

Business, Operations, Finance and Construction
Ofelia San Pedro, Deputy Superintendent

**SUBJECT: AWARD BID NO. 068-DD05 – AUDIO VISUAL, TELEVISION,
MISCELLANEOUS EQUIPMENT AND SUPPLIES CATALOG
DISCOUNT**

COMMITTEE: BUSINESS AND FINANCIAL SERVICES

The purpose of this bid, opened on August 24, 2004, is to establish a contract, to purchase, at firm percentage discounts, quantities, as may be required, of audio visual, television, miscellaneous equipment and supplies, for various schools and locations. This is a term bid which states that the Board may purchase quantities, as may be required, at firm percentage discounts, but is not obligated to purchase any guaranteed amount. Of 79 vendors sent bid forms or card notices of this advertised bid, 37 responded.

The vendors recommended for award are local, regional and nationally established companies, as well as minority vendors and small businesses, which provide a wide range of items requested in this bid. The award enhances procurement to efficiently and economically secure District requirements, at competitive prices, and to leverage the District's purchasing power with manufacturers on volume commodities.

Discounts on this M-DCPS bid were benchmarked against the Broward and Sarasota County Public Schools contract. The other School Board bids have similar terms and conditions, but are not equal to our bid. Discounts received are, in most cases, equal or better than the contracts evaluated. Where competitive differences exist, the most competitive terms available to the District at the time of purchase will be utilized.

Fund Source
Various

M/WBE Eligibility
Hispanic Female
Hispanic Male
Female

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AWARD** Bid No. 068-DD05 – **AUDIO VISUAL, TELEVISION, MISCELLANEOUS EQUIPMENT AND SUPPLIES CATALOG DISCOUNT**, to purchase, at firm percentage discounts, quantities, as may be required, of audio visual, television, miscellaneous equipment and supplies, for various schools and locations, during the term of the bid, effective October 20, 2004, through December 31, 2005, as follows:

1. **ADVANCED BUSINESS COMPUTERS, INC.**
1523 N.W. 89 COURT
MIAMI, FL 33172
OWNER: VIVIAN KLEIN, C.E.O.

Item 1 - Audio visual, television, miscellaneous equipment and supplies catalog discount @ 20% to 27%.

2. **ADVANCED MICRO SERVICES**
12036 S.W. 132 COURT
MIAMI, FL 33186
OWNER: ALAIN AGRAMONTE, PRESIDENT (HF)

Item 1 - Audio visual, television, miscellaneous equipment and supplies catalog discount @ 30%.

3. **AFP INDUSTRIES, INC.**
7436 S.W. 48 STREET
MIAMI, FL 33155
OWNER: VIVIAN C. CASTELLANOS, PRESIDENT (HF)

Item 1 - Audio visual, television, miscellaneous equipment and supplies catalog discount @ 8%.

4. **AUDIO VISUAL INNOVATIONS, INC.**
6313 BENJAMIN ROAD, SUITE 110
TAMPA, FL 33634
OWNER: MARTIN SCHAFFEL, PRESIDENT

Item 1 - Audio visual, television, miscellaneous equipment and supplies catalog discount @ 12% to 21%.

5. AUDIO VISUAL SOLUTIONS CORPORATION
928 NORTH FEDERAL HIGHWAY
HOLLYWOOD, FL 33020
OWNER: BARRY CLAYTON JACKSON
PRESIDENT/C.E.O.

Item 1 - Audio visual, television, miscellaneous equipment
and supplies catalog discount @ 21.1%.

6. BES INDUSTRIES, INC.
541 LAKE ROAD
PONTE VEDRA, FL 32082
OWNER: DAN SHORE, PRESIDENT

Item 1 - Audio visual, television, miscellaneous equipment
and supplies catalog discount @ 14% to 16%.

7. BOXLIGHT CORPORATION
19332 POWDER HILL PLACE
POULSBO, WA 98370
OWNER: HERB MYERS

Item 1 - Audio visual, television, miscellaneous equipment
and supplies catalog discount @ 19%.

8. BUSINESS MACHINE SECURITY
510 WEST CENTRAL AVENUE, UNIT D
BREA, CA 92821
OWNER: TONYA UMBERG, C.E.O.

Item 1 - Audio visual, television, miscellaneous equipment
and supplies catalog discount @ 10%.

9. C.C.S. PRESENTATION SYSTEMS, INC.
8785 PERIMETER PARK BOULEVARD
JACKSONVILLE, FL 32216
OWNER: BONNIE HANSEN, DIRECTOR

Item 1 - Audio visual, television, miscellaneous equipment
and supplies catalog discount @ 22.3%.

10. CAMCOR, INC.
2273 SOUTH CHURCH STREET
BURLINGTON, NC 27215
OWNER: RAYMOND E. BAILEY, PRESIDENT/C.E.O.

Item 1 - Audio visual, television, miscellaneous equipment
and supplies catalog discount @ 5%.
11. CORPORATE EXPRESS OFFICE PRODUCTS, INC.
18000 STATE ROAD 9
MIAMI, FL 33162
OWNER: MARK HOFFMAN, PRESIDENT/C.E.O.

Item 1 - Audio visual, television miscellaneous equipment
and supplies catalog discount @ 15%.
12. HIGHSMITH, INC.
W5527 STATE ROAD 106
FORT ATKINSON, WI 53538-0800
OWNER: DUNCAN HIGHSMITH, CHAIRMAN/PRESIDENT

Item 1 - Audio visual, television, miscellaneous equipment
and supplies catalog discount @ 8%.
13. KEYBOARD WORLD
6114 HONEY HOLLOW ROAD
DOYLESTOWN, PA 18901
OWNER: MARLENE REPKA, PRESIDENT

Item 1 - Audio visual, television, miscellaneous equipment
and supplies catalog discount @ 15.1% to 54.1%.
14. LIGHTSPEED TECHNOLOGIES, INC.
11509 S.W. HERMAN ROAD
TUALATIN, OR 97062
OWNER: JERRY RAMEY, PRESIDENT

Item 1 - Audio visual, television, miscellaneous equipment
and supplies catalog discount @ 17.5%.

15. MDM COMMERCIAL ENTERPRISE
2320 SOUTH 3 STREET, SUITE 15
JACKSONVILLE BEACH, FL 32250
OWNER: STEVE AUSTIN, PRESIDENT
- Item 1 - Audio visual, television, miscellaneous equipment
and supplies catalog discount @ 22%.
16. OFFICE EXPRESS SUPPLIES
8005 WEST 20 AVENUE
HIALEAH, FL 33014
OWNER: LIBIA FUENTES, DIRECTOR (HM)
- Item 1 - Audio visual, television, miscellaneous equipment
and supplies catalog discount @ 15%.
17. OKEE - COMP CORPORATION
5412 N.W. 79 AVENUE
MIAMI, FL 33166
OWNER: RENE HERNANDEZ, PRESIDENT (HM)
- Item 1 - Audio visual, television, miscellaneous equipment
and supplies catalog discount @ 6%.
18. POLISYSTEMS INTERNATIONAL, INC.
7324 S.W. 48 STREET
MIAMI, FL 33155
OWNER: JOSE VICENTE UGARTE, PRESIDENT
- Item 1 - Audio visual, television, miscellaneous equipment
and supplies catalog discount @ 10%.
19. PRO VIDEO SALES, INC.
6600 WEST ROGERS CIRCLE, #12
BOCA RATON, FL 33487
OWNER: JON EVANS, PRESIDENT
- Item 1 - Audio visual, television, miscellaneous equipment
and supplies catalog discount @ 15%.

20. PROFESSIONAL AUDIO & VIDEO SYSTEMS
CORPORATION
4836 S.W. 72 STREET
MIAMI, FL 33155
OWNER: ANTONIO SEICENTOS, PRESIDENT

Item 1 - Audio visual, television, miscellaneous equipment
and supplies catalog discount @ 14% to 29%.

21. PROFESSIONAL COMMUNICATIONS SYSTEMS
11921 S.W. 144 STREET
MIAMI, FL 33186
OWNER: JIM ZIMMERMAN, PRESIDENT

Item 1 - Audio visual, television, miscellaneous equipment
and supplies catalog discount @ 10%.

22. QUATRO, INC.
5800 S.W. 195 TERRACE
SOUTHWEST RANCHES, FL 33332
OWNER: LAURA M. ROSA, PRESIDENT

Item 1 - Audio visual, television, miscellaneous equipment
and supplies catalog discount @ 23%.

23. SHARP PENCILS, INC.
D.B.A. SPI SALES & ENGINEERING
2000 SOUTH DIXIE HIGHWAY, #106
COCONUT GROVE, FL 33133
OWNER: ILYSE S. VALDIVIA, PRESIDENT

Item 1 - Audio visual, television, miscellaneous equipment
and supplies catalog discount @ 10.2% to 46.5%.

24. SILMAR ELECTRONICS, INC.
11001 N.W. 33 STREET
MIAMI, FL 33172
OWNER: SILVIA SMITH, SECRETARY

Item 1 - Audio visual, television, miscellaneous equipment
and supplies catalog discount @ 2%.

25. SOUTHERN BUSINESS COMMUNICATIONS, INC.
1801 SOUTH PERIMETER ROAD, SUITE 120
FORT LAUDERDALE, FL 33309
OWNER: SCOTT LLOYD, PRESIDENT
- Item 1 - Audio visual, television, miscellaneous equipment
and supplies catalog discount @ 23%.
26. SUN C., INC. (FKA SUNKIST CONSTRUCTION, INC.)
11631-1 EAST COLUMBIA PARK DRIVE
JACKSONVILLE, FL 32258
OWNER: PERRI H. BRANDON, PRESIDENT (WF)
- Item 1 - Audio visual, television miscellaneous equipment
and supplies catalog discount @ 50%.
27. TECHNOLOGY RESOURCE CENTER (TRC)
749 SOUTH 8 STREET, ROUTE 31
WEST DUNDEE, IL 60118
OWNER: JEFF WEBER, PRESIDENT/C.E.O.
- Item 1 - Audio visual, television miscellaneous equipment
and supplies catalog discount @ 0%.
28. TRANSWORLD SERVICES, INC.
2025 N.W. 102 AVENUE, UNIT 101
MIAMI, FL 33172
OWNER: JUAN DE MIGUEL, PRESIDENT (HM)
- Item 1 - Audio visual, television miscellaneous equipment
and supplies catalog discount @ 10% to 47%.
29. UNITED DATA TECHNOLOGIES, INC. (UDT PROTIA)
7212 N.W. 56 STREET
MIAMI, FL 33166
OWNER: HENRY FLECHES, PRESIDENT
- Item 1 - Audio visual, television miscellaneous equipment
and supplies catalog discount @ 24%.

30. VALIANT IMC
55 RUTA COURT
SOUTH HACKENSACK, NJ 07606
OWNER: MARTIN SIEGEL, C.E.O.

Item 1 - Audio visual, television miscellaneous equipment
and supplies catalog discount @ 5%.

31. Authorize Procurement Management Services to purchase
up to the total estimated amount of \$3,500,000.

OSP/lja