

General Information

Organization:	ISD #273 – Edina Public Schools	Date:	4/24/2024
Department:	Media and Technology	Category:	IT Hardware (Classroom Audio Devices)

Process Notes

Process used	Request for Quote (RFQ) requiring use of valid preexisting Joint Powers Contract
Vendors participating	<ul style="list-style-type: none"> • Bluum (Submitted) • CDW-G (Submitted) • Trafera (Did not Submitted) - Could not secure pricing from Beam

Purchase Notes

- This purchase is the 3rd phase of A/V classroom upgrades that began in 2022.
 - Key objectives to this process were to standardize the devices used in the classroom

Qualifications

Desc	Bluum	CDWG
Have you reviewed and accept the terms and conditions outlined in this document? [Y/N]	Y	Y
Are you eligible to do business with public school districts in the State of Minnesota? [Y/N]	Y	Y
What is the approximate number of weeks between order submission date and delivery to district? [#]	2 weeks	2-4 weeks
What is the latest date for receipt of Purchase Order to ensure delivery by July 1 st , 2024? [DATE]	June 14, 2024	ASAP
Cooperative/Joint Powers Agreement	21.10-TBS (CPC)	MN Services Cooperative: 022-G

References

Desc	Bluum	CDWG
Reference #1	Wayzata Public School	Rochester Public Schools
Reference #2	St. Louis Park Schools	Lakeville Area Schools

Quotes

Desc	Qty	Bluum Each	Bluum Net	CDWG Each	CDWG Net
Audio Enhancement BEAM Pro	105	\$1,375.00	\$144,375.00	\$1,011.89	\$106,248.45
Wall Mount for BEAM Pro	105	Included Above	Included Above	\$143.62	\$15,080.10
Audio Enhancement XT Box MIC	105	Included Above	Included Above	\$248.95	\$26,139.75
Total	105	\$1,375.00	\$144,375.00	\$1,404.46	\$147,468.30

**REQUEST FOR PROPOSAL: CLASSROOM/INSTRUCTIONAL AUDIO HARDWARE****Submission Worksheet****Your Company Information**

Company Name	Bluum of MN	Date	04/10/2024
Address	1771 Energy Park Dr	City	St Paul
State	MN	Zip	55108
Contact Name	Chris Jensen	Contact Title	Technology Consultant
Contact Phone	612-455-3643	Contact Email	Chris.jensen@bluum.com
Eligible Cooperative/Joint Powers Agreement utilized (Holding organization and contract number)	21.10-TBS Cooperative Purchasing Connection (CPC)		

References

	District	Contact Name	Contact Phone	Contact Email
Reference #1	Wayzata Public Schools	Wade Phillips	763-745-5101	wade.phillips@wayzataschools.org
Reference #2	St. Louis Park Schools	Tom Marble	952-928-6100	marble.thomas@slpschools.org

Qualifications

Have you reviewed and accept the terms and conditions outlined in this document? [Y/N]	Y
Are you eligible to do business with public school districts in the State of Minnesota? [Y/N]	Y
What is the approximate number of weeks between order submission date and delivery to district? [#]	2 weeks
What is the latest date for receipt of Purchase Order to ensure delivery by July 1 st , 2024? [DATE]	June 14 2024

Price Bid

Description	Qty	Cost/Each	Cost Net
Audio Enhancement Beam Pro System with teacher microphone, power supply, and wall mount.	105	\$1,375	\$144,375
5-Year Warranty and Support (Indicate if included in price above)	105	\$0 included	\$0 included
Total		\$144,375	

Additional Item Pricing

Please share any additional parts, services, or warranty included or discounted based on the proposed units above.

Description/Includes	Quantity Proposed	Per unit price proposed	Net

Edina Public Schools ISD 273

ISD 273 Classroom Audio Enhancement

Digital Response | 4/15/2024



Education

4/15/2024

Edina Public Schools ISD 273
5701 Normandale Road Suite 339
Edina, MN 55424



One CDW Way
230 N. Milwaukee Avenue
Vernon Hills, IL 60061
Toll-free: 800.808.4239
F: 847.465.6800
cdwg.com/PeopleWhoGetIT

RE: CDW Education Response to Edina Public Schools ISD 273's ISD 273 Classroom Audio Enhancement

Dear Nathaniel Lindley,

Edina Public Schools ISD 273 is seeking a reliable and experienced supplier partner capable of managing your hardware solution. CDW Education's response demonstrates our ability to contribute to the overall success of this initiative.

