

The School District of Lee County Department of Procurement Services 2855 Colonial Blvd. Fort Myers, Florida 33966		ITEM # 1	ITEM # 2	ITEM # 3	ITEM # 4	ITEM # 5	Proposer Response Form	Reference Form	Insurance Requirements Form	Addenda Acknowledgment Form	Debarment Form	Drug Free Workplace Certificate	Public Entity Crimes Form	1 Original Signed Proposal & 6 Copies	Electronic Copy of Proposal
INFORMATION TECHNOLOGIES HARDWARE, SOFTWARE & EQUIPMENT RFP NO. R127035JM WEDNESDAY, APRIL 25, 2012 @ 2:00		COMPUTER HARDWARE	SOFTWARE	PERIPHERALS & ACCESSORIES	AUDIO VISUAL EQUIPMENT	BALANCE OF LINE									
Audio Visual Innovations, Inc. Attn: Cindy Turner 6301 Benjamin Rd Suite 101 Tampa, FL 33634 Phone: 800.282.6733 Fax: 800.244.8630 Email: bids@avispl.com		Minimum Percentage Discount	1) RM Dance to Advance 10% 2) RM Daydream Wall Charts 10% 3) RM Easiteach Next Generation 20% 4) RM Math Aligned & Math Aligned Light 10% 5) RM Sonica, Podium, Fuse, Singin&Signin 10% 6) Smart Technologies Software 40%		1) Altinex 10% 2) Anchor 21% 3) Atlas Sound 21% 4) Aver Document Cameras 12% 5) Aver Scan Converters 5% 6) Balt Interactive Whiteboard 35% 7) Balt-Moore Co 27% 8) Bretford 38% 9) Califone 22% 10) Casio Projectors 22% 11) Chief Manufacturing 22% 12) Comprehensive 15% 13) Copernicus-I-Rover 4% 14) Crestron 22% 15) Epson Document Cameras 55% 16) Epson Projectors 53% 17) Epson Lenses & Lamps & Accesories 20% 18)Extron 30% 19) Interactive Mounts (formally Pro Mounts) 15% 20) Kramer 22% 21) Manfrotto 11% 23) Recordex 10% 24) RM Audio Enhancements, Interactive Roll-up Panels, Carts 5% 25) RM eCams 0% 26) RM ePads 10% 27) RM Interactive Devices 5% 28) RM Interactive Whiteboard, Student Response & Voting 5% 29) RM Learning Resources 10% 30) RM VerTable 2% 31) Smart Technologies Interactive Boards 37% 32) Smart Technologies Classroom Amplification Systems 30% 33) Smart Technologies Document Camera & Table 32% 34) Smart Technologies Floor Stands 36% 35) Smart Technologies Interactive Display 15% 36) Smart Technologies Interactive Overlays 35% 37) Smart Technologies Podium 30% 38) Smart Technologies Response Systems 45% 39) Smart Technologies Wireless Slate 34% 40) Totevision 10%	1) VariQuest 17% 2) Varitronics - Paper Only 5% 3) Visix Digital Signage 12%	YES	YES	YES	YES	YES	YES	YES	YES	YES
AVES Audio Visual Systems, Inc. Attn: Sandra Ramos PO Box 500 12620 West Airplot Blvd. #180 Sugarland, TX 77478 Phone: 281.295.1300 Fax: 281.295.1310 Email: Sales@avesav.com		Minimum Percentage Discount	10%-75% as indicated on the provided list	NO BID	10%-75% as indicated on the provided list	10%-75% as indicated on the provided list	YES	YES	YES	YES	YES	YES	YES	YES	YES
www.avesav.com & Websites on provided list 10% - 75% as indicated on the provided list															

