

BOARD OF BIDS AND CONTRACTS, JULY 8, 2010

1. CLASSROOM EQUIPMENT & INSTALLATION for the NATIONAL CENTER for AVIATION TRAINING - FACILITIES DEPARTMENT

FUNDING - NCAT FURNITURE FIXTURES & EQUIPMENT

(Request for Proposal sent to two-hundred & sixty-five vendors)

RFP #10-0147 Req 10041570

	Ford Audio-Video	SKC Communication Products, Inc.	Dell Marketing	M-Wave
Classroom Equipment & Installation for NCAT	\$209,990.30	\$211,065.90	\$128,950.95	no bid
Lead time	4-6 weeks	6-8 weeks	4 weeks	
Addenda	Y	Y	Y	
	Tower Products, Inc. dba Markertek Video Supply	Corbett Technology Solutions, Inc.	Kansas Audio Video	Mission Audio Visual
Classroom Equipment & Installation for NCAT	no bid	\$210,056.00	\$105,149.95	\$174,882.51
Lead time		5 weeks	4-5 weeks	2 weeks
Addenda		Y	N	Y
	Smith Audio Visual, Inc.	The Bill Guy Technology Solutions, Inc.	CDW-G	
Classroom Equipment & Installation for NCAT	\$119,625.51	\$237,528.03	no bid	
Lead time	4 weeks	not provided		
Addenda	Y	N		

On the recommendation of Joe Thomas, on behalf of the Facilities Department, Jennifer Dombaugh recommends to **accept the proposal from Smith Audio Visual, Inc. in the amount of \$119,625.51**. Irene Hart seconded the motion. The motion passed unanimously.

A committee comprised of Paula Downs and Kelli Grant - Project Services, Randy Roebuck - Executive Director of Technology/Operations for WATC, and Joe Thomas - Purchasing reviewed proposals submitted for content, qualifications, costs, and approach to the project.

The committee shortlisted the following vendors for further review: Ford Audio-Video, SKC Communication Products, Inc., Corbett Technology Solutions, Inc., Mission Audio Visual, and Smith Audio Visual, Inc. A series of interviews were conducted and references were checked. The committee unanimously agreed that Smith Audio Visual, Inc. offered the best overall proposal.

Kansas Audio Video offered the lowest cost but did not provide a comprehensive proposal addressing the requirements of the RFP.

The equipment includes computers, document imaging cameras, projectors, speakers, amplifiers, multimedia cabling/wireless and marker boards that will be installed to equip 21 classrooms and 4 conference rooms at the NCAT facility.

BOARD OF BIDS AND CONTRACTS, JULY 8, 2010

Question was asked, out of 265 potential vendors, why only 11 responses? The RFP was sent to a variety of vendor lists, including suppliers for computers and the various components that would comprise the classroom technology. The RFP offered vendors an opportunity to partner with each other and provide a single vendor response and point of contact. The majority of vendors chose not to provide such an integration.

Question was asked if Smith Audio Visual a local vendor? Smith Audio Visual is located in Topeka, KS.

Question was asked as to why the wide range of bid pricing? Was there major differences in brands offered? The brands offered were equivalent and in most cases the suggested brands provided by name in the RFP. The major differences in pricing were due to several other factors, such as: size of the company, overhead costs based on the size of the company, differences in the purchasing discounts offered to each vendor by the manufacturers, and physical location of the vendor (out of town vendors included travel and hotel costs in their responses).

In reviewing proposals, neither quality of service or efficiency of workmanship was sacrificed by choosing a lower priced vendor. Smith Audio Visual's references were good and their previous interaction with the County included the major audio/video work done for the County Commission meeting room on the 3rd floor of the Main Courthouse. This vendor's quality of work and efficiency were verified and the proposal offered was what the committee felt was the best value.

BOARD OF BIDS AND CONTRACTS, JULY 8, 2010

o

of

f

BOARD OF BIDS AND CONTRACTS, JULY 8, 2010

r