CDW Education is a specialized segment of CDW Government LLC (CDW·G), the wholly-owned subsidiary of CDW LLC. As a global systems integrator impacting 75 million students across 34 countries, we enable and empower more than 17,000 education institutions to get the most out of the transformational impact of our partners' technology. Specific advantages of partnering with us include:

- **An experienced account team**, including a dedicated account manager, Mayank Srivastava, who will support your day-to-day IT needs, connect you with resources, and ensure your satisfaction with our services. Your account team's expertise developing solutions that provide robust functionality, efficiencies, and cost savings directly benefits Edina Public Schools ISD 273 throughout the lifecycle of the contract.
- **Comprehensive product and service offerings** that enable Edina Public Schools ISD 273 to receive the best total solution that meets your needs and requirements. Our strong partnerships with more than 1,000 vendors offer Edina Public Schools ISD 273 access to more than 100,000 products as well as technology roadmaps, quick responses to questions, and competitive pricing.
- **Hands-on experience deploying successful complex projects**, including in adverse conditions. We continually evaluate and adapt our approach, ever mindful of logistics and possibilities to proactively identify and mitigate challenges in physical and virtual environments.
- **Extensive configuration options that accommodate standard and urgent project deliveries** to help ensure products arrive ready to plug and play, helping maximize your staff's productivity.

As always, we consistently strive to exceed your expectations. Should you have any questions regarding our response, please contact your account manager, Mayank Srivastava, at (312) 705-9366 or mayasri@cdw.com. We thank you for the opportunity to participate in this RFP process and are confident you will find our response advantageous from both a strategic and budgetary standpoint.

Sincerely,

A handwritten signature in black ink that reads "Justin Schwier".

Justin Schwier
Manager, Proposals
CDW Government LLC

*It is CDW Government LLC's intent that its proposal response, and CDW Terms & Conditions found at <https://www.cdwg.com/content/cdwg/en/terms-conditions/sales-and-service-projects.html>, shall provide the definitive terms to govern this submission.



REQUEST FOR PROPOSAL: CLASSROOM/INSTRUCTIONAL AUDIO HARDWARE

Opportunity Overview

Independent School District No. 273 is seeking proposals for the **PURCHASE** of **105** Classroom/Instructional Audio Hardware for school classrooms to be self-installed this summer.

Eligibility

Vendors must have a current, eligible Cooperative Purchasing, Joint Powers, or State agreement in which to base their proposal/quote on.

Process Timeline

Action Item/Milestone	Date
Release of Documentation	3/29/2024
Proposal (quote) Due	4/15/2024
School Board Recommendation	TBD
Submission of Purchase Order	TBD
Product Delivery (on-or-before)	7/1/2024

Submission Process

Questions can be submitted via email up until April 9th, 2024, at 10:30 AM.

Questions can be emailed to ktrites@catalyst sourcing.com.

After receipt of all questions, a response addendum will be emailed to all known participating vendors.

Proposals for devices and related items will be received electronically until **10:30 AM, April 24, 2024** by emailing your proposal documents to ktrites@catalyst sourcing.com.

If submitting physical copy, envelopes containing proposals must be sealed, clearly marked "Classroom Audio Quote (2024)" and feature the name and address of the vendor and addressed to:

Attn: Nathaniel Lindley
District Media and Technology Services
Independent School District No. 273
5701 Normandale Road, Suite 339
Edina, MN 55424

Specifications

Audio Unit Samples	Required Features
Audio Enhancement Beam Pro https://audioenhancement.com/beampro/	Ability to connect to 3.5mm Output from projector for audio input, ability to connect to Assistive Listening System via 3.5mm jack, Voice Lift Style Microphone for teachers, ability to connect additional pass around microphone

Evaluation and Selection Criteria

Criteria Description	Weight (%)
Price (Total Cost)	40%
Ability to meet district requirements and specifications	25%
Ability to meet delivery timelines	25%
Reputation, Past District Experience, and References	10%

