

BID TABULATION
GARLAND INDEPENDENT SCHOOL DISTRICT

Company Name	ProComputing Corporation 1SP	Best Buy for Business 1SP	Aves Audio Visual Systems, Inc. 1SP	ACP Direct 1SP	Digital Resources, Inc. 1SP
Does your firms have an on-line catalog?	NO	YES	NO	YES	YES
Yes, please list website address: If no, do you anticipate having an online catalog within one year of opening date of this RFP?	YES-plan to have an on-line catalog within one-year of the opening date of this RFP.	www.bestbuyforbusiness.com	NO	www.acpdirect.com	www.digitalresources.com/avcat/CH2156/index.cfm
Response time and/or pickup time of 3 hours from time of request for goods/service is required. Can your firm meet this requirement	YES	YES	NO	YES* *ACP must be notified in advance by phone someone will pick up order. This must be done before order is shipped	YES
Is pick up available?	YES	YES	NO	YES* *ACP must be notified in advance by phone someone will pick up order. This must be done before order is shipped	YES
Is delivery available?	YES	YES	YES	YES- By common carrier only	YES
Does your firm operate from a storefront?	NO	NO	NO	NO	YES
Does your firm operate multiple locations	NO	YES	NO	NO	NO
Is discount available at all locations?	YES	NO	N/A	N/A	NO
List all locations for which the discount pricing applies	ProComputing Corporation 747 Port America Place, Suite 200 Grapevine, TX 76051 Michael McKinstry 214-420-8350	N/A	Aves Audio Visual Systems, Inc. P.O. Box 500 Sugar Land, TX 77487 281-295-1300 FAX# 281-295-1310 Email: sales@avesav.com	ACP Direct 2125 Chenault Drive, Suite 101, Carrollton, TX 75006 800-238-8009	N/A
Business hours	9-5 Monday-Friday	7:00 am - 7:30 pm	8 am - 5 pm	8 am - 5 pm Mon - Fri.	M-F 8:30-5:30
Primary Vendor Contact	Michael KcKinstry 214-420-8350	Scott Parson (512) 827-1446 Scott.Parson@bestbuy.com	Aves Audio Visual Systems, Inc. P.O. Box 500 Sugar Land, TX 77487 281-295-1300 FAX# 281-295-1310 Email: sales@avesav.com	Kelly Rogan 800-238-8009	Tim Bock 817-481-9300 x212 tbook@digitalresources.com
If supplies and/or equipment is picked-up by GISD, are additional discounts applicable?	NO	NO	NO	NO	NO
Lead-time required for pick-up, will-call items	1 hour	N/A	N/A	1 Day preferred	2 Hours
Do you have service personnel and installers on staff?	YES	NO, no sub-contractors	NO, no sub-contractors	NO, no sub-contractors	YES
Installation Hourly Rate, regular business hours	\$120/hour	N/A	N/A	N/A	\$65.00/hour
Define "regular business hours" for your firm	9am-5pm Mon-Fri. installation during the school year is often performed after hours due to school needs.	N/A	N/A	N/A	8:30 am - 5:30 pm
Installation After Hours Rate	\$120/hour	N/A	N/A	N/A	\$97.50/hour
Define "after hours" for your firm	5-11 Mon-Fri	N/A	N/A	N/A	after 6:00 pm - weekends n/a during holidays
Service Hourly Rate, regular business hours	\$120/hour	N/A	N/A	N/A	\$125.00/hour
Define "regular business hours" for your firm	9am-5pm Mon-Fri.	N/A	N/A	N/A	8:30 am - 5:30 pm
Service After Hours Rate, if applicable	\$120/hour	N/A	N/A	N/A	\$187.50/hour

The district solicited 300 vendors and received 10 responses
RFP #58-14 Audio Visual Supplies and Installation, Catalog 1SP-Sample Pricing Submitted Insufficient to Establish Value
1st Year Renewal

BID TABULATION
GARLAND INDEPENDENT SCHOOL DISTRICT

SAMPLE ITEM PRICING			ProCpputing Corpration			Best Buy for Business			Aves Audio Visual			ACP Direct			Digital Resources, Inc.		
Will your firm agree to hold pricing (for itmes listed in "sample pricing" for a minimum of one (1) year?			YES			NO			Maybe-6 months			N/A			NO-6 months		
Item #	QTY	Description	Price		Extended Price	Price		Extended Price	Price		Extended Price	Price		Extended Price	Price		Extended Price
1	2	Crown Amp Model XLS1000	\$295.00		\$590.00	\$157.25		\$314.50	\$275.00		\$550.00			N/A	\$271.00		\$542.00
2	1	Crown Amp Model XLS2000	\$495.00		\$495.00	\$499.99		\$499.99	\$440.00		\$440.00			N/A	\$435.00		\$435.00
3	1	QSC Amp Model RMX 1850 HD	\$695.00	ALT	\$695.00	\$602.99	ALT	\$602.99	\$556.00	ALT	\$556.00			N/A	\$749.99	ALT	\$749.99
4	4	Audio Technica Wireless Microphone Model 3000	\$559.00	ALT	\$2,236.00	\$374.99		\$1,499.96	\$344.00		\$1,376.00			N/A	\$268.75		\$1,075.00
5	2	Shure Mircophone Model SM 58	\$115.00		\$230.00	\$124.99		\$249.98	\$81.00		\$162.00			N/A	\$104.00		\$208.00
6	1	Shure Microphone Audio SM 57		NB		\$124.99		\$124.99	\$75.50		\$75.50			N/A	\$99.00		\$99.00
7	1	Shure Four Channel Mixer Model SCM 262	\$275.00		\$275.00	\$325.00		\$325.00	\$192.00		\$192.00			N/A	\$217.00		\$217.00
8	2	Alesis Nine Channel Mixer Model iMultiMix 9R		NB		\$329.99		\$659.98		NB				N/A	\$299.00		\$598.00
9	1	Electro Voice Speaker Model SX 300E	\$875.00		\$875.00	\$298.99		\$298.99	\$511.00		\$511.00			N/A	\$799.00		\$799.00
10	1	Electro Voice Powered Speaker Model SXA 360		NB		\$629.99		\$629.99	\$324.00	ALT	\$324.00			N/A	\$895.00		\$895.00
11	1	Electro Voice Speaker Model Evid 6.2	\$655.00		\$655.00	\$334.99		\$334.99	\$388.00		\$388.00			N/A	\$418.59		\$418.59
12	4	CD Player/Cassette TASCAM Model CDA 500	\$399.00	ALT	\$1,596.00	\$249.99	ALT	\$999.96	\$290.00	ALT	\$1,160.00			N/A	\$474.99	ALT	\$1,899.96
13	1	8" Quam 8" Speaker Model C5BUX	\$35.00		\$35.00	\$22.99		\$22.99		NB				N/A	\$21.09		\$21.09
14	20	JW Davis Speaker Horn Model DH-15T/8		NB		\$89.99		\$1,799.80		NB				N/A	\$72.10	ALT	\$1,442.00
15	3	SKB Effects Rack Series, 19-10U	\$275.00		\$825.00	\$229.99		\$689.97		NB				N/A	\$304.99		\$914.97
16	1	Audio Technica Headset Model Pro 8 HECW	\$109.00		\$109.00	\$374.99	ALT	\$374.99	\$82.00		\$82.00			N/A	\$108.75		\$108.75
		TOTAL			\$8,616.00			\$9,429.07			\$5,816.50			N/A			\$10,423.35
1		Percent Discount Off of a List Price	0% prices in price list already discounted			0-15%			10-75% Discount varies by manufacturer-see attached discount price schedule			Catalog- 0% Discount is from catalog or web price. Prices do not include shipping charges. All orders are FOB Destination, Prepay an Add.			15%		
2		Discount for Pick-up of Will-Call Items / Delivery Charges should be included in the discount pricing; no additional shipping/handling shall be charged.	0%			N/A			0%			0%			0%		
		If supplies and/or equipment are picked-up by GISD personnel, are additional discounts applicable?	NO			NO			NO			NO			NO		
		Minimum Order	No Minimum			N/A			\$50.00			\$1.00			N/A		
		Excluded catgories	N/A			Service and installtion are excluded from any discounts			N/A			N/A			N/A		
3		Discount may deduct ____% from current catalog price (Year 2)	0%			0-15%			0%			0%			N/A		
4		Discount may deduct ____% from current catalog price (Year 3)	0%			0-15%			0%			0%			15%		
		Accepts EPCNT	YES			YES			YES			YES			YES		

The district solicited 300 vendors and received 10 responses
RFP #58-14 Audio Visual Supplies and Installation, Catalog 1SP-Sample Pricing Submitted Insufficient to Establish Value
1st Year Renewal

