocus	5%
Item 57:	Kino Flo	3%
Item 68:	Lumen Digital Optics	49%
Item 69:	Mackie	18%
Item 71:	Matthews Studio	3%
Item 72:	Manfrotto	3%
Item 73:	Maxell	3%
Item 75:	Midas	3%
Item 78:	MOTU	2%
Item 79:	NADY	31%
Item 80:	NEC	36%
Item 81:	Newline Interactive	49%
Item 83:	Nikon	3%
Item 92:	Panasonic Professional	34%
Item 93:	Peavey	3%
Item 99:	Rode Microphones	16%
Item 100:	Radial Engineering	3%
Item 103:	Roland	15%
Item 104:	Samson	33%
Item 108:	Sennheiser	32%
Item 115:	TASCAM	31%
Item 116:	Teachlogic	35%
Item 117:	Teradek	3%
Item 118:	Telestream	3%
Item 119:	Tilta	2%
Item 121:	Universal Audio	2%
Item 126:	Waves	3%
Item 128:	Yololiv	8%

Additional Manufacturer(s):

Item 129:	TWT Audio (Thinkwrite)	24%
Item 131:	El Gato	8%

Installation, Training, and Programming

Item 132:	Installation, one person @ \$75 per hour
Item 133:	Installation, each additional person @ \$75 per hour
Item 134:	Training, one person @ \$110 per hour
Item 135:	Training, each additional person @ \$110 per hour

Item 136: Programming, one person @ \$110 per hour
Item 137: Programming, each additional person @ \$110 per hour

C. CAMCOR, INC.
2273 S CHURCH STREET
BURLINGTON, NC 27215
OFFICER: RAYMOND E. BAILEY

SUBCONTRACTOR:

IPHONE AND IPAD WAREHOUSE LLC
5600 NW 12TH AVENUE, SUITE 305
FT. LAUDERDALE, FL 33309
OFFICER: BRIAN A. FARRELL

Item 8: Audio Enhancement/ Sentinel XD	26%
Item 30: Cool-Lux	5%
Item 35: Datavideo	8%
Item 58: Kodak	15%
Item 85: PreSonus	31%
Item 124: Viewsonic	21%

Installation, Training, and Programming

Item 132: Installation, one person @ \$85 per hour
Item 133: Installation, each additional person @ \$85 per hour
Item 134: Training, one person @ \$85 per hour
Item 135: Training, each additional person @ \$85 per hour

D. CDW GOVERNMENT LLC
230 NORTH MILWAUKEE AVENUE
VERNON HILLS, IL 60061
OFFICER: CHRISTINE A. LEAHY

SUBCONTRACTOR:

ASC – AUTOMATED SYSTEMS CONSULTING, INC.
5933 RAVENSWOOD ROAD BAY BB1
DANIA BEACH, FL 33312
OFFICER: HANDY H. NUMA

Item 66: LG	38%
Item 67: Logitech	26%
Item 74: Matrox Video	25%
Item 105: Samsung Business	47%

Additional Manufacturer(s):

Item 131: LightSpeed Audio	30%
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Installation, Training, and Programming

Item 132: Installation, one person @ \$67 per hour
Item 133: Installation, each additional person @ \$67 per hour

Item 134: Training, one person @ \$67 per hour
 Item 135: Training, each additional person @ \$67 per hour
 Item 136: Programming, one person @ \$67 per hour
 Item 137: Programming, each additional person @ \$67 per hour

E. DADE TECHNOLOGY SOLUTIONS LLC
 2170 NW 82ND AVENUE
 MIAMI, FL 33122
 OFFICER: ALEXIS PEREZ

Item 9: AJA Video Systems	20%
Item 12: AverMedia	20%
Item 14: Avaya	20%
Item 16: ASUS	15%
Item 46: GoPro	10%
Item 107: SanDisk	25%
Item 123: Verbatim	25%

Additional Manufacturer(s):
 Item 131: Lenovo (Non-computer items) 40%

Installation, Training, and Programming
 Item 132: Installation, one person @ \$85 per hour
 Item 133: Installation, each additional person @ \$65 per hour
 Item 134: Training, one person @ \$125 per hour
 Item 135: Training, each additional person @ \$110 per hour

