

Financial Services
Mrs. Judith M. Marte, Chief Financial Officer

SUBJECT: AWARD INVITATION TO BID NO. ITB-15-024-MT - AUDIO VISUAL, TELEVISION, PHOTOGRAPHIC, MISC. EQUIPMENT, SUPPLIES & INSTALLATION SERVICES CATALOG DISCOUNT

COMMITTEE: FISCAL ACCOUNTABILITY

LINK TO STRATEGIC BLUEPRINT: EFFECTIVE AND SUSTAINABLE BUSINESS PRACTICES

Procurement Management Services, at the request of the Instructional Technology Department released the above-referenced solicitation. The purpose of this Invitation to Bid (ITB) is to purchase, at a catalog discount, audio visual, television, photographic, misc. equipment, supplies and installation services, for various departments servicing Miami-Dade County Public School District. This is a term bid which states that the Board may purchase quantities as needed, but is not obligated to purchase any guaranteed amount. This ITB was advertised on the Procurement Management Services website, the Demandstar website, BidNet, Florida Bid, *The Miami Times* and the *Diario Las Americas* newspapers as well as emailed to 20 potential bidders.

The initial term of the bid shall be for a two (2) year period, commencing September 7, 2016 through September 6, 2018, and may, by mutual agreement between the School Board of Miami-Dade County, Florida, and the successful bidders, be extended for three (3) additional one (1) year periods.

In this ITB, The District requested catalog discount on 175 items. Pursuant to Board Policy 6320, Bidding Process – Competitive Bidding Requirements describes the procedure and guidelines to be used for bidding on the required quantities. School sites and/or district offices will contact the awarded vendors, using a Request for Quote.

Strategies were employed to increase SBE/MBE participation; however, the Goal Setting Committee recommended that this solicitation be open, not sheltered, as a large number of SBE/MBE vendors were not identified within the commodity code(s).

Eighteen (18) vendors responded to this advertised bid. Based on the criteria listed in the solicitation, the contract shall be awarded to 17 vendors, (16 primary vendors and one vendor only as an alternate, three (3) of which are SBE/MBE certified).

Fund Source
Various

E-143

RECOMMENDED: That The School Board of Miami-Dade County, Florida:

1. **AWARD** Invitation To Bid No. ITB-15-024-MT – AUDIO VISUAL, TELEVISIONS, PHOTOGRAPHIC, MISC.EQUIPMENT, SUPPLIES & INSTALLATION SERVICES, to purchase, at catalog discount, quantities, as may be required, for various departments servicing Miami-Dade County Public School District, with an initial effective date of September 7, 2016 through September 6, 2018, and may, by mutual agreement between The School Board of Miami-Dade County, Florida and the successful bidder, be extended for three (3) additional one (1) year extension periods thereto, as follows:

PRIMARY

- A. AUDIO ENHANCEMENT, INC.
14241 SOUTH REDWOOD ROAD
BLUFFDALE, UTAH 84065
OWNER/OFFICER: JEFF ANDERSON, CEO

Highest Percentage Discount:

Item: 11a.	Audio Enhancement Equipment	10.0%
Item: 11b.	Audio Enhancement Supplies	10.0%

- B. AUDIO VISUAL INNOVATIONS, INC. DBA AVI-SPL
6301 BENJAMIN ROAD, SUITE 101
TAMPA, FLORIDA 33634
OWNER/OFFICER: RAJ DANI, CFO

Highest Percentage Discount:

Item: 12a.	Audix Equipment	34.1%
Item: 12b.	Audix Supplies	34.1%
Item: 19a.	BMS Equipment	39.5%
Item: 19b.	BMS Supplies	39.5%
Item: 28a.	Chief Equipment	46.5%
Item: 28b.	Chief Supplies	46.5%
Item: 29a.	Christie Digital Equipment	34.6%
Item: 29b.	Christie Digital Supplies	24.6%
Item: 30a.	ClearOne Equipment	23.0%
Item: 33a.	Comprehensive Equipment	34.1%
Item: 33b.	Comprehensive Supplies	34.1%
Item: 52b.	Epson Supplies	58.1%
Item: 126a.	Polycom Equipment	28.0%
Item: 126b.	Polycom Supplies	28.0%
Item: 144b.	Sharp Supplies	27.1%
Item: 146a.	Smart - Technologies Equipment	32.5%

Item: 146b.	Smart - Technologies Supplies	32.5%
Item: 149a.	Sony Professional Equipment	20.0%
Item: 154a.	Teachlogic Equipment	32.0%
Item: 154b.	Teachlogic Supplies	32.0%
Item: 156a.	TOA Equipment	45.6%
Item: 156b.	TOA Supplies	45.6%
Item: 162a.	Variquest Equipment	16.6%
Item: 162b.	Variquest Supplies	16.6%

C. ATCI COMMUNICATIONS, INC.
1270 NW 165TH STREET
MIAMI, FLORIDA 33169
OWNER/OFFICER: VINCENT VENTO, PRESIDENT

Highest Percentage Discount:

Item: 2a.	AdvidiaProducts	28.0%
Item: 2b.	Advidia Supplies	28.0%
Item: 13a.	AutoPatch Equipment	5.0%
Item: 13b.	AutoPatch Supplies	5.0%
Item: 27a.	CheckPoint Equipment	5.0%
Item: 27b.	CheckPoint Supplies	5.0%
Item: 31a.	Coby Equipment	5.0%
Item: 31b.	Coby Supplies	5.0%
Item: 32a.	Coleman Equipment	5.0%
Item: 32b.	Coleman Supplies	5.0%
Item: 34a.	Corning Equipment	5.0%
Item: 34b.	Corning Supplies	5.0%
Item: 35a.	CRC Video Solutions Products	39.0%
Item: 35b.	CRC Video Solutions Supplies	39.0%
Item: 40a.	Dedicated Micros Equipment	15.0%
Item: 40b.	Dedicated Micros Supplies	15.0%
Item: 44a.	Docubind Equipment	5.0%
Item: 44b.	Docubind Supplies	5.0%
Item: 48a.	Duracell Equipment	5.0%
Item: 48b.	Duracell Supplies	5.0%
Item: 49a.	Eiko Equipment	5.0%
Item: 49b.	Eiko Supplies	5.0%
Item: 51a.	ENX Equipment	5.0%
Item: 51b.	ENX Supplies	5.0%
Item: 55a.	Focus Enhancement Equipment	5.0%
Item: 55b.	Focus Enhancement Supplies	5.0%
Item: 59a.	Fujitsu Equipment	5.0%
Item: 59b.	Fujitsu Supplies	5.0%
Item: 60a.	Gambler Johnson Equipment	5.0%
Item: 60b.	Gambler Johnson Supplies	5.0%
Item: 62a.	GE Equipment	48.0%
Item: 62b.	GE Supplies	48.0%

Item: 64a.	Genetec Equipment	21.0%
Item: 64b.	Genetec Supplies	21.0%
Item: 65a.	GPX Equipment	5.0%
Item: 65b.	GPX Supplies	5.0%
Item: 67a.	Havis Equipment	5.0%
Item: 67b.	Havis Supplies	5.0%
Item: 72a.	IKEY Equipment	5.0%
Item: 72b.	IKEY Supplies	5.0%
Item: 73a.	Infinova Equipment	5.0%
Item: 73b.	Infinova Supplies	5.0%
Item: 79a.	Kendall Howard Products	5.0%
Item: 79b.	Kendall Howard Supplies	5.0%
Item: 81a.	Kodak Equipment	5.0%
Item: 81b.	Kodak Supplies	5.0%
Item: 82a.	Konica Minolta Equipment	5.0%
Item: 82b.	Konica Minolta Supplies	5.0%
Item: 85a.	Labtec Equipment	5.0%
Item: 85b.	Labtec Supplies	5.0%
Item: 89a.	LightSpeed Equipment	5.0%
Item: 89b.	LightSpeed Supplies	5.0%
Item: 90a.	Lind Industries Equipment	5.0%
Item: 90b.	Lind Industries Supplies	5.0%
Item: 91a.	Listec Equipment	5.0%
Item: 91b.	Listec Supplies	5.0%
Item: 100a.	Maxell Equipment	5.0%
Item: 100b.	Maxell Supplies	5.0%
Item: 108a.	Nikon Equipment	5.0%
Item: 108b.	Nikon Supplies	5.0%
Item: 112a.	Olevia Equipment	5.0%
Item: 112b.	Olevia Supplies	5.0%
Item: 114a.	OpenEye Products	40.0%
Item: 114b.	OpenEye Supplies	40.0%
Item: 115a.	Osram Equipment	5.0%
Item: 115b.	Osram Supplies	5.0%
Item: 117a.	Panasonic Video Surveillance Products	38.0%
Item: 117b.	Panasonic Video Surveillance Supplies	38.0%
Item: 121a.	Pentax Equipment	5.0%
Item: 121b.	Pentax Supplies	5.0%
Item: 125a.	Plasco Equipment	5.0%
Item: 125b.	Plasco Supplies	5.0%
Item: 129a.	Profinish Equipment	5.0%
Item: 129b.	Profinish Supplies	5.0%
Item: 132a.	Rackmount Solutions Supplies	15.0%
Item: 132b.	Rackmount Solutions Equipment	15.0%
Item: 140a.	Sansui Equipment	5.0%
Item: 140b.	Sansui Supplies	5.0%
Item: 142a.	Scantron Equipment	5.0%
Item: 142b.	Scantron Supplies	5.0%

Item: 143a.	Sensormatic Equipment	11.0%
Item: 143b.	Sensormatic Supplies	11.0%
Item: 152b.	Sylvania Supplies	5.0%
Item: 153a.	Tamperproof Equipment	5.0%
Item: 153b.	Tamperproof Supplies	5.0%
Item: 161a.	Turning Technologies Equipment	5.0%
Item: 161b.	Turning Technologies Supplies	5.0%
Item: 163a.	Verbatim Equipment	5.0%
Item: 163b.	Verbatim Supplies	5.0%
Item: 165a.	Videotek Equipment	5.0%
Item: 165b.	Videotek Supplies	5.0%
Item: 167a.	Vivitar Equipment	5.0%
Item: 167b.	Vivitar Supplies	5.0%
Item: 170a.	Wiko Equipment	5.0%
Item: 170b.	Wiko Supplies	5.0%

D. CAMCOR, INC.

2273 SOUTH CHURCH STREET
 BURLINGTON, NORTH CAROLINA 27215
 OWNER/OFFICER: RAYMOND BAILEY, PRESIDENT

Highest Percentage Discount:

Item: 47a.	Dukane Equipment	57.0%
Item: 47b.	Dukane Supplies	57.0%
Item: 147a.	Smith - Victor Equipment	21.0%
Item: 147b.	Smith - Victor Supplies	21.0%
Item: 160a.	Tripp Lite Equipment	25.0%
Item: 160b.	Tripp Lite Supplies	25.0%

E. CDW GOVERNMENT, LLC.

200 NORTH MILWAUKEE AVENUE
 VERNON HILLS, ILLINOIS 60061
 OWNER/OFFICER: THOMAS RICHARDS, MANAGER

Highest Percentage Discount:

Item: 8a.	APC UPS Systems Products	34.0%
Item: 8b.	APC UPS Systems Supplies	34.0%
Item: 107a.	NEC Equipment	38.0%
Item: 130a.	Promethean Equipment	44.0%
Item: 130b.	Promethean Supplies	40.0%

F. EMTEC FEDERAL, INC.
2355 DULLES CORNER BOULEVARD, SUITE 600
HERNDON, VIRGINIA 20171
OWNER/OFFICER: BARRY CULMAN, CEO

Highest Percentage Discount:

Item: 3a.	AKG Equipment	40.0%
Item: 3b.	AKG Supplies	40.0%
Item: 5a.	AMX Equipment	45.0%
Item: 5b.	AMX Supplies	45.0%
Item: 22a.	Bretford Equipment	45.0%
Item: 22b.	Bretford Supplies	45.0%
Item: 30b.	ClearOne Supplies	15.0%
Item: 38a.	Da-Lite Equipment	35.0%
Item: 74a.	Infocus Equipment	18.0%
Item: 87a.	LG Equipment	34.0%
Item: 116a.	Panasonic Equipment	30.0%

G. GLOBALXNET TECHNOLOGIES, LLC **MBE/MWBE**
9101 NW 7TH AVENUE, SUITE B21
MIAMI, FLORIDA 33150
OWNER/OFFICER: MACK SAMUEL, MANAGER
AFRICAN-AMERICAN MALE

Highest Percentage Discount:

Item: 74b.	Infocus Supplies	17.0%
Item: 104a.	Motorola Equipment	15.0%
Item: 124a.	Plantronics Equipment	15.0%
Item: 124b.	Plantronics Supplies	15.0%

H. IMAGE PRO INTERNATIONAL, INC.
7640 NW 25TH STREET, UNIT 113
MIAMI, FLORIDA 33122
OWNER/OFFICER: FREDERIC FRIEDMANN, PRESIDENT

Highest Percentage Discount:

Item: 61a.	GBC Equipment	10.0%
Item: 61b.	GBC Supplies	10.0%
Item: 103a.	Mitsubishi Equipment	10.0%
Item: 103b.	Mitsubishi Supplies	10.0%

I. IPHONE AND IPAD WAREHOUSE, LLC. **SBE/MWBE**
 18149 NE 19TH AVENUE
 NORTH MIAMI BEACH, FLORIDA 33162
 OWNER/OFFICER: BRIAN FARRELL, MANAGER
AFRICAN-AMERICAN MALE

Highest Percentage Discount:

Item: 16a.	Belkin Equipment	13.0%
Item: 16b.	Belkin Supplies	31.0%
Item: 21b.	Bose Supplies	16.0%
Item: 23a.	Brother Equipment	10.0%
Item: 23b.	Brother Supplies	18.0%
Item: 26b.	Casio Supplies	35.0%
Item: 41a.	Dell Equipment	23.5%
Item: 41b.	Dell Supplies	33.5%
Item: 42b.	Denon Supplies	25.0%
Item: 45a.	Dolby Equipment	18.0%
Item: 45b.	Dolby Supplies	32.0%
Item: 54a.	Fender Equipment	20.0%
Item: 54b.	Fender Supplies	36.0%
Item: 70a.	HP Equipment	19.0%
Item: 70b.	HP Supplies	33.0%
Item: 77b.	JVC General Supplies	15.0%
Item: 86a.	Lenovo Equipment	15.0%
Item: 86b.	Lenovo Supplies	20.0%
Item: 87b.	LG Supplies	28.0%
Item: 92a.	Logitech Equipment	5.2%
Item: 92b.	Logitech Supplies	26.8%
Item: 104a.	Motorola Equipment	15.0%
Item: 104b.	Motorola Supplies	25.0%
Item: 118a.	Peavey Equipment	15.0%
Item: 118b.	Peavey Supplies	34.6%
Item: 122a.	Phillips Equipment	15.0%
Item: 122b.	Phillips Supplies	33.0%
Item: 133a.	RCA Equipment	20.0%
Item: 133b.	RCA Supplies	34.0%
Item: 136a.	Roland Equipment	20.0%
Item: 136b.	Roland Supplies	33.0%
Item: 139a.	SanDisk Equipment	10.0%
Item: 139b.	SanDisk Supplies	30.0%
Item: 141a.	Sanyo Equipment	15.0%
Item: 141b.	Sanyo Supplies	26.5%
Item: 145b.	Shure Supplies	35.0%
Item: 148b.	Sony General Supplies	20.0%
Item: 149b.	Sony Professional Supplies	23.0%
Item: 157b.	Toshiba Supplies	32.5%

Item: 168a.	Vizio Equipment	15.0%
Item: 168b.	Vizio Supplies	30.0%
Item: 171b.	Yamaha Supplies	33.6%

J. MIDTOWN VIDEO, INC.
 4824 SW 74TH COURT
 MIAMI, FLORIDA 33155
 OWNER/OFFICER: KENNETH MILLER, PRESIDENT

Highest Percentage Discount:

Item: 66a.	Harris Equipment	14.0%
Item: 66b.	Harris Supplies	14.0%
Item: 77a.	JVC General Equipment	12.0%
Item: 94a.	Lowepro Equipment	10.0%
Item: 94b.	Lowepro Supplies	10.0%

K. PRO SOUND, INC.
 1375 NE 123RD STREET
 MIAMI, FLORIDA 33161
 OWNER/OFFICER: ROD SINTOW, CEO

Highest Percentage Discount:

Item: 1a.	360 Systems Equipment	15.1%
Item: 1b.	360 Systems Supplies	15.1%
Item: 6a.	Analog Way Equipment	18.9%
Item: 6b.	Analog Way Supplies	18.9%
Item: 7a.	Anchor Equipment	36.4%
Item: 7b.	Anchor Supplies	36.4%
Item: 10a.	Audio -Technica Equipment	36.2%
Item: 10b.	Audio -Technica Supplies	36.2%
Item: 15a.	Belden Products	49.0%
Item: 15b.	Belden Supplies	49.0%
Item: 20a.	Bogen/Manfrotto Equipment	23.3%
Item: 20b.	Bogen/Manfrotto Supplies	23.3%
Item: 21a.	Bose Equipment	15.1%
Item: 36a.	Crestron Electronics Equipment	51.0%
Item: 36b.	Crestron Electronics Supplies	51.0%
Item: 37a.	Crown Audio Equipment	44.0%
Item: 37b.	Crown Audio Supplies	44.0%
Item: 46a.	Draper Equipment	39.5%
Item: 46b.	Draper Supplies	39.5%
Item: 50a.	Elmo Equipment	50.0%
Item: 50b.	Elmo Supplies	50.0%
Item: 53a.	Extron Electronics Equipment	43.9%
Item: 53b.	Extron Electronics Equipment	43.9%
Item: 57a.	FSR Inc. Equipment	25.5%

Item: 57b.	FSR Inc Supplies	25.5%
Item: 58a.	Fuji Equipment	19.0%
Item: 58b.	Fuji Supplies	19.0%
Item: 63a.	Gefen Equipment	30.1%
Item: 63b.	Gefen Supplies	30.1%
Item: 78a.	JVC Professional Equipment	18.9%
Item: 78b.	JVC Professional Supplies	18.9%
Item: 93a.	Lowell Equipment	33.5%
Item: 93b.	Lowell Supplies	30.0%
Item: 95a.	Lumens Equipment	35.7%
Item: 95b.	Lumens Supplies	35.7%
Item: 96a.	Mackie Equipment	34.3%
Item: 96b.	Mackie Supplies	34.3%
Item: 106a.	Navatar Equipment	10.0%
Item: 106b.	Navatar Supplies	10.0%
Item: 120a.	Pelco Equipment	35.6%
Item: 120b.	Pelco Supplies	35.6%
Item: 123a.	Pioneer Equipment	21.5%
Item: 123b.	Pioneer Supplies	21.5%
Item: 134a.	RGB Spectrum Equipment	25.6%
Item: 134b.	RGB Spectrum Supplies	25.6%
Item: 144a.	Sharp Equipment	34.5%
Item: 145a.	Shure Equipment	44.0%
Item: 155a.	Telex Equipment	28.3%
Item: 155b.	Telex Supplies	28.3%
Item: 157a.	Toshiba Equipment	23.0%
Item: 164a.	VFI Equipment	28.0%
Item: 164b.	VFI Supplies	28.0%
Item: 169a.	Vutec Equipment	28.0%
Item: 169b.	Vutec Supplies	28.0%
Item: 171a.	Yamaha Equipment	25.25%

L. RICOH USA, INC.
1200 SOUTH PINE ISLAND ROAD
PLANTATION, FLORIDA 33324
OWNER/OFFICER: MARTIN BRODIGAN, PRESIDENT

Highest Percentage Discount:

Item: 135a.	Ricoh Equipment	20-27%
Item: 135b.	Ricoh Supplies	20-27%

M. SILMAR ELECTRONICS, INC.
3405 NW 113TH COURT
MIAMI, FLORIDA 33178
OWNER/OFFICER: JORGE SMITH, PRESIDENT

Highest Percentage Discount:

Item: 4a.	Altronix Equipment	41.0%
Item: 4b.	Altronix Supplies	41.0%
Item: 43a.	Ditek Equipment	47.0%
Item: 43b.	Ditek Supplies	47.0%
Item: 56a.	Follett Equipment	56.0%
Item: 56b.	Follett Supplies	56.0%
Item: 68a.	Hikvision Products	45.0%
Item: 68b.	Hikvision Supplies	45.0%
Item: 71a.	Ideal Equipment	15.0%
Item: 71b.	Ideal Supplies	15.0%
Item: 75a.	Interlogix United Technologies Products	56.0%
Item: 75b.	Interlogix United Technologies Supplies	56.0%
Item: 101a.	Middle Atlantic Equipment	45.0%
Item: 101b.	Middle Atlantic Supplies	45.0%
Item: 105a.	Napco Equipment	45.0%
Item: 105b.	Napco Supplies	45.0%
Item: 109a.	Nitek Equipment	42.0%
Item: 109b.	Nitek Supplies	42.0%
Item: 110a.	NVT Equipment	42.0%
Item: 110b.	NVT Supplies	42.0%
Item: 131a.	Quest Technologies Equipment	41.0%
Item: 131b.	Quest Technologies Supplies	41.0%
Item: 137a.	Samsung Equipment	50.0%
Item: 137b.	Samsung GVI Equipment	50.0%
Item: 138a.	Samsung GVI Supplies	50.0%
Item: 138b.	Samsung Supplies	50.0%
Item: 158a.	Totevision Equipment	35.0%
Item: 158b.	Totevision Supplies	35.0%
Item: 159a.	Toyo Equipment	60.0%
Item: 159b.	Toyo Supplies	60.0%
Item: 166a.	Viewsonic Equipment	40.0%
Item: 166b.	Viewsonic Supplies	40.0%

N. SMILEY'S AUDIO-VISUAL, INC.

2415 FINGER LANE

BARTOW, FLORIDA 33830

OWNER/OFFICER: JAMES SMILEY, VICE PRESIDENT

Highest Percentage Discount:

Item: 24a.	Califone Equipment	51.0%
Item: 24b.	Califone Supplies	51.0%
Item: 26b.	Casino Equipment	34.0%
Item: 84a.	Kramer Equipment	41.3%
Item: 84b.	Kramer Supplies	41.3%
Item: 102a.	Mimio Equipment	18.0%

Item: 102b.	Mimio Supplies	18.0%
Item: 116b.	Panasonic Supplies	20.0%
Item: 148a.	Sony General Equipment	18.2%

O. TROXELL COMMUNICATIONS, INC.
4675 EAST COTTON CENTER BLVD, SUITE 155
PHOENIX, ARIZONA 85040
OWNER/OFFICER: MICHAEL RUPRICH, PRESIDENT

Highest Percentage Discount:

Item: 9a.	Atlas Equipment	37.0%
Item: 9b.	Atlas Supplies	37.0%
Item: 14a.	Avermedia Equipment	32.0%
Item: 14b.	Avermedia Supplies	32.0%
Item: 17a.	BenQ Equipment	39.0%
Item: 17b.	BenQ Supplies	39.0%
Item: 18a.	Blonder Tongue Equipment	39.0%
Item: 18b.	Blonder Tongue Supplies	39.0%
Item: 25a.	Canon Equipment	20.0%
Item: 25b.	Canon Supplies	20.0%
Item: 39a.	Dbx Professional Products Equipment	36.0%
Item: 39b.	Dbx Professional Products Supplies	37.0%
Item: 42a.	Denon Equipment	23.0%
Item: 69a.	Hitachi Equipment	60.0%
Item: 69b.	Hitachi Supplies	60.0%
Item: 76a.	JBL Equipment	37.0%
Item: 76b.	JBL Supplies	37.0%
Item: 80a.	Kensington Equipment	12.0%
Item: 80b.	Kensington Supplies	12.0%
Item: 83a.	Koss Equipment	22.0%
Item: 83b.	Koss Supplies	22.0%
Item: 88a.	Liberty Wire and Cable Equipment	42.0%
Item: 88b.	Liberty Wire and Cable Supplies	42.0%
Item: 97a.	Magnavox Equipment	18.0%
Item: 97b.	Magnavox Supplies	18.0%
Item: 98a.	Marantz Equipment	21.0%
Item: 98b.	Marantz Supplies	21.0%
Item: 99a.	Marshall Electronics Equipment	22.0%
Item: 99b.	Marshall Electronics Supplies	22.0%
Item: 107b.	NEC Supplies	43.0%
Item: 111a.	Oklahoma Sound Equipment	38.0%
Item: 111b.	Oklahoma Sound Supplies	38.0%
Item: 113a.	Olympus Equipment	6.0%
Item: 113b.	Olympus Supplies	6.0%
Item: 119a.	Peerless Equipment	48.0%
Item: 119b.	Peerless Supplies	48.0%
Item: 128a.	Premier Mounts Equipment	42.0%

Item: 128b.	Premier Mounts Supplies	42.0%
Item: 150a.	Sound Craft Systems Equipment	36.0%
Item: 150b.	Sound Craft Systems Supplies	36.0%
Item: 151a.	Soundcraft Equipment	36.0%
Item: 151b.	Soundcraft Supplies	36.0%
Item: 152a.	Sylvania Equipment	36.0%

P. VISIONWORX, LLC
5530 FLORIDA MINING BOULEVARD SOUTH
JACKSONVILLE, FLORIDA 32257
OWNER/OFFICER: JOHN DOSTER, PRESIDENT

Highest Percentage Discount:

Item: 52a.	Epson Equipment	59.0%
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ALTERNATE:

I. AUDIO VISUAL INNOVATIONS, INC.
6301 BENJAMIN ROAD, SUITE 101
TAMPA, FLORIDA 33634
OWNER/OFFICER: RAJ DANI, CFO

Highest Percentage Discount:

Item: 6a.	Analog Way Equipment	16.5%
Item: 6b.	Analog Way Supplies	16.5%
Item: 9b.	Atlas Supplies	31.1%
Item: 15a.	Belden Products	25.5%
Item: 15b.	Belden Supplies	25.5%
Item: 37a.	Crown Audio Equipment	36.1%
Item: 37b.	Crown Audio Supplies	36.1%
Item: 38b.	Da-Lite Supplies	30.5%
Item: 52a.	Epson Equipment	58.1%
Item: 57a.	FSR Inc. Equipment	22.5%
Item: 63a.	Gefen Equipment	25.0%
Item: 63b.	Gefen Supplies	25.0%
Item: 69a.	Hitachi Equipment	35.0%
Item: 69b.	Hitachi Supplies	20.0%
Item: 74b.	InfocusSupplies	16.0%
Item: 119a.	Peerless Equipment	36.5%
Item: 119b.	Peerless Supplies	36.5%
Item: 134a.	GB Spectrum Equipment	21.0%
Item: 134b.	GB Spectrum Supplies	21.0%
Item: 144a.	Sharp Equipment	27.1%
Item: 145a.	Shure Equipment	30.1%
Item: 145b.	Shure Supplies	30.1%

Item: 148a.	Sony General Equipment	10.0%
Item: 149b.	Sony Professional Supplies	20.0%
Item: 158a.	Totevision Equipment	31.5%
Item: 158b.	Totevision Supplies	31.5%

II. ATCI COMMUNICATIONS, INC.
1270 NW 165TH STREET
MIAMI, FLORIDA 33169
OWNER/OFFICER: VINCENT VENTO, PRESIDENT

Highest Percentage Discount:

Item: 4a.	Altronix Equipment	20.0%
Item: 4b.	Altronix Supplies	20.0%
Item: 8a.	APC UPS Systems Products	15.0%
Item: 8b.	APC UPS Systems Supplies	15.0%
Item: 11a.	Audio Enhancement Equipment	5.0%
Item: 11b.	Audio Enhancement Supplies	5.0%
Item: 16a.	Belkin Equipment	5.0%
Item: 16b.	Belkin Supplies	5.0%
Item: 23a.	Brother Equipment	5.0%
Item: 23b.	Brother Supplies	5.0%
Item: 43a.	Ditek Equipment	21.0%
Item: 43b.	Ditek Supplies	21.0%
Item: 45a.	Dolby Equipment	5.0%
Item: 45b.	Dolby Supplies	5.0%
Item: 54a.	Fender Equipment	5.0%
Item: 54b.	Fender Supplies	5.0%
Item: 56a.	Follett Equipment	5.0%
Item: 56b.	Follett Supplies	5.0%
Item: 58a.	Fuji Equipment	5.0%
Item: 58b.	Fuji Supplies	5.0%
Item: 61a.	GBC Equipment	5.0%
Item: 61b.	GBC Supplies	5.0%
Item: 68a.	Hikvision Products	43.0%
Item: 68b.	Hikvision Supplies	43.0%
Item: 75a.	Interlogix United Technologies Products	48.0%
Item: 75b.	Interlogix United Technologies Supplies	48.0%
Item: 80a.	Kensington Equipment	5.0%
Item: 80b.	Kensington Supplies	5.0%
Item: 83a.	Koss Equipment	5.0%
Item: 83b.	Koss Supplies	5.0%
Item: 92a.	Logitech Equipment	5.0%
Item: 92b.	Logitech Supplies	5.0%
Item: 94a.	Lowepro Equipment	5.0%
Item: 94b.	Lowepro Supplies	5.0%
Item: 97a.	Magnavox Equipment	5.0%
Item: 97b.	Magnavox Equipment	5.0%

Item: 103a.	Mitsubishi Equipment	5.0%
Item: 103b.	Mitsubishi Supplies	5.0%
Item: 105a.	Napco Equipment	34.0%
Item: 105b.	Napco Supplies	34.0%
Item: 106a.	Navatar Equipment	5.0%
Item: 106b.	Navatar Supplies	5.0%
Item: 109a.	Nitek Equipment	26.0%
Item: 109b.	Nitek Supplies	26.0%
Item: 110a.	NVT Equipment	26.0%
Item: 110b.	NVT Supplies	26.0%
Item: 111a.	Oklahoma Sound Equipment	5.0%
Item: 111b.	Oklahoma Sound Supplies	5.0%
Item: 113a.	Olympus Equipment	5.0%
Item: 113b.	Olympus Supplies	5.0%
Item: 120a.	Pelco Equipment	20.0%
Item: 120b.	Pelco Supplies	20.0%
Item: 122a.	Phillips Equipment	5.0%
Item: 122b.	Phillips Supplies	5.0%
Item: 124a.	Plantronics Equipment	5.0%
Item: 124b.	Plantronics Supplies	5.0%
Item: 127a.	Polyvision Equipment	5.0%
Item: 127b.	Polyvision Supplies	5.0%
Item: 131a.	Quest Technologies Equipment	15.0%
Item: 131b.	Quest Technologies Supplies	15.0%
Item: 133a.	RCA Equipment	5.0%
Item: 133b.	RCA Supplies	5.0%
Item: 135a.	Ricoh Equipment	5.0%
Item: 135b.	Ricoh Supplies	5.0%
Item: 137a.	Samsung Equipment	41.0%
Item: 137b.	Samsung GVI Equipment	41.0%
Item: 138a.	Samsung GVI Supplies	41.0%
Item: 138b.	Samsung Supplies	41.0%
Item: 139a.	SanDisk Equipment	5.0%
Item: 139b.	SanDisk Supplies	5.0%
Item: 141a.	Sanyo Equipment	5.0%
Item: 141b.	Sanyo Supplies	5.0%
Item: 147a.	Smith - Victor Equipment	5.0%
Item: 147b.	Smith - Victor Supplies	5.0%
Item: 150a.	Sound Craft Systems Equipment	5.0%
Item: 150b.	Sound Craft Systems Supplies	5.0%
Item: 152a.	Sylvania Equipment	5.0%
Item: 159a.	Toyo Equipment	5.0%
Item: 159a.	Toyo Supplies	5.0%
Item: 162a.	Variquest Equipment	5.0%
Item: 162b.	Variquest Supplies	5.0%
Item: 168a.	Vizio Equipment	5.0%
Item: 168b.	Vizio Supplies	5.0%

III. CAMCOR, INC.
2273 SOUTH CHURCH STREET
BURLINGTON, NORTH CAROLINA 27215
OWNER/OFFICER: RAYMOND BAILEY, PRESIDENT

Highest Percentage Discount:

Item: 17b.	BenQ Supplies	11.0%
Item: 25a.	Canon Equipment	17.5%
Item: 30b.	ClearOne Supplies	11.0%
Item: 74a.	Infocus Equipment	15.0%
Item: 78a.	JVC Professional Equipment	15.0%

IV. CDW GOVERNMENT, LLC
200 NORTH MILWAUKEE AVENUE
VERNON HILLS, ILLINOIS 60061
OWNER/OFFICER: THOMAS RICHARD, MANAGER

Highest Percentage Discount:

Item: 14a.	Avermedia Equipment	24.0%
Item: 14b.	Avermedia Supplies	24.0%
Item: 107b.	NEC Supplies	23.0%

V. EMTEC FEDERAL, INC.
2355 DULLES CORNER BOULEVARD, SUITE 600
HERNDON, VIRGINIA 20171
OWNER/OFFICER: BARRY CULMAN, CEO

Highest Percentage Discount:

Item: 7a.	Anchor Equipment	35.0%
Item: 7b.	Anchor Equipment	35.0%
Item: 30a.	ClearOne Equipment	15.0%
Item: 76a.	JBL Equipment	36.0%
Item: 76b.	JBL Supplies	36.0%
Item: 107a.	NEC Equipment	34.0%

VI. GLOBALXNET TECHNOLOGIES, LLC **MBE/MWBE**
9101 NW 7TH AVENUE, B21
MIAMI, FLORIDA 33150
OWNER/OFFICER: MACK SAMUEL, MANAGER
AFRICAN-AMERICAN MALE

Highest Percentage Discount:

Item: 70a.	HP Equipment	10.0%
Item: 70b.	HP Supplies	10.0%

Item: 74a.	Infocus Equipment	15.0%
Item: 86a.	Lenovo Equipment	10.0%
Item: 86b.	Lenovo Supplies	10.0%
Item: 102a.	Mimio Equipment	15.0%
Item: 102b.	Mimio Supplies	15.0%
Item: 104b.	Motorola Supplies	15.0%
Item: 126a.	Polycom Equipment	15.0%
Item: 126b.	Polycom Supplies	15.0%
Item: 157a.	Toshiba Equipment	15.0%

VII. IMAGE PRO INTERNATIONAL, INC.
7640 NW 25th STREET, UNIT 113
MIAMI, FLORIDA 33122
OWNER/OFFICER: FREDERIC FRIEDMANN, PRESIDENT

Highest Percentage Discount:

Item: 70b.	HP Supplies	10.0%
Item: 86a.	Lenovo Equipment	10.0%
Item: 86b.	Lenovo Supplies	10.0%

VIII. IPHONE AND IPAD WAREHOUSE, LLC. **SBE/MWBE**
18149 NE 19th AVENUE
NORTH MIAMI BEACH, FLORIDA 33162
OWNER/OFFICER: BRIAN FARRELL, MANAGER
AFRICAN-AMERICAN MALE

Highest Percentage Discount:

Item: 12a.	Audix Equipment	25.8%
Item: 12b.	Audix Supplies	33.8%
Item: 21a.	Bose Equipment	10.0%
Item: 25b.	Canon Supplies	18.0%
Item: 39b.	Dbx Professional Products Supplies	36.0%
Item: 42a.	Denon Equipment	21.0%
Item: 52b.	Epson Supplies	35.0%
Item: 77a.	JVC General Equipment	10.8%
Item: 78b.	JVC Professional Supplies	15.6%
Item: 123a.	Pioneer Equipment	13.0%
Item: 123b.	Pioneer Supplies	21.0%
Item: 130b.	Promethean Supplies	30.0%
Item: 144b.	Sharp Supplies	25.0%
Item: 148a.	Sony General Equipment	10.0%

IX. MIDTOWN VIDEO, INC.
 4824 SW 74th COURT
 MIAMI, FLORIDA 33155
 OWNER/OFFICER: KENNETH MILLER, PRESIDENT

Highest Percentage Discount:

Item: 1a.	360 Systems Equipment	10.0%
Item: 1b.	360 Systems Supplies	10.0%
Item: 20a.	Bogen/Manfrotto Equipment	13.0%
Item: 20b.	Bogen/Manfrotto Supplies	13.0%
Item: 57b.	FSR Inc. Supplies	13.0%
Item: 77b.	JVC General Supplies	12.0%
Item: 160a.	Tripp Lite Equipment	15.0%
Item: 160b.	Tripp Lite Supplies	15.0%

X. PRO SOUND, INC.
 1375 NE 123rd STREET
 MIAMI, FLORIDA 33161
 OWNER/OFFICER: ROD SINTOW, CEO

Highest Percentage Discount:

Item: 17a.	BenQ Equipment	29.5%
Item: 18a.	Blonder Tongue Equipment	23.7%
Item: 18b.	Blonder Tongue Supplies	23.7%
Item: 21b.	Bose Supplies	15.1%
Item: 28a.	Chief Equipment	46.3%
Item: 28b.	Chief Supplies	46.3%
Item: 29a.	Christie Digital Equipment	19.5%
Item: 29b.	Christie Digital Supplies	12.5%
Item: 38a.	Da-Lite Equipment	31.0%
Item: 39a.	Dbx Professional Products Equip	34.0%
Item: 66a.	Harris Equipment	12.1%
Item: 66b.	Harris Supplies	12.1%
Item: 87a.	LG Equipment	20.5%
Item: 87b.	LG Supplies	20.5%
Item: 88a.	Liberty Wire & Cable Equipment	28.0%
Item: 88b.	Liberty Wire & Cable Supplies	22.0%
Item: 98a.	Marantz Equipment	17.5%
Item: 98b.	Marantz Supplies	17.5%
Item: 99a.	Marshall Electronics Equip	21.5%
Item: 99b.	Marshall Electronics Suppl	21.5%
Item: 101a.	Middle Atlantic Equipment	42.1%

Item: 101b.	Middle Atlantic Supplies	42.1%
Item: 116b.	Panasonic Supplies	15.5%
Item: 117a.	Panasonic Video Surveillance Products	6.5%
Item: 128a.	Premier Mounts Equipment	28.9%
Item: 128b.	Premier Mounts Supplies	28.9%
Item: 136a.	Roland Equipment	19.0%
Item: 136b.	Roland Supplies	19.0%
Item: 149a.	Sony Professional Equipment	19.5%
Item: 151a.	Soundcraft Equipment	32.5%
Item: 151b.	Soundcraft Supplies	32.5%
Item: 157b.	Toshiba Supplies	23.0%
Item: 168a.	Vizio Equipment	5.0%
Item: 168b.	Vizio Supplies	5.0%
Item: 171b.	Yamaha Supplies	25.25%