Terms and Conditions

- A. **Eligibility and Compliance with Federal and State Law:** Vendor must assure Independent School District 273 that they have complied with all applicable Federal and State laws, regulations and rules.
- B. **Invitation:** The invitation to quote, which is attached hereto, and everything contained therein is adopted by reference and made part of these specifications and conditions.
- C. **Examination of Specifications:** It shall be the Vendor's responsibility to carefully examine the contents of the specifications to be completely familiar with all requirements specified.
- D. **Similar or Approved Equal:** Where certain brands, type or grade of product is specified, it is not the intent to discriminate against any approved equal, but to inform the Vendor of the function and general quality desired by the Edina School District. The Vendor may submit a proposal upon any similar equipment which will serve the purpose and size specified, providing that equipment is equal to or better than that specified. The district reserves the right to determine equivalence where such items are proposed. To assist the district in determining equivalence, the Vendor must submit catalog data with such specifications and indicate on the proposal form to make it clear to the Edina School District what item has been quoted upon.
- E. **Addenda:** Should there be any question regarding the intent of the specifications, Vendors shall notify the Director of Technology via email before submitting proposal and an addendum will be posted on the District's website for all Vendors clarifying the intent in question.
- F. **Quantities:** All quantities shown in the specifications shall be considered on a more-or-less basis. The Edina School District reserves the right to increase or decrease the quantities.
- G. **Packaging and Delivery:** All products shall be delivered F.O.B. to the specified delivery point in first class condition, free from any defects of processing or damage due to handling in shipping or delivery. Items which are delivered in packages, cartons, or crates will be accepted only upon the guarantee that upon removal from packaging by the owner they are found to be in first class condition without any defects either incurred in transit or process. Any items which are rejected because of any kind of damage or defect prior to acceptance by the Edina School District must be removed and replaced at no additional cost to the Edina School District.
- H. **Cancellation of Contract:** The Edina School District reserves the right to cancel a contract entered into with the successful Vendor any time during the life of the contract if the Edina School District deems the Vendor's product or service fails to meet the standards established by the detailed specifications or the general provisions of the solicitation.
- I. **Writing:** Within ten (10) days of the award, persons having authority to contract for the parties shall duly execute a formal contract covering the subject matter of the proposal.
- J. **Form of Proposals:** The proposal must be submitted on the form prescribed by the District, a sample of which is contained in these specifications.
- K. **Vendor Qualifications:** The District reserves the right to refuse to consider the proposal of a vendor who is not known to be reliable, skilled, and regularly engaged in providing the service and/or goods described in the request. In addition, the District may require of any vendor to provide evidence satisfactory to the District, of the vendor's financial responsibility, and ability to efficiently, economically and satisfactorily perform the services and/or deliver the goods required by the District.
- L. **Rejection of Proposal:** In addition to grounds for rejection stated elsewhere in law, or in these specifications and conditions, the District may reject a proposal if:
- 1) The vendor fails to provide reasonable evidence reasonably requested pursuant to term G.
 - 2) The vendor misstates or conceals any material fact in their proposal.
 - 3) The proposal submitted is conditional.
- M. **Alterations and Erasures:** A proposal containing an alteration or erasure of any price contained in the proposed quote, which is used in determining the lowest responsible quote shall be rejected unless the alteration or erasure is corrected as herein provided. An alteration or erasure may be crossed out and the correction thereof printed in ink or typewritten adjacent thereto an initialed in ink by the person signing the proposal.
- N. **Identical low Proposals:** In the case of identical low proposals from two or more vendors, the Board may at its discretion utilize negotiated procurement methods with the tied low vendors with lowest proposals for that particular transaction so long as the price paid does not exceed the original proposal.
- O. **Single Quote:** In the case where only a single proposal is received, the Board may, at its discretion, negotiate a mutually agreeable contract with the vendor so long as the price paid does not exceed the original proposed quote.
- P. **Withdrawal and Award Deadlines:** No vendor may withdraw their proposal within 60 days after the date of opening. The District may elect to take up to 60 days to decide which vendor is to receive the award.
- Q. **Award Options:** District reserves the right to:
- 1) Award this contract in part or whole to a single vendor
 - 2) Reject any or all quotes/proposals.
 - 3) Award contract based on the investigation of vendors, as well as acceptance of alternates, all of which the Owner deems to be in their best interest.
 - 4) Waive informalities or minor irregularities in proposals and waive minor irregularities or discrepancies in RFP procedure.
 - 5) Cancel a contract entered in to with the successful vendor at any time, upon 30 days written notice if the District's standards are not met.
 - 6) The District is solely responsible for rendering the decision in matters of interpretation of all terms and conditions.
 - 7) The District will consider in addition to the RFP process, the quality, suitability and adaptability of the item(s) to be purchased for the use for which it is intended when determining the lowest responsible vendor,
 - 8) Trade-in policy and allowances will be considered where appropriate.
- R. **Acceptance:**
- 9) The Vendor agrees to comply with all Federal, State and local laws, ordinances and all applicable rules, regulations and standards established by any agency of such governmental units, which are now or hereafter promulgated insofar as they relate to the company's performance of the provisions of this agreement.
- S. **Collusion:** Conspiracy between vendors is cause for rejection of all proposals of the vendors involved.