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B & H Photo Attn: Samuel Zinger 420 Ninth Ave. New York, NY 10001www. Phone: 212.239.7503 or 800.947.8003 ext2639 Fax: 2121.239.7509 or 800.743.0895 samuelz@bhphotovideo.com	Minimum Percentage Discount	Winter 2012 or www.BandH.com					YES	YES	YES	YES	YES	YES	YES	YES	
		1% (*See note for exceptions)	1% (*See note for exceptions)	1% (*See note for exceptions)	1% Note: "B&H has provided an additional 1% off the standard discounted prices, which is on average a 22% off MSRP, for School District of Lee County. Additional discounts will be given when applicable. Discounts from manufacturers that do not allow discounts will be 0% off. Products which weigh more than 70 lbs. will be charged a reasonable amount for shipping. B & H is world-renowned for standard discounted pricing. Combined with our discount agreement, this will guarantee very low pricing from our complete catalog.	1% (*See note for exceptions)									
Cables and Kits.com Attn: Curtis Schwartz 4555 Atwater Ct. Ste A Buford, GA 30518 Phone: 678.597.5000 Fax: 678.597.5150 curtis.schwartz@cablesandkits.com	Minimum Percentage Discount	www.cablesandkits.com					YES	YES	YES	YES	YES	YES	YES	YES	
		3%	NO BID	5%	5%	NO BID									
Camcor, Inc. Attn: Will Benton 2273 S. Church St., PO Box 1899 Burlington, NC 27215 Phone: 800.868.2462 Fax: 800.298.1181 Email: bids@camcor.com	Minimum Percentage Discount	**All discounts based on Camcor catalog price / www.camcor.com					YES	YES	YES	YES	YES	YES	YES	YES	
		3%	3%	3%	3%	3%									
CDW Government LLC Attn: Maureen O'Connell 230 North Milwaukee Ave Vernon Hills, IL 60061 Phone: 866.339.5852 Fax: 312.705.9147	Minimum Percentage Discount	Please go to personalized web-page http://www.cdwg.com/leeschools to see most up to date pricing offered at Lee County Schools					YES	YES	YES	YES	YES	YES	YES	YES	
		% Varies * (See Note)	% Varies * (See Note)	% Varies * (See Note)	% Varies * *Please see attached pricing page outlining CDW-G's response as offer is based off of more specific product categories. (entered below) 1) Servers 3% 2) Accessories 4% 3) Battery Back-up/Power/Surge 3% 4) Cables 15% 5) Data Storage/Drives 3% 6) Digital Imaging - Camera/Scanner 4% 7) Keyboard/Mice/Input Devices 4% 8) Memory/System Components 13% 9) NetComm Products 3% 10) Office Equipment 3% 11) Printers 2% 12) PU 3% 13) Sound/Multimedia 3% 14) Telecommunications Products 3% 15) Video/Monitors/Cards/Projector 4% 16) Warranty/Installs/Insurance 3% 17) Software 4%	% Varies * (See Note)									

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WEDNESDAY, APRIL 25, 2012 @ 2:00																			
Email: toddsho@cdwg.com					18) DVD Movies/Books/Music 3%														
Classroom Technology Solutions Attn: Walt Mischley 4909 Victor St Jacksonville, FL 32207		Minimum Percentage Discount	www.ctsed.com				YES	YES	YES	YES	YES	YES	YES	YES	YES				
Phone: 904.731.1006			NO BID	30%	30%	30%	30%												
Fax: 904.731.1007																			
Email: info@ctsed.com																			
Contrax Furnishings, LLC Attn: William I. Latham III 690 NE 23rd Avenue Gainsville, FL 32609		Minimum Percentage Discount	Best-Rite 2012 Price Guide and others, see below.				YES	YES	YES	YES	YES	YES	YES	YES	YES				
Phone: 800.699.7516			NO BID	NO BID	NO BID	1) Best-Rite 2012 Price Guide 42% 2) Bretford EDU 2.0 Pricelist (4.13.2012) 32% 3) Paragon PL29 2012 43% 4) Smith System 2012 Price List 45% 5) Balt/Mooreco 2012 Price List 42%	1) Best-Rite 2012 Price Guide 42% 2) Bretford EDU 2.0 Pricelist 32% (4/13/2012) 3) Paragon PL29 2012 43% 4) Smith System 2012 Price List 45% 5) Balt/Mooreco 2012 Price List 42%												
Fax: 877.373.0622																			
Email: BLatham@contrax.com																			
Dell Marketing L.P. Attn: Nicholas Stokes One Dell Way Box RR8-06 Round Rock, TX 78682		Minimum Percentage Discount	Dell US Retail Price List - Current http://ftpbox.us.dell.com/sig/weekly/dellpricereport.pdf				YES	YES	YES	YES	YES	YES	YES	YES	YES				
Phone: 512.724.3369			All applicable Category 1 Vendors in Dell's Retail List under Dell Categories A-Z. See Dell Discount Table immediately following.	All applicable Category 2 Vendors in Dell's Retail List under Dell Categories A-Z. See Dell Discount Table immediately following.	All applicable Category 3 Vendors in Dell's Retail List under Dell Categories A-Z. See Dell Discount Table immediately following.	All applicable Category 4 Vendors in Dell's Retail List under Dell Categories A-Z. See Dell Discount Table immediately following.	All applicable Category 5 Vendors in Dell's Retail List under Dell Categories A-Z. See Dell Discount Table immediately following.												
Fax: 512.283.3365																			
Email: nicholas_stokes@dell.com																			
eInstruction Attn: Tim Torno 1330 Teasley Ln Denton, TX 76205		Minimum Percentage Discount	2012 Price List				YES	YES	YES	YES	YES	YES	YES	YES	YES				
Phone: 940.565.0004			NO BID	35% (DISCOUNT OFF MSRP)	35% (DISCOUNT OFF MSRP)	35% (DISCOUNT OFF MSRP)	35% (DISCOUNT OFF MSRP)												
Fax: 940.565.0959																			
purchaseorders@einstruction.com																			
Hewlett-Packard Company Attn: Crystal Bridges 3000 Hanover St Palo Alto, CA 94304-1185		Minimum Percentage Discount	http://h18000.www1.hp.com/showroom/pl.html				YES	YES	YES	YES	YES	YES	YES	YES	YES				
Phone: 501.339.2397			5%	NO BID	NO BID	NO BID	5%												
Fax: 501.339.2377		Cost Plus Percentage	NO BID	7%	7%	7%	NO BID												
Email: crystal.a.bridges@hp.com																			

