



District School Board of Pasco County

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638 • 813/794-2000

Heather Fiorentino, Superintendent


www.pasco.k12.fl.us

Department of Purchasing
Kendra Goodman, CPPO, CPPB, Purchasing Agent
813/794-2221 Fax: 813/794-2221
727/774-2221 TDD: 813/794-2484
352/524-2221 e-mail: kgoodman@pasco.k12.fl.us

May 17, 2011

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent 

RE: Second Year Renewal of Three-Year Contract
Bid # 11-026-SN Interactive Whiteboards
Audio Visual Innovations, RM Education

On July 10, 2010, official action (attached) was taken to award the above-referenced bid to Audio Visual Innovations, Computer Station of Orlando, and RM Education. This is a three-year bid, renewable annually, at the mutual agreement of the parties. The first year of the agreement will expire on July 6, 2011.

Considering services have been satisfactory, Audio Visual Innovations, Computer Station of Orlando, and RM Education were contacted to verify their willingness to enter into the second year of the agreement. As such, Audio Visual Innovations and RM Education have agreed in writing to enter into the second year of the contract. Computer Station of Orlando has chosen not to renew their contract. The Purchasing Department will be processing a new bid for the items awarded to Computer Station of Orlando.

The second year of the contract will cover the period of July 7, 2011 through July 6, 2012. At this time it is my recommendation to enter into the second year of the contract.

If you have any questions, please feel free to contact me at your earliest convenience.

KDG/vj
Attachments



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April 26, 2011

BID RENEWAL REQUEST

BID #: 11-026-SN

BID TITLE: Interactive Whiteboards

VENDOR: Audio Visual Innovations

Yes, I agree to renew 11-026-SN, for the second year under the same terms and conditions as the existing contract as an independent contractor. The second year will begin on July 7, 2011 and expire on July 6, 2012.

No, I do not agree to renew 11-026-SN.

Vendor Name: Audio Visual Innovations

Signature: Cindy Turner Date: 5-4-11

Typed Name and Title: Cindy Turner

Telephone (w/area code): 813 884-7168 Fax Number (w/area code): 813 882-9508

DATE DUE: PLEASE FAX TO PURCHASING NO LATER THAN APRIL 28, 2011

By agreeing to renew, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act". Vendors conducting business with the District School Board of Pasco County, who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds **must** be Level 2 fingerprinted by Human Resources. If any of the above applies to this contract, you **must** have those individuals Level 2 fingerprinted and screened by the Districts Human Resource Department **prior** to commencement of services or work and must provide a list of employees with renewal. Please contact 813/794-2521 to arrange for an appointment. Costs associated with this background screening are to borne by the vendor. You may access information regarding this law by reviewing Sections 1012.32 and 1012.465, Florida Statutes. This law became effective September 1, 2005.

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE RETURN TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY
ATTN: Vickie Jones, Buyer Assistant
PURCHASING DEPARTMENT
20430 GATOR LANE
LAND O' LAKES, FL 34638
(813) 794-2226 (PHONE) (813) 794-2713 (FAX)



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April 26, 2011

BID RENEWAL REQUEST

BID #: 11-026-SN

BID TITLE: Interactive Whiteboards

VENDOR: RM Education

Yes, I agree to renew 11-026-SN, for the second year under the same terms and conditions as the existing contract as an independent contractor. The second year will begin on July 7, 2011 and expire on July 6, 2012.

No, I do not agree to renew 11-026-SN.

Vendor Name: RM Group US, LLC (Formerly RM Education)

Signature: [Signature] Date: 4-26-2011

Typed Name and Title: Justin Mason, Chief Operations Officer

Telephone (w/area code): 888-468-1957 Fax Number (w/area code): 770-345-7548

DATE DUE: PLEASE FAX TO PURCHASING NO LATER THAN APRIL 28, 2011

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April 26, 2011

BID RENEWAL REQUEST
BID #: 11-026-SN
BID TITLE: Interactive Whiteboards
VENDOR: Computer Station of Orlando

Yes, I agree to renew **11-026-SN**, for the second year under the same terms and conditions as the existing contract as an independent contractor. The second year will begin on **July 7, 2011** and expire on **July 6, 2012**.

No, I do not agree to renew **11-026-SN**.

Vendor Name: Computer Station of Orlando, Inc.

Signature: [Signature] Date: 4-27-11

Typed Name and Title: Michael Freverl President

Telephone (w/area code): 407-332-9910 Fax Number (w/area code): 407-332-9912

DATE DUE: **PLEASE FAX TO PURCHASING NO LATER THAN APRIL 28, 2011**

By agreeing to renew, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act". Vendors conducting business, with the District School Board of Pasco County, who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds **must** be Level 2 fingerprinted by Human Resources. If any of the above applies to this contract, you **must** have those individuals Level 2 fingerprinted and screened by the Districts Human Resource Department **prior** to commencement of services or work and must provide a list of employees with renewal. Please contact 813/794-2521 to arrange for an appointment. Costs associated with this background screening are to borne by the vendor. You may access information regarding this law by reviewing Sections 1012.32 and 1012.465, Florida Statutes. This law became effective September 1, 2005.

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

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District School Board of Pasco County

Bid Recommendation

Bid Title	Interactive Whiteboards- PART II Promethean		Number of Vendors Notified	302
Bid Number	11-026-SN		Number of Bids Distributed	111
Date Solicited	May 21, 2010		Number of Vendors Bidding	3
Date Opened	June 16, 2010		Number of Formal “No Bid” Responses	6
Date Board Presentation	July 20, 2010		Funding Source	N/A
Total Savings	N/A		Grand Total of Bid	REJECTED

Recommendation: Recommend rejection of all bids as noted on the attached tabulation sheet for Promethean Interactive as the discounts bid exceed the budget for interactive whiteboards.

Term of Contract: This bid is for Promethean Interactive Whiteboards which will be purchased by various schools and departments throughout the District on an “as-needed” basis.

Notations and Exceptions:

Group B-Promethean Interactive-Recommend rejection of all bids as the discounts offered exceed the District’s budget for interactive whiteboards. The schools will purchase other available interactive whiteboard lines (i.e. Smart, InterWrite, Mimio, RM Education) previously awarded on July 6, 2010.

Offers from vendors listed herein are the only offers received timely as of the above opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

Bids Evaluated By:

Wendy Spriggs, Director, Instructional Media Services

Bids Prepared By:

Stephanie Noble, Buyer, Purchasing Department

Reviewed and Authorized By:

Kendra Goodman, CPPO, CPPB, Purchasing Agent

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF BID OPENING: December 16, 2009 @ 2:30 p.m.		AVI-SPL	CCS Presentation Systems	CDW Government, Inc	Computer Station of Orlando	Logical Choice
BID TITLE: Interactive Whiteboards		6301 Benjamin Road Suite 101	9655 West Florida Minin Blvd. Bldg 500, Suite 509	230 N Milwaukee Ave.	3101 Maltby Drive	1045 Progress Circle
BID # 11-026-SN		Tampa, FL 33634	Jacksonville, FL 32257	Vernon Hills, IL 60061	Deltona, FL 32738	Lawrenceville, GA 30043
ITEM#	DESCRIPTION	REJECT ALL BIDS				
DISCOUNT OFF MANUFACTURER PRICER:						
GROUP B - Promethean Interactive						
	64" diagonal Whiteboard	NB	NB	12.00%	NB	3.00%
	78" diagonal Whiteboard	NB	NB	12.00%	NB	5.00%
	95" diagonal Whiteboard	Not Available	Not Available	12% (not bidding 95", bidding 87")	NB	8.00%
	78" Whiteboard with LCD and Adjustable	NB	NB	17.00%	NB	8.00%
	64" Whiteboard with LCD and Fixed Mount	NB	NB	17.00%	NB	8.00%
	AVERAGE DISCCOUNT	NB	NB	14.50%	NB	6.40%
	Mobile Stand for Promethean	NB	NB	12.00%	NB	3.00%
	Interactive Wireless Slate (Activslate)	NB	NB	12.00%	NB	5.00%
	Promethean Wireless Bluetooth Connection	NB	NB	12.00%	NB	5.00%
	Balance of Line	NB	NB	12-24%	NB	4.00%
	Training Available	NB	NB	Y*	NB	Y
	Hourly Rate:	NB	NB	Addendume***	NB	\$250.00 per hour \$2000 per day

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF BID OPENING: December 16, 2009 @ 2:30 p.m.		RM Education, Inc.	Rand McNally	School Specialty	Xerox Audio Visual Solutions
BID TITLE: Interactive Whiteboards		1431 Airport Drive	9855 Woods Drive	3175 Northwoods Pkwy RM A	4542 Eagle Falls Place, Bldg. C
BID # 11-026-SN		Ball Groud, GA 30107	Skokie, IL 60077	Norcross, FA 30071	Tampa, FL 33619
ITEM#	DESCRIPTION	REJECT ALL BIDS			
DISCOUNT OFF MANUFACTURER PRICER:					
GROUP B -	Promethean Interactive				
	64" diagonal Whiteboard	NB	NB	Dukane 48.00%	NB
	78" diagonal Whiteboard	NB	NB	48.00%	NB
	95" diagonal Whiteboard	NB	NB	48.00%	NB
	78" Whiteboard with LCD and Adjustable	NB	NB	48.00%	NB
	64" Whiteboard with LCD and Fixed Mount	NB	NB	48.00%	NB
	AVERAGE DISCCOUNT	NB	NB	48.00%	NB
	Mobile Stand for Promethean	NB	NB	48.00%	NB
	Interactive Wireless Slate (Activslate)	NB	NB	48.00%	NB
	Promethean Wireless Bluetooth Connection	NB	NB	48.00%	NB
	Balance of Line	NB	NB	48.00%	NB
	Training Available	NB	NB	N	NB
	Hourly Rate:	NB	NB		NB

District School Board of Pasco County

Bid Recommendation

Bid Title	Interactive Whiteboards- PART I-"as-needed"		Number of Vendors Notified	302
Bid Number	11-026-SN		Number of Bids Distributed	111
Date Solicited	May 21, 2010		Number of Vendors Bidding	9
Date Opened	June 16, 2010		Number of Formal "No Bid" Responses	0
Date Board Presentation	July 6, 2010		Funding Source	Capital Federal and General Funds
Total Savings	Estimated \$90,000		Grand Total of Bid	Estimated \$200,000

Recommendation: Recommend acceptance of bids as noted on the attached tabulation sheet as the highest average discount offered from the manufacturer's pricers by group.

Term of Contract: This bid is for Interactive Whiteboards which will be purchased by various schools and departments throughout the District on an "as-needed" basis. This is a three-year bid, renewable annually based upon the mutual consent of all parties. The first year will begin on July 7, 2010 and continue through July 6, 2011.

Notations and Exceptions:

School Specialty is disqualified for bidding Dukane as an alternate for all groups. The bid states that the groups specified are the District's standard and alternates would not be considered.

Group B-Promethean Interactive is still under evaluation and will be forwarded as "PART II" to a later board meeting.

The total saving was determined by averaging the discounts for each group and subtracting from the estimated expenditures.

Offers from vendors listed herein are the only offers received timely as of the above opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

Bids Evaluated By:

Wendy Spriggs, Director, Instructional Media Services

Bids Prepared By:

Stephanie Noble, Buyer, Purchasing Department

Reviewed and Authorized By:

Kendra Goodman, CPPO, CPPB, Purchasing Agent

Notations and Exceptions:

Group C- No bids were received for Group C InterWrite. Request permission to purchase InterWrite for Fivay High School from eInstruction utilizing bid 09-057-DN board approved on November 9, 2009 under the 33% balance of line section. Anticipated expenditures for Fivay High School are estimated at \$20,000 and need to be purchased now for the school's opening.