BID TABULATION
GARLAND INDEPENDENT SCHOOL DISTRICT

Company Name	Troxell Communications, Inc. 1SP	Kynetic Technologies, LLC	BNC Electronics	B & H Foto & Electronics Corp 1SP	Valiant National AV Supply 1SP
Does your firms have an on-line catalog	YES	YES	YES	YES	YES
Do you anticipate having an online catalog within one year of opening date of this RFP	www.troxell.com	www.kvnetictech.com	www.BNC-AV.COM	www.bhphoto.com	www.valiantnational.com
Response time and/or pickup time of 3 hours from time of request for goods/service is required. Can your firm meet this requirement	YES	YES- on most products	NO	NO	NO
Is pick up available?	NO	NO	NO	NO	NO
Is delivery available?	YES	YES	YES	YES	NO
Does your firm operate from a storefront?	NO	NO	NO	YES	NO
Does your firm operate multiple locations	NO	NO	NO	NO	NO
Is discount available at all locations?	YES	N/A	N/A	N/A	N/A
List all locations for which the discount pricing applies	N/A	Kynetic Technologies, LLC 29605 US Hwy 19 N STE. 150 Clearwater, FL 33761 and 101-C N Greenville Ave #801 Allen, TX 75002	N/A	N/A	Valiant National AV Supply 80 Little Falls Rd. Fairfield, NJ 07004 1-800-825-4268
Business hours	7 am - 10 pm	Anytime	8 am - 5 pm central	9 am - 6 pm	9-5 EST
Primary Vendor Contact	Dave Johnson 972-795-1863 dave.johnson@trox.com	Matt McMahan 214-632-8648 mattm@kynetictech.com	Ricky Garner 855-467-9005 Chris Long 855-467-9005 Brenda Long 855-467-9005	Baila Hersko B & H Foto & Electronics Corp/Bid Dept. 420 Ninth Ave, New York, NY 10001 Tel: 212-239-7503/ 800-947-8003 EXT 7747 FAX: 212-239-7509 / 800-743-0895 Email: govdebids@bhphoto.com	Ron Wolsten 800-825-4268 x1048
If supplies and/or equipment is picked-up by GISD, are additional discounts applicable?	NO	NO	NO	N/A	N/A
Lead-time required for pick-up, will-call items	N/A	3-4 hours	N/A	N/A	N/A
Do you have service personnel and installers on staff? If No, do you provide installation/service using sub contractors?	NO-yes, have sub -contractors	YES	NO, no sub-contractors	NO, no sub-contractors	NO, no sub- contractors
Installation Hourly Rate, regular business hours	\$75.00/hour	\$35/hour	N/A	N/A	N/A
Define "regular business hours" for your firm	M-F 7 AM -6PM	8 am- 8 pm	N/A	N/A	N/A
Installation After Hours Rate	\$85.00/hour	N/A	N/A	N/A	N/A
Define "after hours" for your firm	SAT-SUN or M-F AFTER 7 PM	N/A	N/A	N/A	N/A
Service Hourly Rate, regular business hours	\$75.00/hour	\$45/hour	N/A	N/A	N/A
Define "regular business hours" for your firm	M-F 7 AM - 6 PM	8 am- 8 pm	N/A	N/A	N/A
Service After Hours Rate, if applicable	\$85.00/hour	N/A	N/A	N/A	N/A

The district solicited 300 vendors and received 10 responses
RFP #58-14 Audio Visual Supplies and Installation, Catalog 1SP-Sample Pricing Submitted Insufficient to Establish Value
1st Year Renewal