F. IPHONE AND IPAD WAREHOUSE LLC
 5600 NW 12TH AVENUE, SUITE 305
 FT. LAUDERDALE, FL 33309
 OFFICER: BRIAN A. FARRELL

Item 17: Behringer	10%
Item 54: JVC	20%
Item 56: Kensington	37%
Item 60: Koss	23%
Item 84: Pearless-AV	49%
Item 86: Pyle Pro	15%
Item 102: Ricoh A/V	2%

Installation, Training, and Programming
 Item 132: Installation, one person @ \$65 per hour
 Item 133: Installation, each additional person @ \$65 per hour
 Item 134: Training, one person @ \$65 per hour
 Item 135: Training, each additional person @ \$65 per hour
 Item 136: Programming, one person @ \$65 per hour
 Item 137: Programming, each additional person @ \$65 per hour

G. GLOBALXNET TECHNOLOGIES, LLC

660 NW 119TH STREET
MIAMI, FL 33168
OFFICER: MACK SAMUEL

Item 129:	ClearTouch Interactive	10%
Item 130:	Azulle	10%
Item 131:	QUMO	10%

Installation, Training, and Programming

Item 132:	Installation, one person @ \$100 per hour
Item 133:	Installation, each additional person @ \$75 per hour
Item 134:	Training, one person @ \$100 per hour
Item 135:	Training, each additional person @ \$75 per hour
Item 136:	Programming, one person @ \$100 per hour
Item 137:	Programming, each additional person @ \$75 per hour

H. NWN CORPORATION
659 SOUTH COUNTY TRAIL
EXETER, RI 02822OFFICER: JAMES SULLIVAN

Item 7:	Atlona	48%
Item 11:	Audio-Technica	40%
Item 21:	Bose Professional	46%
Item 22:	BOSS	46%
Item 25:	Canon	27%
Item 27:	Chief	47%
Item 32:	Creston	52%
Item 33:	Crown Audio	50%
Item 34:	Da-Lite	43%
Item 36:	DBX	50%
Item 37:	Draper	50%
Item 42:	Extron	49%
Item 50:	HOSA Technology	66%
Item 55:	JBL	50%
Item 61:	Kramer	45%
Item 65:	Listen Technologies	37%
Item 70:	Marshall Electronics	33%
Item 91:	Panasonic Consumer	26%
Item 94:	Peerless	49%
Item 97:	Phillips	35%
Item 98:	QSC	40%
Item 106:	Samsung Consumer	39%
Item 109:	Shure	45%
Item 111:	Sony Consumer	26%
Item 112:	Sony Professional	26%
Item 113:	Sound-Craft Systems (SCS)	50%
Item 120:	TOA Electronics	37%
Item 125:	Vivitek	34%

Item 127: Yamaha 35%

Installation, Training, and Programming

Item 132: Installation, one person @ \$180 per hour

Item 133: Installation, each additional person @ \$180 per hour

Item 134: Training, one person @ \$180 per hour

Item 135: Training, each additional person @ \$180 per hour

Item 136: Programming, one person @ \$260 per hour

Item 137: Programming, each additional person @ \$260 per hour

I. PRO AUDIO VIDEO, INC
1221 PINE AVENUE
ORLANDO, FL 32824
OFFICER: SHAWN L. RISBERG

Item 76: Middle Atlantic 43%

Installation, Training, and Programming

Item 132: Installation, one person @ \$115 per hour

Item 133: Installation, each additional person @ \$115 per hour

Item 134: Training, one person @ \$115 per hour

Item 135: Training, each additional person @ \$115 per hour

Item 136: Programming, one person @ \$132 per hour

Item 137: Programming, each additional person @ \$132 per hour

J. SCHOOL SPECIALTY, LLC
W6316 DESIGN DRIVE
GREENVILLE, WI 54942
OFFICER: RYAN BOHR

Item 87: Oklahoma Sound 35%

ALTERNATE(S)

A. AVI SYSTEMS, INC
8019 BOND STREET
LENEXA, KS 66214
OFFICER: JEFFREY M. STOEBNER

Item 68: Lumen Digital Optics 40%

Item 97: Phillips 25%

B. BLUUM USA, INC.
1771 ENERGY PARK DRIVE, SUITE 100
ST. PAUL, MN 55108
OFFICER: JOHN D. HORTON

Item 7: Atlona 39%

Item 11: Audio-Technica 31%

Item 17: Behringer	6%
Item 30: Cool-Lux	3%
Item 32: Creston	46%
Item 33: Crown Audio	46%
Item 34: Da-Lite	34%
Item 35: Datavideo	5%
Item 46: GoPro	1%
Item 54: JVC	11%
Item 60: Koss	21%
Item 61: Kramer	36%
Item 76: Middle Atlantic	43%
Item 82: Newtek	5%
Item 112: Sony Professional	20%
Item 120: TOA Electronics	34%
Item 124: Viewsonic	21%
Item 127: Yamaha	25%