Terms and Conditions (cont'd)

T. Assignments:

- 10) The Vendor shall not assign the whole or any part of this contract or any monies due or to become due without written consent of the Edina School District. In case the Vendor assigns all or any part of any monies due or to become due under this contract, the instrument of assignment shall contain a clause stating that the right of the assignee to any monies due or to become due to the Vendor shall be subject to prior liens of all persons, firms and corporations for services rendered or materials supplied for the performance of the work called for in this contract.
- 11) Minn. Stat. Section 471.425 Subd. 4a requires that if the prime contractor assigns any part of the contract to a subcontractor, the prime contractor must pay the subcontractor within ten days of the receipt of payment from the school district for undisputed services provided by the subcontractor. The contract must require the prime contractor pay interest of 1.5 percent per month or any part of a month to the subcontractor on any undisputed amount not paid on time to the subcontractor.
- 12) The minimum monthly interest penalty payment for an unpaid balance of \$100.00 or more is \$10.00. For an unpaid balance of less than \$100.00, the prime contractor shall pay the actual penalty due the subcontractor. A subcontractor who prevails in a civil action to collect interest penalties from a prime contractor must be awarded its costs and disbursements, including attorney's fees incurred in bringing the action.

U. Insurance Requirements: You may be required to provide proof of insurance as requested by District. Coverage levels described below should be considered MINIMUM requirements.

- 13) Independent School District No.273 shall be named as Additional Insured on a primary and noncontributory basis.
- 14) In the signature box of the Certificate the wording "endeavor to" and "but failure to" through "representatives" should be stricken from the Certificate.
- 15) Contractor shall supply the Edina School District with a Certificate of Insurance for all specified coverages noted above within ten (10) days of the award.
- 16) No liability resulting from a vehicular accident, or any driver or operational negligence will be assumed by the Edina School District, its employees or its authorized representatives.
- 17) The Vendor should meet, at a minimum, the insurance requirements described below:

Insurance	Coverage	Aggregate
Comprehensive General Liability (including Premises-Operations; Independent Contractor's Protective; Products and Completed Operations; Broad-Form Property Damage)	\$1,000,000 each occurrence	\$2,000,000 aggregate
Comprehensive Automobile Liability	\$1,000,000 combined single limit for Bodily Injury and Property Damage	\$2,000,000 aggregate
Uninsured and Underinsured Motorists	\$1,000,000 per accident	
Hired and Non-Owned Automobile Liability	\$1,000,000 per accident	
Umbrella Liability	\$1,000,000 each occurrence	\$2,000,000 aggregate
	\$1,000,000 each occurrence	\$2,000,000 aggregate
Personal Injury Protection (PIP)	\$20,000 per person with \$20,000 Economic Benefit (part of no-fault)	
Worker's Compensation	\$500,000 by bodily injury by accident	n/a
	\$500,000 bodily injury by disease for each employee	

V. Non-Waiver of Specifications and Conditions: Failure or neglect of the District to require compliance with any term, condition, or specification of the quoting shall not be deemed a waiver of the same.