BID TABULATION
GARLAND INDEPENDENT SCHOOL DISTRICT

SAMPLE ITEMS PRICING			Troxell Communications			Kynetic Technologies			BNC Electronics			B & H Foto & Electronics			Valiant National AV Supply		
Will your firm agree to hold pricing (for itmes listed in "sample pricing" for a minimum of one (1) year?			YES			Yes			N/A			YES			YES		
Item #	QTY	Description	Price	Extended Price	Price	Extended Price	Price	Extended Price	Price	Extended Price	Price	Extended Price	Price	Extended Price	Price	Extended Price	
1	2	Crown Amp Model XLS1000	\$234.39	\$468.78	\$253.41	\$506.82	\$271.00	\$542.00	\$271.00	\$542.00	\$262.00	\$524.00	\$251.00	\$502.00			
2	1	Crown Amp Model XLS2000	\$450.28	ALT \$450.28	\$405.52	\$405.52	\$432.00	\$432.00	\$432.00	\$432.00	\$450.00	\$450.00	\$399.64	\$399.64			
3	1	QSC Amp Model RMX 1850 HD	\$577.74	ALT \$577.74	\$558.84	ALT \$558.84	\$495.00	\$495.00	\$495.00	\$495.00	NB	NB	NB	NB			
4	4	Audio Technica Wireless Microphone Model 3000	\$223.36	ALT \$893.44	\$349.00	ALT \$1,396.00	\$429.00	\$1,716.00	\$429.00	\$1,716.00	\$495.00	\$1,980.00	\$336.00	ALT \$1,344.00			
5	2	Shure Mircophone Model SM 58	\$90.38	\$180.76	\$85.00	\$170.00	\$94.00	\$188.00	\$94.00	\$188.00	\$90.00	\$180.00	\$90.40	\$180.80			
6	1	Shure Microphone Audio SM 57	\$84.13	no cable included \$84.13	\$85.00	\$85.00	\$86.00	\$86.00	\$86.00	\$86.00	\$90.00	\$90.00	\$82.70	\$82.70			
7	1	Shure Four Channel Mixer Model SCM 262	\$207.57	\$207.57	\$224.70	\$224.70	\$225.00	\$225.00	\$225.00	\$225.00	\$214.00	\$214.00	\$212.00	\$212.00			
8	2	Alesis Nine Channel Mixer Model iMultiMix 9R	NB	NB	\$254.11	\$508.22	\$279.00	ALT \$558.00	\$279.00	ALT \$558.00	NB	NB	NB	NB			
9	1	Electro Voice Speaker Model SX 300E	\$487.73	\$487.73	\$517.76	\$517.76	\$579.00	\$579.00	\$579.00	\$579.00	\$575.00	\$575.00	NB	NB			
10	1	Electro Voice Powered Speaker Model SXA 360	NB	NB	\$308.42	\$308.42	\$995.00	ALT \$995.00	\$995.00	ALT \$995.00	NB	NB	NB	NB			
11	1	Electro Voice Speaker Model Evid 6.2	\$400.62	ALT \$400.62	\$400.00	\$400.00	\$435.00	\$435.00	\$435.00	\$435.00	\$402.00	\$402.00	NB	NB			
12	4	CD Player/Cassette TASCAM Model CDA 500	\$307.42	ALT \$1,229.68	\$312.92	\$1,251.68	\$309.00	ALT \$1,236.00	\$309.00	ALT \$1,236.00	\$330.00	\$1,320.00	\$289.28	ALT \$1,157.12			
13	1	8" Quam 8" Speaker Model C5BUX	\$24.85	\$24.85	\$17.00	\$17.00	\$19.95	\$19.95	\$19.95	\$19.95	\$19.00	\$19.00	NB	NB			
14	20	JW Davis Speaker Horn Model DH-15T/8	NB	NB	\$89.00	ALT \$1,780.00	\$89.00	ALT \$1,780.00	\$89.00	ALT \$1,780.00	NB	NB	NB	NB			
15	3	SKB Effects Rack Series, 19-10U	NB	NB	\$180.65	\$541.95	\$209.00	\$627.00	\$209.00	\$627.00	\$199.00	\$597.00	NB	NB			
16	1	Audio Technica Headset Model Pro 8 HECW	\$85.28	\$85.28	\$79.00	\$79.00	\$83.00	\$83.00	\$83.00	\$83.00	\$80.00	\$80.00	\$80.50	\$80.50			
		TOTAL		\$5,090.86		\$8,750.91		\$9,996.95		\$9,996.95		\$6,431.00		\$3,958.76			
1		Percent Discount Off of a List Price	5-70%-please see atached			20%			5%			1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases. Manufacture's unilateral prices will be 0%.			20% an additional 5% off discount catalog price		
2		Discount for Pick-up of Will-Call Items / Delivery Charges should be included in the discount pricing; no additional shipping/handling shall be charged.	NB			0%			0%			N/A			N/A		
		If supplies and/or equipment are picked-up by GISD personnel, are additional discounts applicable?	NO			NO			NO			N/A			NO		
		Minimum Order	N/A			N/A			\$50.00			N/A			\$100.00		
		Excluded catgories	N/A			N/A			N/A			N/A			None		
3		Discount may deduct ___% from current catalog price (Year 2)	5-70%			20%			5%			Same			5% from current catalog discount price		
4		Discount may deduct ___% from current catalog price (Year 3)	5-70%			20%			5%			Same			5% from current catalog discount price		
		Accepts EPCNT	YES			YES			YES			YES			YES		

The district solicited 300 vendors and received 10 responses
RFP #58-14 Audio Visual Supplies and Installation, Catalog 1SP-Sample Pricing Submitted Insufficient to Establish Value
1st Year Renewal