



District School Board of Pasco County

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Heather Fiorentino, Superintendent

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Department of Purchasing
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April 20, 2010

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent

RE: Bid # 10-073-SN ITV Equipment and Supplies
Rescind and Reaward Canon and Panasonic

On January 19, 2010 CCS Presentation Systems was awarded Section 2 Discount off manufacturer's website pricing for Group A Panasonic products and Group D Canon Products for the ITV Equipment and Supplies bid. On March 29, 2010 CCS Presentation Systems notified the Purchasing Department that they will be unable to honor their discount for Canon and Panasonic products. The discount on their submittal was an error and they are requesting relief from their bid.

The next low vendors for these groups were contacted to verify their willingness to honor their original submittal for the Canon and Panasonic Products and they have indicated in writing they cannot honor their discounts. Therefore, we are requesting the bid from CCS Presentation Systems to be rescinded for Canon Products and reawarded to BES Industries with an average discount of 10%. We are also requesting the bid from CCS Presentation Systems to be rescinded for Panasonic Products and reawarded to Global Gov't/Ed Solutions with an average discount of 9.25%. Both companies have indicated in writing that they are willing to honor their original submittal.

This is a one year contract for the purchase of ITV Equipment and Supplies on an "as-needed" basis. Funding for the requested expenditure will be General Funds, Internal Funds and Capital Funds.

Canon Products (Digital Still Cameras and Digital Camcorders)

<u>Vendor</u>	<u>Average Discount</u>
BES Industries	10%
Camcor, Inc.	19.75%
CCS Presentation Systems	23%
Longs Electronics, Inc.	5%
Pro Video Sales	2%
Troxell Communications, Inc	18% Discount offered off Troxell's website, not the manufacturer's website.
Valinet IMC	20%

Panasonic Products (Digital Cameras, Digital Camcorders, DVD Players, DVD Recorders)

<u>Vendor</u>	<u>Average Discount</u>
BES	7.5%
Camcor, Inc.	3%
CCS Presentaiton Systems	20%
Longs Electronics, Inc.	5%
Global Gov't/Ed Solutions	9.25%
Pro Video Sales	2%

If you should have any questions regarding this matter, please contact me at your earliest convenience.

KDG/sn