XI. SILMAR ELECTRONICS, INC.
3405 NW 113th COURT
MIAMI, FLORIDA 33178
OWNER/OFFICER: JORGE SMITH, PRESIDENT

Highest Percentage Discount:

Item: 2a.	Advidia Products	26.0%
Item: 2b.	Advidia Supplies	26.0%
Item: 35a.	CRC Video Solutions Products	30.0%
Item: 35b.	CRC Video Solutions Supplies	30.0%
Item: 41a.	Dell Equipment	15.0%
Item: 41b.	Dell Supplies	15.0%
Item: 114a.	OpenEye Products	38.0%
Item: 114b.	OpenEye Supplies	38.0%
Item: 117b.	Panasonic Video Surv Supplies	36.0%

XII. SMILEY'S AUDIO VISUAL
2415 FINGER LANE
BARTOW, FLORIDA 33830
OWNER/OFFICER: JAMES SMILEY, VICE PRESIDENT

Highest Percentage Discount:

Item: 22a.	Bretford Equipment	34.0%
Item: 22b.	Bretford Supplies	34.0%
Item: 26b.	Casio Supplies	34.0%
Item: 36a.	Crestron Electronics Equipment	48.0%
Item: 36b.	Crestron Electronics Supplies	48.0%
Item: 46a.	Draper Equipment	34.0%
Item: 46b.	Draper Supplies	34.0%
Item: 47a.	Dukane Equipment	49.0%
Item: 47b.	Dukane Supplies	49.0%

Item: 50a.	Elmo Equipment	41.3%
Item: 50b.	Elmo Supplies	41.3%
Item: 70b.	HP Supplies	10.0%
Item: 116a.	Panasonic Equipment	20.0%
Item: 146b.	Smart-Technologies Supplies	19.4%
Item: 148b.	Sony General Supplies	18.2%
Item: 166a.	Viewsonic Equipment	29.0%
Item: 166b.	Viewsonic Supplies	29.0%

XIII. TROXELL COMMUNICATIONS, INC.
4675 EAST COTTON CENTER BOULEVARD, SUITE 155
PHOENIX, ARIZONA 85040
OWNER/OFFICER: MICHAEL RUPRICH, PRESIDENT

Highest Percentage Discount:

Item: 3a.	AKG Equipment	36.0%
Item: 3b.	AKG Supplies	36.0%
Item: 10a.	Audio -Technica Equipment	36.0%
Item: 10b.	Audio -Technica Supplies	36.0%
Item: 19a.	BMS Equipment	28.0%
Item: 19b.	BMS Supplies	28.0%
Item: 24a.	Califone Equipment	46.0%
Item: 24b.	Califone Supplies	46.0%
Item: 26a.	Casio Equipment	33.0%
Item: 33a.	Comprehensive Equipment	33.0%
Item: 33b.	Comprehensive Supplies	33.0%
Item: 42b.	Denon Supplies	21.0%
Item: 84a.	Kramer Equipment	41.0%
Item: 84b.	Kramer Supplies	41.0%
Item: 93a.	Lowell Equipment	18.0%
Item: 93b.	Lowell Supplies	18.0%
Item: 95a.	Lumens Equipment	33.0%
Item: 95b.	Lumens Supplies	33.0%
Item: 96a.	Mackie Equipment	34.0%
Item: 96b.	Mackie Supplies	34.0%
Item: 118a.	Peavey Equipment	12.0%
Item: 118b.	Peavey Supplies	12.0%
Item: 154a.	Teachlogic Equipment	30.0%
Item: 154b.	Teachlogic Equipment	30.0%
Item: 155a.	Teachlogic Equipment	28.0%
Item: 155b.	Teachlogic Equipment	28.0%
Item: 156a.	Teachlogic Equipment	29.0%
Item: 156b.	Teachlogic Equipment	29.0%
Item: 164a.	VFI Equipment	25.0%
Item: 164b.	VFI Supplies	25.0%
Item: 169a.	Vutec Equipment	12.0%

Item: 169b.	Vutec Supplies	12.0%
Item: 171a.	Yamaha Equipment	22.0%

- XIV. UNITED DATA TECHNOLOGIES, INC. **MWBE**
8825 NW 21ST TERRACE
MIAMI, FLORIDA 33172
OWNER/OFFICER: ENRIQUE FLETCHES, PRESIDENT
HISPANIC-AMERICAN MALE

Highest Percentage Discount:

Item: 53a.	Extron Electronics Equipment	42.0%
Item: 53b.	Extron Electronics Supplies	42.0%
Item: 102a.	Mimio Equipment	15.0%
Item: 102b.	Mimio Supplies	15.0%
Item: 130a.	Promethean Equipment	20.0%

- XV. VISIONWORX, LLC
5530 FLORIDA MINING BOULEVARD SOUTH
JACKSONVILLE, FLORIDA 32257
OWNER/OFFICER: JOHN DOSTER, PRESIDENT

Highest Percentage Discount:

Item: 5a.	AMX Equipment	44.25%
Item: 5b.	AMX Supplies	44.25%
Item: 9a.	Atlas Equipment	33.0%
Item: 146a.	Smart Technologies Equipment	30.0%

2. **AUTHORIZE** Procurement Management Services to purchase, at catalog discount, quantities, for audio visual, television, photographic, misc. equipment, supplies and installation services, for up to the total estimated amount of \$10,000,000, for the initial contract term, and an amount not to exceed \$5,000,000, for each subsequent one (1) year extension period(s). Board authorization of this recommendation does not mean the amount shown will be expended.

JMM/dw