



To: Deborah Bushnell
From: Jason Wickel
Date: August 25, 2016
Subject: Approval of Contract Awards

Per official action taken by the Board of Directors of Region 4 Education Service Center (ESC) on Tuesday, August 23, 2016 the following contracts were approved as presented:

➤ **Audio Visual Equipment, Accessories and Services**

- B & H foto Electronics Corp
- Clearwing Productions Incorporated
- Troxell Communications, Inc.

Contracts shall commence on October 1, 2016. If you have any questions, please contact me.



Region 4 Education Service Center
Purchasing Cooperative Coordinator



To: Board of Directors
From: Robert Zingelmann
Date: August 2, 2016
Subject: Recommendation of Contract Award

Region 4 ESC/TCPN held a bid opening on July 7, 2016 for RFP # 16-09 for **Audio Visual Equipment, Accessories and Services**. There were sixteen (16) proposals submitted:

Adorama Inc	Designs That Compute dba Visionality
Audio Visual Experts	ISI Automation Intl Inc
Audio Visual Innovations, Inc.	Newline Interactive Inc
B&H foto Electronics Corp.	ProComputing Corporation
Best Buy For Business	Promethean, Inc.
Clearwing Productions Incorporated	School Specialty, Inc.
Commercial Sales & Service, Inc.	Troxell Communications, Inc.
CompView	Whitlock

After careful review of all proposals, the Evaluation Team has determined that three (3) companies demonstrated the ability to provide the products and services outlined in the solicitation while offering competitive pricing to the members.

CONSIDERATION

Award of annual contract in compliance with the bid laws of the State of Texas is recommended.

RECOMMENDATION

The Evaluation Team recommends the following companies for award based on their response:

Contract	Vendor	Term of Contract
Audio Visual Equipment, Accessories and Services	B&H foto Electronics Corp. Clearwing Productions Incorporated Troxell Communications, Inc.	Three (3) years with option of two (2) one year renewals

Support documentation has been attached for your reference.

Enclosure: Bid Tab Summary



To: Robert Zingelmann
Region 4 ESC

From: Jason Wickel
Cooperative Purchasing Coordinator

Date: July 25, 2016

Re: Audio Visual Equipment, Accessories and Services; RFP # 16-09

The Elevation Committee has reviewed the responses and recommend that the following companies be awarded:

- B&H foto Electronics Corp.
- Clearwing Productions Incorporated
- Troxell Communications, Inc.

The recommended vendors submitted offers that were determined to be most advantageous to The Cooperative Purchasing Network (TCPN) members, based upon the bid tabulation. All the recommended respondents were determined to be competitively priced and strong for the specified services outlined in the RFP.

We believe all recommended vendors demonstrate the ability to provide and perform the services requested in the proposal. We will monitor their performance and determine at the end of each year if they are eligible for renewal with each new term.

This multiple award is recommended as most advantageous as it limits contract awards to the least number of suppliers necessary to meet the requirements of TCPN members. In order to serve the entire nation, a multiple award is recommended to provide any governmental agency with complete coverage of commodities, services and any other offering within the scope of proposal.

Please let me know if you have any questions.