For future purchases of InterWrite, under the Department of Education Rule 6A-1.012(10), a district school board, when acquiring "information technology resources" may make any acquisition through direct negotiations and contract with vendors which best fits the needs of the school district. The Purchasing Department will be directly negotiating this commodity line for future purchases as the InterWrite prices for Fivay High School are for a limited time under a separate bid. It is anticipated that annual expenditures will be approximately \$30,000. The direct negotiations will be a three-year contract, renewable annually based upon mutual consent of the parties and will be forwarded to the Board for approval once the negotiations have been completed.

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

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BID TITLE: Interactive Whiteboards		6301 Benjamin Road Suite 101	9655 West Florida Minin Blvd. Bldg 500, Suite 509	230 N Milwaukee Ave.	3101 Maltby Drive	1045 Progress Circle
BID # 11-026-SN		Tampa, FL 33634	Jacksonville, FL 32257	Vernon Hills, IL 60061	Deltona, FL 32738	Lawrenceville, GA 30043
ITEM#	DESCRIPTION					
	DISCOUNT OFF MANUFACTURER PRICER:					
GROUP A -	SMART TECHNOLOGIES					
	48" diagonal Smartboard	43.00%	45.00%	NB	NB	NB
	64" diagonal Smartboard	40.00%	43.00%	NB	NB	NB
	77" diagonal Smartboard	40.00%	42.00%	NB	NB	NB
	87" diagonal Smartboard	45.25%	43.00%	NB	NB	NB
	94" diagonal Smartboard	52.00%	48.00%	NB	NB	NB
	48" diagonal Smartboard with LCD	Not Available	Not Available	Not Available	Not Available	Not Available
	64" diagonal Smartboard with LCD	39.00%	39.00%	NB	NB	NB
	77" diagonal Smartboard with LCD	39.00%	39.00%	NB	NB	NB
	87" diagonal Smartboard with LCD	41.00%	39.00%	NB	NB	NB
	94" diagonal Smartboard with LCD	Not Available	Not Available	Not Available	Not Available	Not Available
	AVERAGE DISCCOUNT	42.41%	42.25%	NB	NB	NB
	Mobile Stand for SmartBoards	32.00%	38.00%	NB	NB	NB
	Pair of 15watt speakers for SmartBoards	12.00%	14.00%	NB	NB	NB
	SmartBoard Interactive Wireless Slate (Airliner)	25.00%	12.00%	NB	NB	NB
	SmartBoard Wireless Bluetooth Connection	12.00%	10.00%	NB	NB	NB
	Balance of Line	10.00%	5.00%	NB	NB	NB
	Training Available	Y	Y	NB	NB	NB
	Hourly Rate:	\$55.00	\$50.00	NB	NB	NB
GROUP B -	Promethean Interactive					
	64" diagonal Whiteboard	NB	NB	12.00%	NB	3.00%
	78" diagonal Whiteboard	NB	NB	12.00%	NB	5.00%
	95" diagonal Whiteboard	Not Available	Not Available	12% (not bidding 95", bidding 87")	NB	8.00%
	78" Whiteboard with LCD and Adjustable	NB	NB	17.00%	NB	8.00%
	64" Whiteboard with LCD and Fixed Mount	NB	NB	17.00%	NB	8.00%
	AVERAGE DISCCOUNT	NB	NB	14.50%	NB	6.40%
	Mobile Stand for Promethean	NB	NB	12.00%	NB	3.00%
	Interactive Wireless Slate (Activslate)	NB	NB	12.00%	NB	5.00%
	Promethean Wireless Bluetooth Connection	NB	NB	12.00%	NB	5.00%
	Balance of Line	NB	NB	12-24%	NB	4.00%
	Training Available	NB	NB	Y*	NB	Y
	Hourly Rate:	NB	NB		NB	\$250.00 per hour \$2000 per day

