# Language Lab Proposal #090507 Tabulation

	Teaching Systems - Virtuoso Major	Multimedia Learning Systems - Study 1200				ASC Direct - ReLANpro S			o Syste	·m
	Lab Furniture Total	Lab	Furniture	Total			Lab	Furniture		Total
24-student	\$ 61,826.00 \$ 12,900.00 \$ 74,726.00	24-student \$ 42,625.00	\$ 14,066.00	\$ 56,691.00	24-student	\$	41,250.00	\$ 11,150.00	\$	52,400.00
28-student	\$ 72,012.00 \$ 14,110.00 \$ 86,122.00	28-student \$ 48,533.00	\$ 15,686.00	\$ 64,219.00	28-student	\$	45,730.00	\$ 12,705.00	\$	58,435.00
30-student	\$ 76,560.00 \$ 14,790.00 <b>\$ 91,350.00</b>	30-student \$ 44,915.00	\$ 16,496.00	\$ 61,411.00	30-student	\$	47,970.00	\$ 13,655.00	\$	61,625.00
Mid-Level System:	Virtuoso Minor	Two Labs Purchased			teacher desk to ma	atch \$1,195 each Discount for 7 or more s			e syster	ns
24-student	\$ 51,282.00 \$ 12,900.00 \$ 64,182.00	24-student \$ 74,650.00	\$ 28,132.00	\$ 102,782.00	24-student	\$	20,950.00	\$ 11,150.00	\$	32,100.00
28-student	\$ 58,089.00 \$ 14,110.00 <b>\$ 72,199.00</b>	28-student \$ 74,910.00	\$ 31,372.00	\$ 106,282.00	28-student	\$	22,950.00	\$ 12,705.00	\$	35,655.00
30-student	\$ 61,493.00 \$ 14,790.00 \$ 76,283.00	30-student \$ 79,290.00	\$ 32,992.00	\$ 112,282.00	30-student	\$	23,950.00	\$ 13,655.00	\$	37,605.00
Entry Level System:	Virtuoso - Apprentice	Three Labs Purchased								
24-student	\$ 36,208.00 \$ 12,900.00 <b>\$ 49,108.00</b>	24-student \$ 98,425.00	\$ 42,198.00	\$ 140,623.00						
28-student	\$ 40,854.00 \$ 14,110.00 <b>\$ 54,964.00</b>	28-student \$ 111,565.00	\$ 47,050.00	\$ 158,615.00						
30-student	\$ 43,176.00 \$ 14,790.00 \$ 57,966.00	30-student \$ 118,135.00	\$ 49,488.00	\$ 167,623.00						
American Sign Language	Virtuoso - Major	Four Labs Purchased								
24-student	\$ 92,416.00 \$ 12,900.00 <b>\$ 105,316.00</b>	24-student \$ 114,000.00	\$ 56,264.00	\$ 170,264.00						
28-student	\$ 106,412.00 \$ 14,160.00 <b>\$ 120,572.00</b>	28-student \$ 127,600.00	\$ 61,624.00	\$ 189,224.00						
30-student	\$ 113,410.00	30-student \$ 135,000.00	\$ 64,784.00	\$ 199,784.00		<del>                                     </del>				
		Additional Equipment for any Configuration								
		Audio Casette Recorder (to convert to digital) \$ 287.00								
If two or more labs are pu	urchased together a 6% discount will be	MPEG video encoder cart (to convert to digital) \$ 250.00								
applied to the software for	or each lab.									

# Language Lab Proposal 090507 Ranking

			Proposer: 1	2	3	4
Criteria		Points	Teaching Systems	MultiMedia Learning	ASC Direct	
1	Proposed Cost Amount	50	49	49	48	
	<ul><li>a. Is the cost in line with the quality of the product?</li><li>b. How close is the proposal to the district's cost estimate?</li></ul>					
2	Product Compatibility and Versatility	20	20	16	19	
	<ul> <li>a. Is the product being proposed compatible with the existing systems?</li> <li>b. Are the features versitle?</li> <li>c. Does the proposer offer more features? What is the cost of the features?</li> </ul>					
3	References	10	10	10	10	
	<ul><li>a. Are the required references included?</li><li>b. Are the references good ones?</li><li>c. Would the reference purchase this system again?</li></ul>					
4	Company Experience	10	10	10	9	
	<ul><li>a. How long has the company been in business?</li><li>b. How long has the company sold and maintained the system offered?</li><li>c. How much experience has the team assigned to this project with this system?</li></ul>					
5	Past Experience	10	10	10	10	
	a. Has the district had a past experience with this company?     b. If so, has the experience been a good one?					
	Possible Points:	100	99	95	96	0

### **First Round: Committee Questions Answered**

## **Teaching Systems**

- 1. discount of 10% applied if 6 labs are purchased within next 6 months software only
- 2. 1.5% discount on the maintenance agreement will also be negotiable on the extended maintenance contract.
- 3. Upgrade of existing Guyer labs maintenance will be included in the calculation of the extended maintenance contract. The penalty fee to bring the 2 Guyer labs into compliance will be waived.

#### **ASC**

1. Will offer same pricing for 5 or 6 labs as given for 7.

### **Final Negotiations with Teaching Systems**

- 1. 10% discount for initial labs being purchased together.
- 2. 50% discount on yearly maintenance fees.
- 3. remains the same.