



DISTRICT SCHOOL BOARD OF PASCO COUNTY

Kurt S. Browning, Superintendent of Schools

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638

Department of Purchasing
Michael J. Woodall, CPPO, Purchasing Agent
813/794-2221 Fax: 813/794-2111
727/774-2221 TDD: 813/794-2484
352/524-2221 email: mwoodall@pasco.k12.fl.us

June 4, 2013

MEMORANDUM

TO: Honorable School Board Members

FROM: Michael J. Woodall, CPPO, Purchasing Agent *MJW*

SUBJECT: Bid 11-026-SN Interactive Whiteboards – Smart Technologies
One Year Extension
Audio Visual Innovations

On July 6, 2010, official action (attached) was taken to award bid 11-026-SN Interactive Whiteboards – Smart Technologies to Audio Visual Innovations. This bid is a three-year contract, with the option of extending for up to 365 days. The second year term of this contract was renewed by the Board on May 17, 2011 and the third year term was renewed by the Board on July 3, 2012 and is set to expire on July 6, 2013.

Considering services have been satisfactory, Cindy Turner, Audio Visual Innovations Representative, was contacted to determine her willingness to enter into one year extension for the period of July 7, 2013 through July 6, 2014. As such, he has agreed in writing (attached) to do so.

It is my recommendation to enter into the one year extension with Audio Visual Innovations. The anticipated expenditures for this one year period is \$40,000. Should you have any questions regarding this matter, please feel free to contact me at your earliest convenience.

MJW/sb
Attachments

Date/Time: May 29, 2013 08:29:00



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Purchasing Services

Michael J. Woodall, CPPO, Purchasing Agent

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352/ 524-2221 e-mail: mwoodall@pasco.k12.fl.us

April 25, 2013

BID RENEWAL REQUEST

TITLE: Interactive Whiteboards – Smart Technologies

BID#: 11-026-SN

 X Yes, I agree to extend Bid 11-026-SN – Interactive Whiteboards Smart Technologies under the same terms and conditions. The fourth year of the contract period will begin July 7, 2013 and expires July 6, 2014.

 No, I do not agree to extend Bid 11-026-SN for Interactive Whiteboards.

COMPANY NAME: Audio Visual Innovations

SIGNATURE: Cindy Turner

PRINTED NAME/TITLE: Cindy Turner DATE: May 17, 2013

TELEPHONE W/AREA CODE: 813 884-7168

FAX W/AREA CODE: 813 882-9508

EMAIL: Cindy.Turner@avispl.com

By agreeing to allow this piggyback, 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 District's Human Resources 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 be borne by the vendor.

PLEASE FAX BACK TO:

DISTRICT SCHOOL BOARD OF PASCO COUNTY

ATTENTION: Stephanie Bunford

PURCHASING DEPARTMENT

20430 GATOR LANE

LAND O' LAKES, FL 34638

(813) 794-2225 (PHONE)

(813) 794-2111 (FAX)

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:

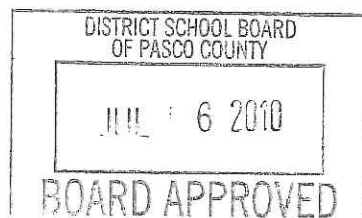
Wendy Spriggs, Director, Instructional Media Services

Bids Prepared By:

Stephanie Noble, Buyer, Purchasing Department

Reviewed and Authorized By:

Kendra Goodman, CPPO, CPPB, Purchasing Agent



District School Board
of Pasco County

JUL 03 2012

Board Approved

District School Board
of Pasco County

DEC 06 2011

Board Approved

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

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					
	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