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Lightspeed Technologies, Inc. Attn: Carl Cox 11509 SW Herman Rd Tualatin, OR 97062 Phone: 800.732.8999 Fax: 503.684.3197 Email: Lsbids@lightspeed-tek.com	Minimum Percentage Discount	2012 U.S. Educational Price List					YES	YES	YES	YES	YES	YES	YES	YES	
		NO BID	NO BID	NO BID	22%	NO BID									
Logical Choice Technologies, Inc. Attn: Cynthia B. Kaye 1045 Progress Circle Lawrenceville, GA 30043 Phone: 770.564.1044 Fax: 770.564.0244 Email: cynthia.kaye@logicalchoice.com	Minimum Percentage Discount	Logical Choice Technologies 2012 Catalog					YES	YES	YES	YES	YES	YES	YES	YES	
		NO BID	3%	5%	3%	3%									
Mainline Information Systems Attn: Joe Elebash 1700 Summit Lake Dr Tallahassee, FL 32317 Phone: 800.811.4429 Fax: 850.219.5050 Email: joe.elebash@mainline.com		www.IBM.com (as per links below)					YES	YES	YES	YES	YES	YES	YES	YES	
		Referenced Florida State Contract 250-000-09-1													
Software Express, Inc Attn: Suzanne H. Mayes 4128 A South Blvd. Charlotte, NC 28209 Phone: 800.527.7638 Fax: 704.529.1010 Email: smayes@swexpress.com	Minimum Percentage Discount	www.swexpress.com					YES	YES	YES	YES	YES	YES	YES	YES	
		0%	0%	0%	0%	0%									
Tallahassee Audio Visual Attn: Michael J. Fraser 2880 Apalachee Pkwy Tallahassee, FL 32301 Phone: 850.877.1154 Fax: 850.878.4026 Email: mfraser@talcam.com	Minimum Percentage Discount	www.talcam.com					YES	YES	YES	YES	YES	YES	YES	YES	
		NO BID	NO BID	NO BID	1) Hitachi 70% to 10% 2) Chief Mounts 20% 3) Dalite Screens/Advance Furniture 20%-30% 4) Canon Camcorders 5% 5) Canon Cameras 11%-34% 6) Ilford Photographic Paper 20% 7) Interfit Lighting 7% 8) Viewsonic Projectors/Monitors 11%-25% 9) Comprehensive Cables and Misc. Accessories 20% 10) Dukane Projectors 57% 11) Dukane DPS 50% 12) Davis and Sandford Tripods 25% 13) Sony (no published list price) will sell as per listed MAP prices	NO BID									

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Troxell Communications, Inc. Attn: Michael Fabio 11110 W. Oakland Park Blvd PMB# 378 Sunrise, FL 33351-6808 Phone: 954.401.0174 Fax: 954.746.4832 Email: ian.weingold@trox.com	Minimum Percentage Discount	www.trox.com / Troxell Communications 2012 Catalog					YES	YES	YES	YES	YES	YES	YES	YES	YES
		5%	5%	5%	5%	5%									
United Data Technologies, Inc. Attn: Federico Hernandez 8825 NW 21st Tereace Doral, FL 33172 Phone: 305.882.0435 Fax: 305.882.0436 Email: salesops@udtonline.com	Minimum Percentage Discount	As per electronic catalog provided					YES	YES	YES	YES	YES	YES	YES	YES	YES
		3%	3%	3%	3%	3%									
Valiant National AV Supply Attn: D. Ron Wolsten 55 Ruta Ct. s. Hackensack, NJ 07606 Phone: 800.631.0867 Fax: 800.557.2637 Email: rwolsten@800valiant.com	Minimum Percentage Discount	www.valiantnational.com					YES	YES	YES	YES	YES	YES	YES	YES	YES
		Additional 5% discount off already discounted prices	NO BID	5%	5%	5%									
Virtucom Attn: Tim Prince 6610 Bay Circle Ste. E Norcross, GA 30071 Phone: 800.890.2611 Fax: 770.908.8007 Email: sales@virtucom.com	Minimum Percentage Discount	https://usm.channelonline.com/virtucom/storesite/					YES	YES	YES	YES	YES	YES	YES	YES	YES
		5%	5%	5%	5%	5%									

46 Vendors were notified

20 Vendors submitted a responsive proposal

0 Vendor submitted a non responsive proposal

6 Vendors submitted a No BID

20 Vendors did not respond

Awarded Vendors

It is recommended that this RFP be awarded Audio Visual Innovations, Inc., B & H Photo, Cables and Kits.com, Camcor, Inc., CDW Government LLC, Contrax furnishing LLC, elnstructions, Lightspeed Technologies, Inc., Software Express, Inc., Troxell Communications, Inc., United Data Technologies, Inc., and Virtucom having submitted the best responses as determined by the Proposal Evaluation Committee.

Joe Marody

Joe Marody, Procurement Agent
Department of Procurement Services

05/14/2012

Date