W. Terms of Payment: Payments will be according to Minnesota Statute 471.425, currently providing for payment within 35 days after receipt of the merchandise or the invoice, whichever comes latest. Nothing in the vendor's proposal, quote, contract, or invoice will override this provision.

X. Taxes: No direct charge may be made for federal, state or municipal sales and excise taxes, for which Independent School District 273 is exempt. The quote price shall not include the amount of any such tax. The vendor shall pay all taxes imposed on any and all goods and/or services used so that there will be no liability on the part of the Owner for any type of tax assessed thereon.

Minnesota Taxes: Instrumentalities of the State of Minnesota are not subject to the State of Minnesota Sales Tax pursuant to Minnesota Laws of 1967, Extra Session, Chapter 32, Article XIII, Section 25, Sub 1, Para. (J).

Excise Taxes: Instrumentalities of the State of Minnesota are not subject to Federal Excise Taxes. Individual exemption certificates will be furnished upon request if needed by successful vendor(s) to reclaim such charges.

Y. Confidentiality: All documents, materials and information supplied to the School District are subject to the Minnesota government data practice act.

Submission Worksheet

Your Company Information

Company Name	CDW Government LLC	Date	04/05/2024
Address	230 N. Milwaukee Ave	City	Vernon Hills
State	IL	Zip	60061
Contact Name	Mayank Srivastava	Contact Title	Executive Account Manager
Contact Phone	(312) 705-9366	Contact Email	mayasri@cdw.com
Eligible Cooperative/Joint Powers Agreement utilized (Holding organization and contract number)			

References

	District	Contact Name	Contact Phone	Contact Email
Reference #1	Rochester Public Schools	Michael R Johnson	(507) 328-4380	mijohnson2@rochesterschools.org
Reference #2	Lakeville Area School District	Tracy Brovold	952-232-3955	tracy.brovold@isd194.org

Qualifications

Have you reviewed and accept the terms and conditions outlined in this document? [Y/N]	Y
Are you eligible to do business with public school districts in the State of Minnesota? [Y/N]	Y
What is the approximate number of weeks between order submission date and delivery to district? [#]	2-4 weeks
What is the latest date for receipt of Purchase Order to ensure delivery by July 1 st , 2024? [DATE]	ASAP

Price Bid

Description	Qty	Cost/Each	Cost Net
Audio Enhancement Beam Pro System with teacher microphone, power supply, and wall mount.	105	\$	\$
5-Year Warranty and Support (Indicate if included in price above)	105	\$	\$
Total		\$	

PLEASE SEE ATTACHED CDW QUOTE

Additional Item Pricing

Please share any additional parts, services, or warranty included or discounted based on the proposed units above.

Description/Includes	Quantity Proposed	Per unit price proposed	Net

Pricing Offer

PRICE QUOTE



230 N Milwaukee Ave
Vernon Hills, IL 60061

Project: Audio Enhancement
Attention: Nathaniel Lindley
Prepared for: Edina Public Schools - Isd 273
4608 Casco Ave
Edina, MN
55424

QUOTE ID: 660229
Revision: 1
CUSTOMER ID: 4079074
QUOTE DATE: 04/04/2024
QUOTE EXPIRES: 05/06/2024
PAYMENT TERMS: Net 30 Days
FOB: Port of Origin

Sales Person: Dave Donarski
Phone: (847) 465-6000
Email: davedon@cdwg.com
ISR: Mayank Srivastava
Phone: (312) 705-9366
Email: mayasri@cdw.com

Qty	Part Number	EDC	Description	Customer Price	Customer Extended Price
Audio Enhancement					
105	XD-1212	7456227	Audio Enhancement BEAM Pro - sound bar - for PA system - wireless	\$ 1,011.89	\$ 106,248.45
105	AC-3007	7470057	Audio Enhancement Wall Mount for Beam Pro Sound Bar	\$ 143.62	\$ 15,080.10
105	ST-XD-9026	7862635	AUDIO ENHANCEMENT XT TEACHER BOX MIC	\$ 248.95	\$ 26,139.75

Quote Total: \$ 147,468.30