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 2273 S CHURCH STREET
 BURLINGTON, NC 27215
 OFFICER: RAYMOND E. BAILEY

SUBCONTRACTOR:

IPHONE AND IPAD WAREHOUSE LLC
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 FT. LAUDERDALE, FL 33309
 OFFICER: BRIAN A. FARRELL

Item 5: Anchor Audio	31%
Item 18: BenQ	10%
Item 19: Blackmagic Design	5%
Item 24: Califone	31%
Item 47: Hall Research	26%
Item 104: Samson	31%
Item 116: Teachlogic	25%

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 230 NORTH MILWAUKEE AVENUE
 VERNON HILLS, IL 60061
 OFFICER: CHRISTINE A. LEAHY

SUBCONTRACTOR:

ASC – AUTOMATED SYSTEMS CONSULTING, INC.
 5933 RAVENSWOOD ROAD BAY BB1
 DANIA BEACH, FL 33312
 OFFICER: HANDY H. NUMA

Item 38: DJI	1%
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2170 NW 82ND AVENUE
MIAMI, FL 33122
OFFICER: ALEXIS PEREZ

Item 25: Canon	20%
Item 56: Kensington	30%
Item 67: Logitech	25%

F. IPHONE AND IPAD WAREHOUSE LLC
5600 NW 12TH AVENUE, SUITE 305
FT. LAUDERDALE, FL 33309
OFFICER: BRIAN A. FARRELL

Item 3: AKG	30%
Item 13: Avid	28%
Item 72: Manfrotto	1%
Item 78: MOTU	1%
Item 93: Peavey	1%
Item 94: Peerless	49%
Item 103: Roland	10%
Item 106: Samsung Consumer	35%

G. NWN CORPORATION
659 SOUTH COUNTY TRAIL
EXETER, RI 02822
OFFICER: JAMES SULLIVAN

Item 12: AverMedia	16%
Item 16: ASUS	9%
Item 29: Comprehensive	29%
Item 40: Epson	48%
Item 66: LG	35%
Item 92: Panasonic Professional	26%
Item 105: Samsung Business	39%
Item 108: Sennheiser	30%

H. PRO AUDIO VIDEO, INC
1221 PINE AVENUE
ORLANDO, FL 32824
OFFICER: SHAWN L. RISBERG

Item 6: Atlas Sound	32%
Item 42: Extron	43%
Item 65: Listen Technologies	32%
Item 98: QSC	31%

I. UNITED DATA TECHNOLOGIES, INC.

2900 MONARCH LAKES BOULEVARD
MIRAMAR, FL 33027
OFFICER: ENRIQUE A. FLECHES

Item 129: ClearTouch Interactive 3%

Installation, Training, and Programming

Item 132: Installation, one person @ \$60 per hour

Item 133: Installation, each additional person @ \$60 per hour

Item 134: Training, one person @ \$150 per hour

Item 135: Training, each additional person @ \$150 per hour

Item 136: Programming, one person @ \$150 per hour

Item 137: Programming, each additional person @ \$150 per hour

2. **AUTHORIZE** the Superintendent to purchase up to the total estimated amount of \$8,000,000 for the initial contract term and an amount not to exceed \$8,000,000 for each subsequent one (1) year extension period. Board authorization of this recommendation does not mean the amount shown will be expended.

3. **REJECT** the following items of this solicitation due to no bid:

Item 1: AAXA Technology

Item 2: Adam Audio

Item 10: ARRI

Item 20: Bose Consumer

Item 23: Bright Tangerine

Item 26: Comp Core International

Item 44: Fujifilm

Item 45: Genelec

Item 49: Hasselblad

Item 52: IDX Company Ltd.

Item 59: Korg

Item 62: Leica

Item 63: Litepanels

Item 64: LiveU

Item 77: Mole-Richardson

Item 88: Olympus

Item 89: OSBOT

Item 90: OSRAM Sylvania

Item 95: Phenyx Pro

Item 96: PreSonus

Item 101: RED Digital Cinema

Item 110: SmallHD

Item 122: Variquest