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

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BID TITLE: Interactive Whiteboards		6301 Benjamin Road Suite 101	9655 West Florida Minin Blvd. Bldg 500, Suite 509	230 N Milwaukee Ave.	3101 Maltby Drive	1045 Progress Circle
BID # 11-026-SN		Tampa, FL 33634	Jacksonville, FL 32257	Vernon Hills, IL 60061	Deltona, FL 32738	Lawrenceville, GA 30043
ITEM#	DESCRIPTION					
GROUP C -	InterWrite Interactive					
	60" diagonal Whiteboard	NB	NB	NB	NB	NB
	77" diagonal Whiteboard	NB	NB	NB	NB	NB
	85" diagonal Whiteboard	NB	NB	NB	NB	NB
	95" diagonal Whiteboard	NB	NB	NB	NB	NB
	InterWrite Mobi	NB	NB	NB	NB	NB
	AVERAGE DISCCOUNT	NB	NB	NB	NB	NB
	Interactive Wireless Panel (SchoolPad)	NB	NB	NB	NB	NB
	Mobile Stands for InterWrite	NB	NB	NB	NB	NB
	InterWrite Wireless Bluetooth Connection	NB	NB	NB	NB	NB
	Balance of Line	NB	NB	NB	NB	NB
	Training Available	NB	NB	NB	NB	NB
	Hourly Rate:	NB	NB	NB	NB	NB
GROUP D -	Mimio Interactive					
	Mimio Interactive	20.00%	NB	NB	45.80%	NB
	Mimio Interactive w/ Capture Kit	20.00%	NB	NB	36.42%	NB
	AVERAGE DISCCOUNT	20.00%	NB	NB	41.11%	NB
	Mimio Wireless Capture Device	15.00%	NB	NB	59.00%	NB
	Balance of Line	10.00%	NB	NB	5.00%	NB
	Training Available	N	NB	NB	Yes	NB
	Hourly Rate:		NB	NB	included	NB
GROUP E-	RM Educational Whiteboard Line					NB
	77" Whiteboard with Easyteach software	NB	NB	NB	NB	NB
	UPIC Wireless Magnetic Interactive Panel PIC 64"	NB	NB	NB	NB	NB
	UPIC Wireless Magnetic Interactive Panel PIC 72"	NB	NB	NB	NB	NB
	AVERAGE DISCCOUNT	NB	NB	NB	NB	NB
	Mobile Stands for RM Classroom 77"	NB	NB	NB	NB	NB
	RM ePad Wireless Capture Device EPAD 1 & 2	NB	NB	NB	NB	NB
	Balance of Line	NB	NB	NB	NB	NB
	Training Available	NB	NB	NB	NB	NB
	Hourly Rate:	NB	NB	NB	NB	NB

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BID TITLE: Interactive Whiteboards		1431 Airport Drive	9855 Woods Drive	3175 Northwoods Pkwy RM A	4542 Eagle Falls Place, Bldg. C
BID # 11-026-SN		Ball Groud, GA 30107	Skokie, IL 60077	Norcross, FA 30071	Tampa, FL 33619
ITEM#	DESCRIPTION				
DISCOUNT OFF MANUFACTURER PRICER:					
GROUP A - SMART TECHNOLOGIES				Dukane	
	48" diagonal Smartboard	NB	NB	48.00%	41.25%
	64" diagonal Smartboard	NB	NB	48.00%	41.23%
	77" diagonal Smartboard	NB	NB	48.00%	41.23%
	87" diagonal Smartboard	NB	NB	48.00%	41.18%
	94" diagonal Smartboard	NB	NB	48.00%	47.16%
	48" diagonal Smartboard with LCD	Not Available	Not Available	48.00%	Not Available
	64" diagonal Smartboard with LCD	NB	NB	48.00%	37.24%
	77" diagonal Smartboard with LCD	NB	NB	48.00%	37.10%
	87" diagonal Smartboard with LCD	NB	NB	48.00%	36.96%
	94" diagonal Smartboard with LCD	Not Available	Not Available	48.00%	Not Available
	AVERAGE DISCCOUNT	NB	NB	48.00%	40.42%
	Mobile Stand for SmartBoards	NB	NB	48.00%	41.19%
	Pair of 15watt speakers for SmartBoards	NB	NB	48.00%	16.09%
	SmartBoard Interactive Wireless Slate (Airliner)	NB	NB	48.00%	32.39%
	SmartBoard Wireless Bluetooth Connection	NB	NB	48.00%	16.72%
	Balance of Line	NB	NB	48.00%	20.00%
	Training Available	NB	NB	N	Y
	Hourly Rate:	NB	NB		\$299.00
GROUP B - Promethean Interactive				Dukane	
	64" diagonal Whiteboard	NB	NB	48.00%	NB
	78" diagonal Whiteboard	NB	NB	48.00%	NB
	95" diagonal Whiteboard	NB	NB	48.00%	NB
	78" Whiteboard with LCD and Adjustable	NB	NB	48.00%	NB
	64" Whiteboard with LCD and Fixed Mount	NB	NB	48.00%	NB
	AVERAGE DISCCOUNT	NB	NB	48.00%	NB
	Mobile Stand for Promethean	NB	NB	48.00%	NB
	Interactive Wireless Slate (Activslate)	NB	NB	48.00%	NB
	Promethean Wireless Bluetooth Connection	NB	NB	48.00%	NB
	Balance of Line	NB	NB	48.00%	NB
	Training Available	NB	NB	N	NB
	Hourly Rate:	NB	NB		NB

