



Audio Visual Goods and Services
Executive Summary

Lead Agency: University of California

Solicitation: 000817-Nov2018

RFP Issued: February 1, 2019

Pre-Proposal Date: NA

Response Due Date: 3/21/2019

Proposals Received: 16

Awarded to: Key Code Media Inc.

The University of California, Office of the President issued RFP 000817-Nov2018 Audio Visual Goods and Services on February 1st, 2019, to establish a national cooperative contract for Audio Visual Goods and Services.

The solicitation included cooperative purchasing language in Section A and C:

Section A:

The purpose of this Request for Proposal (the “RFP”) is to invite qualified suppliers to prepare and submit proposals to the University of California (“UC”) to provide Audio Visual equipment, materials, or supplies (“Goods”) and/or design/consultation, integration, installation and maintenance services (“Services”) (together, the “Goods and Services”) all in accordance with Federal and State of California laws and the requirements of the UC as further detailed in this RFP. The UC has partnered with OMNIA Partners to make the resultant agreement a national cooperative agreement which public agencies, across the country, will be able to utilize.

Section C:

The University of California, as the Principal Procurement Agency, defined in National Requirements Document, has partnered with OMNIA Partners to make the resultant contract (also known as the “Master Agreement” in materials distributed by OMNIA Partners) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (“Public Agencies”), through OMNIA Partners’ cooperative purchasing program. The University of California is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners (a “Participating Public Agency”). National Requirements Document contains additional information about OMNIA Partners and the cooperative purchasing agreement.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- CalUsource website
- OMNIA Partners, Public Sector website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI

- The Advocate – New Orleans, LA
- New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- South Carolina website/newsletter
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT

On March 21st, 2019 proposals were received from the following offerors:

- **AVI-SPL**
- **One Diversified**
- **Ford Audio Video LLC**
- **Lightwerks Communications Systems, Inc.**
- **Coitcom**
- **Key Code Media Inc.**
- **SHI International, Inc**
- **Golden Star Technology, Inc.**
- **Creation Networks Inc.**
- **YuJa Inc.**
- **CDW Government LLC**
- **Digital Networks Group, Inc.**
- **Whitlock Corp**
- **Ricoh USA**
- **EIDIM Group, Inc.**
- **B&H Foto & Electronics Corp**

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Key Code Media, Inc. and proceeding with contract award upon successful completion of negotiations.

The University of California, OMNIA Partners, Public Sector and Key Code Media, Inc. successfully negotiated a contract, and The University of California executed the agreement with a contract effective date of September 1st, 2019.

Contract includes:

- Tiered Service Rates
- Discounts off list price ranging from 2-48%
- Shipping and Freight costs included

Term:

Initial five-year agreement from September 1st, 2019 through August 31st, 2024 with the option to renew for three (3) additional one-year periods through August 31st, 2027.

Pricing/Discount:

See pricing files in the Master Agreement Document.

OMNIA Partners, Public Sector Web Landing Pages: