

BOARD ACTION REQUEST FORM

DATE OF BOARD MEETING: April 22, 2020

ITEM: 2019 Bond Series 1 – Audio Visual Equipment, Cabling, Public Address System, and Clock system.

AGENDA LOCATION (please check one)

- Discussion (*Items where board information/interaction/discussion is needed*)
 Action (*Items requiring the board to vote or take action, including resolutions*)

EQUIPMENT DESCRIPTION

Classroom AV equipment, cabling, large area AV equipment (at the Early Childhood Center and High School), building-wide Public Address systems and clocks systems throughout the district.

ADMINISTRATOR SUBMITTING ITEM: John Fitzgerald, Assistant Superintendent

BACKGROUND INFORMATION:

Lake Orion Community Schools undertook a process to purchase classroom audio visual equipment, cabling, large area audio visual equipment (at the Early Childhood Center and High School) and building-wide Public Address systems and clock systems throughout the district. As part of this project, classrooms district-wide will receive a Smart interactive flat panel (IFP), an Audio Enhancement sound amplification system with teacher microphones, a new clock and PA system. The PA system integrates into the classroom audio to provide enhanced security features. Additionally, this project includes new / replacement cabling infrastructure districtwide. The RFP was released to vendors on February 10, 2020 and proposals were due February 28, 2020. The RFP was also advertised in the local newspaper and on the State SIGMA Vendor Self Service website. Five proposals were received, however one was an incomplete bid. Clarifying questions were sent to the remaining four vendors for additional due diligence. Plante Moran, along with your IT staff, conducted a detailed proposal analysis which was reviewed with the IT Bond Steering Committee (which includes members from the Curriculum department). The Committee decided to invite the two lowest, most complete bidders to an interview and to provide additional demonstration of their solution to the district, which took place via video-conference on March 24, 2020. The classroom AV, cabling, PA and clocks are tightly integrated and there are significant synergies that are realized by utilizing the same vendor for these sections.

FUNDING SOURCE & ACCOUNT NUMBER:

Funding for these purchases are from the 2019 Bond Series 1 proceeds.

RECOMMENDED ACTION:

It is recommended the Board of Education authorize the Administration to finalize and execute contracts, as identified in the attached Plante Moran recommendation, to purchase and install AV, Cabling, PA and Clock systems, as presented, not to exceed \$4,421,887.00 and a contingency authorization of \$ 663,283 for a procurement commitment total of \$5,085,170.



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April 14, 2020

Mr. John D. Fitzgerald
Assistant Superintendent for Business & Finance
Lake Orion Community Schools
315 N. Lapeer Street
Lake Orion, MI 48362

Dear John,

This letter outlines the work completed on the Lake Orion Community Schools audio/video (AV), cabling public address (PA) & clock selection as well as the resulting recommendation.

SCOPE

Lake Orion Community Schools undertook a process to purchase classroom AV equipment, cabling, large area AV equipment (at the Early Childhood Center and High School) and building-wide PA and clocks systems throughout the district. This will build a comprehensive instructional technology solution for our teachers. As part of this project, classrooms district-wide will receive a Smart interactive flat panel (IFP), an Audio Enhancement sound amplification system with teacher microphones, a new clock and PA system. The PA system integrates into the classroom audio to provide enhanced security features. Additionally, this project includes new / replacement cabling infrastructure districtwide.

BACKGROUND

Plante Moran worked with members of the IT Bond Steering Committee to identify key criteria for consideration when selecting devices. Key activities included:

- Demoing various AV devices
- Piloting proposed AV solution in multiple classrooms / grade levels
- Working with the IT Bond Steering Committee to identify critical features and functionality of all systems
- Developing and issuing a detailed Request for Proposal (RFP)
- Analyzing proposals, issuing clarifications to vendors
- Reviewing each proposed solution to identify the finalist vendors and solutions
- Interviewing finalist vendors, including demos of PA products

The RFP was released to vendors on February 10, 2020 and proposals were due February 28, 2020. The RFP was also advertised in the newspaper and on the State SIGMA Vendor Self Service website. Five proposals were received, however one was an incomplete bid. Clarifying questions were sent to the remaining four vendors for additional due diligence. Plante Moran, along with your IT staff, conducted a detailed proposal analysis which was reviewed with the IT Bond Steering Committee (which includes members from the Curriculum department). The Committee decided to invite the two lowest, most complete bidders to an interview and to provide additional demonstration of their solution to the district, which took place via video-conference on March 24, 2020.

RECOMMENDATION

The classroom AV, cabling, PA and clocks are tightly integrated and there are significant synergies that are realized by utilizing the same vendor for these sections. Based on the analysis of the proposals and discussions with the IT Bond Steering Committee, the District recommends that the **Classroom AV, Cabling, PA & Clocks portion** of the bid be awarded to **VSC, Inc.** in the amount of **\$4,344,562.94**, pending successful contract negotiations. Plante Moran supports this recommendation. It should be noted that the clock portion of this award was provided via a REMC quote from VSC, rather than as part

of the original bid. It was included here so as to present the award as a complete solution. We also recommend that the District set aside 15% contingency for this project. The contingency is not provided to the vendor, however it is available for use for unforeseen conditions that occur throughout the project. As this is a project that covers all buildings, and construction plans have not been finalized for most buildings, we recommend a 15% contingency (\$651,684). VSC is the lowest bidder for the combined AV, Cabling, PA & Clock projects. VSC has done work with the District in the past and the District has had positive experience.

Additionally, the District recommends that the **Large Area AV portion** of the bid be awarded to **DAT** in the amount of **\$77,324.06, pending successful contract negotiations**. Plante Moran supports this recommendation. We also recommend that the District set aside 15% contingency for this project (\$11,599). DAT represents the only bid for Large Area AV, and it is a complete bid. DAT has done work with the District in the past and the District has had positive experience.

The combined award from the 2019 bond issue is \$4,421,887.00 including both DAT & VSC awarded projects. The combined contingency for these projects is \$663,283.

Plante Moran appreciates the opportunity to be of assistance to Lake Orion Community Schools. Please call Amy Sasina at 248.223.3681 or me at 248.223.3304 if you have any questions.

Sincerely,

PLANTE MORAN, PLLC



Judy Wright

cc: Jacinto Cordero, Amy Sasina

Attachments: LOCS – AV, Cabling, PA & Clocks – Proposal Summary

Lake Orion Community Schools
AV, Cabling, PA Clocks Proposal Summary

| General | Digital Age Technologies Inc. | Rauland Soundcom | Tierney Brothers, Inc. | Vector Tech Group | VSC, Inc |
|---|--|--|--|---|--|
| Solution | | | | | |
| AV | Base: Boxlight Alternate: SMART, partnered with REMC quote from Tierney | No Bid | SMART - REMC quote only | No Bid | SMART |
| Cabling | Panduit | No Bid | No Bid | Hubbell | Commscope |
| Large Area AV | Epson | No Bid | No Bid | No Bid | No Bid |
| PA | Carehawk | Rauland | No Bid | No Bid | Audio Enhancement |
| Clocks | Carehawk | American Time | No Bid | No Bid | No Bid – added Bogen clocks through REMC |
| Background | | | | | |
| Location | Davison, MI | Farmington Hills, MI | St. Paul, MN | Freeland, MI | Novi, MI |
| Services provided by your firm: | Voice, Video, data, Pro-Sound, and A/V | Low Voltage Electrical - Audio & Video | Not provided | Structured Cabling | AV Integration, PA Systems |
| Number of years in business: | 19-Years | 49 years | Not provided | 26 | 37 |
| Total Work Force: | 39 | 156 | Not provided | 70 | 19 |
| Subcontractor: | No | No | Not provided | No | Garjen |
| Companies largest single contract: | \$5 Million | \$8.5 Million | Not provided | \$1.6 Million | \$3 Million |
| Annual gross revenue: | | | | | |
| | 2018 \$8 M | \$59.1 M | Not provided | \$10 M | \$7.2 M |
| | 2017 \$5.5 M | 48.2 M | Not provided | \$5 M | \$7.75 M |
| | 2016 \$5.5 M | \$49.8 M | Not provided | \$5 M | \$6.2 M |
| References | Woodhaven Brownstown Schools Romeo Community Schools Warren Consolidated Schools | West Bloomfield School District Lincoln Park District Woodhaven-Brownstown School District | Not provided | Saginaw ISD West Branch Rose City Schools Caro Community Schools | Rochester Community Schools Royal Oak Schools Troy School District |
| Concerns | -Not a Smart certified installer -SMART returns/repairs are more difficult (District must maintain spare panels, coordinate return of equipment to SMART) -PD is coordinated / provided via SMART, not DAT | -Most costly PA solution | Equipment only bid. This pricing was used in combination with DAT's alternate bid for SMART. | -Did not provide cabling pricing for future buildings -Did not provide pricing for new closets in future buildings | -Visual message boards not included with clocks |
| Cost | | | | | |
| Normalizations | | | | | |
| AV | | No Bid | Equip. Only | No Bid | |
| Base Bid | \$1,598,976.00 | | \$1,109,708.46 | | \$1,781,999.00 |
| AA1 -Lake Orion HS + Learning Options | \$496,321.00 | | \$339,829.42 | | \$556,720.00 |
| Voluntary AA1 - Remove Boxlight IFPs | (\$853,527.50) | | NA | | NA |
| Voluntary AA1 -Add REMC Smart IFPs | \$1,499,132.88 | | NA | | NA |
| Additional cables for mounted docking station | \$13,410.00 | | NA | | \$4,470.00 |
| Carts (current & future buildings) | Included | | \$38,295.00 | | Included |
| 86" IFPs | NA | | \$11,300.00 | | NA |
| Upgrade to HoverCam Solo 8 | \$57,584.00 | | NA | | \$9,440.00 |
| Performance Bond | Included (\$23,400) | | NA | | \$16,037.99 |
| Performance Bond Changes | (\$2,862.13) | | | | \$5,135.67 |
| Total: | \$2,809,034.26 | | \$1,499,132.88 | | \$2,373,802.66 |
| Cabling | | No Bid | No Bid | INCOMPLETE BID | |
| Base Bid | \$407,881.00 | | | \$181,973.00 | \$549,028.56 |
| AA3 -Lake Orion HS + Learning Options | \$95,630.00 | | | \$64,360.00 | \$97,392.54 |
| Performance Bond | Included (\$4,080) | | | | \$4,941.26 |
| Performance Bond Changes | \$956.30 | | | | \$876.53 |
| Total: | \$504,467.30 | | | \$246,333.00 | \$652,238.89 |
| Large Area AV | | No Bid | No Bid | No Bid | No Bid |
| Base Bid | \$55,502.00 | | | | |
| AA1 -Lake Orion HS | \$21,606.00 | | | | |
| Performance Bond | Included (\$500) | | | | |
| Performance Bond Changes | \$216.06 | | | | |
| Total: | \$77,324.06 | | | | |
| PA | | Not a finalist | No Bid | No Bid | |
| Base Bid | \$938,504.00 | \$1,654,822.00 | | | \$570,743.00 |
| Clocks (Note 1) | Included | Included | | | \$174,405.00 |
| AA5 - PA (LOHS) | \$283,489.00 | \$391,719.00 | | | \$108,477.00 |
| Upgrade to IP Based System - Base Bid | NA | NA | | | \$220,800.00 |
| Upgrade to IP Based System -AA5 (LOHS) | NA | NA | | | \$67,840.00 |
| Clocks upgrade to Optimum Epic | NA | Not requested | | | \$80,960.00 |
| Active Directory Integration | \$10,000.00 | | | | Included |
| Additional Zones per Building | Included | | | | \$111,870.00 |
| PA/Sound System Box | Not offered | NA | | | \$57,277.00 |
| 15% Base Bid discount if awarded AV & PA | NA | NA | | | (\$85,611.45) |
| Clarification for price discrepancy | NA | \$2,000.00 | | | NA |
| Performance Bond | Included (\$13,200) | \$10,500.00 | | | \$5,136.69 |
| Performance Bond Changes | \$2,934.89 | \$23,623.14 | | | \$6,624.16 |
| Total: | \$1,234,927.89 | \$2,082,664.14 | | | \$1,318,521.39 |
| Total AV / Cabling / PA | \$4,548,429.45 | Not Finalist | Equipment Only | Not Finalist | \$4,344,562.94 |
| Total Large Area AV | \$77,324.06 | No Bid | No Bid | No Bid | No Bid |
| Recommended Award | | | | | |
| AV / Cabling / PA | Not awarded | | | | \$4,344,562.94 |
| Large Area AV | \$77,324.06 | | | | Not awarded |
| Contingency (15%) | \$11,599 | | | | \$651,684 |

Note 1: VSC did not include clocks in their proposal. Clocks were added using VSC's REMC competitively bid catalog.