

BID #	DESCRIPTION	AMOUNT
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NEW SOLICITATIONS

3706	ANNUAL CONTRACT FOR AUDIO/VISUAL EQUIPMENT, MEDIA SUPPLIES, INSTALLATION AND REPAIR SERVICES FOR THE DISTRICT	\$1,500,000.00 (3 year total not to exceed)
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Lantek Communications
Grand Prairie, TX

Videotex Systems, Inc.
Dallas, TX

TO: The Board of Trustees

FROM: President Cary Israel

DATE: August 26, 2014

SUBJECT: Recommendation for Approval of Competitive Sealed Bid 3706 – Annual Contract for Audio/Visual Equipment, Media Supplies, Installation and Repair.

SCOPE: Annual contract for Audio/Visual Equipment, Media Supplies, Installation and Repair Services for the District. Term of contract: 9/1/2014 through 8/31/2017.

RESPONSES: Twenty-three (23) vendors viewed the bid package, ten (10) responded.

COMPARISON: See attached.

RECOMMENDATION: \$1,500,000.00
Lantek Communications (3 year total not
Grand Prairie, TX to exceed)

Videotex Systems, Inc.
Dallas, TX

JUSTIFICATION: Best value. Pricing is based on a percentage discount off the manufacturer's suggested retail price (MSRP) and on hourly rates for installation and repair services. Products and services are ordered on an as needed basis. Not to exceed pricing is based on historical usage. The majority of the audio visual products that the District purchases require installation from a company certified by the manufacturer to install their product. From the ten responses, Lantek and Videotex provide the best overall value to the District. Both companies have certified installation teams for all products installed at Collin College. TFE, while providing a higher discount on a couple of manufacturers, are more than double the price for hourly installation and repair services than the recommended vendors. Summit Integration Systems has a poor installation performance history on several projects with the District and they do not have Extron certified technicians and the Extron Pole Vault System is the standard specification for full media solutions in the classrooms. Awarding to two vendors provides the ability to rely on both during busy seasons of the year when one or the other may not have adequate staffing or availability.

Reasons why other vendors were not considered for award are stated below:

B & H Photo & Electronics Corp.
No installation or certified technicians.

AUDIO VISUAL AIDS CORP
No installation or certified technicians.

ACP Direct
No installation or certified technicians.

Troxell Communications, Inc.
No installation or certified technicians.

Master Audio Visuals INC
High installation and repair cost with minimal discounts.

Summit Integration Systems
No support for Extron and previous poor experiences with installation.

Schoolhouse Audio-Visual
High installation and repair cost with minimal discounts.

TFE
High installation and repair cost with minimal discounts.