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF BID OPENING: December 16, 2009 @ 2:30 p.m.		RM Education, Inc.	Rand McNally	School Specialty	Xerox Audio Visual Solutions
BID TITLE: Interactive Whiteboards		1431 Airport Drive	9855 Woods Drive	3175 Northwoods Pkwy RM A	4542 Eagle Falls Place, Bldg. C
BID # 11-026-SN		Ball Groud, GA 30107	Skokie, IL 60077	Norcross, FA 30071	Tampa, FL 33619
ITEM#	DESCRIPTION				
GROUP C -	InterWrite Interactive			Dukane	
	60" diagonal Whiteboard	NB	NB	48.00%	NB
	77" diagonal Whiteboard	NB	NB	48.00%	NB
	85" diagonal Whiteboard	NB	NB	48.00%	NB
	95" diagonal Whiteboard	NB	NB	48.00%	NB
	InterWrite Mobi	NB	NB	48.00%	NB
	AVERAGE DISCCOUNT	NB	NB	48.00%	NB
	Interactive Wireless Panel (SchoolPad)	NB	NB	48.00%	NB
	Mobile Stands for InterWrite	NB	NB	48.00%	NB
	InterWrite Wireless Bluetooth Connection	NB	NB	48.00%	NB
	Balance of Line	NB	NB	48.00%	NB
	Training Available	NB	NB	N	NB
	Hourly Rate:	NB	NB		NB
GROUP D -	Mimio Interactive			Dukane	
	Mimio Interactive	NB	**5%	48.00%	NB
	Mimio Interactive w/ Capture Kit	NB	NB	48.00%	NB
	AVERAGE DISCCOUNT	NB	NB	48.00%	NB
	Mimio Wireless Capture Device	NB	NB	48.00%	NB
	Balance of Line	NB	NB	48.00%	NB
	Training Available	NB	NB	N	NB
	Hourly Rate:	NB	NB		NB
			Offers with a one year of Rand McNally Classroom Online Maps and Teacher's resource subscription		
GROUP E-	RM Educational Whiteboard Line			Dukane	
	77" Whiteboard with Easyteach software	60.00%	NB	48.00%	NB
	UPIC Wireless Magnetic Interactive Panel PIC 64"	50.00%	NB	48.00%	NB
	UPIC Wireless Magnetic Interactive Panel PIC 72"	50.00%	NB	48.00%	NB
	AVERAGE DISCCOUNT	53.33%	NB	48.00%	NB
	Mobile Stands for RM Classroom 77"	20.00%	NB	48.00%	NB
	RM ePad Wireless Capture Device EPAD 1 & 2	20.00%	NB	48.00%	NB
	Balance of Line	5.00%	NB	48.00%	NB
	Training Available	Y	NB	N	NB
	Hourly Rate:	\$250/hr min 3 hrs	NB		NB