



Bid Tab Summary
Audio Visual Equipment, Accessories and Services
RFP # 16-09

The Cooperative Purchasing Network
Evaluation Criteria

Description	Total Weighted Value	<i>Adorama Inc</i>	<i>Audio Visual Experts</i>	<i>Audio Visual Innovations, Inc.</i>	<i>B&H foto Electronics Corp.</i>
Products/Pricing	40	30	30	32	35
Performance Capability	25	20	18	16	24
Qualification & Experience	25	23	18	20	24
Value Add	10	2	4	2	5
Total	100	75	70	70	88

It is recommended that the following contract award be made:

Contract

Audio Visual Equipment, Accessories and Services

Award

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

The Cooperative Purchasing Network
Evaluation Criteria

Description	Total Weighted Value	Best Buy For Business	Clearwing Productions Incorporated	Commercial Sales & Service, Inc.	CompView
Products/Pricing	40	37	30	22	28
Performance Capability	25	15	23	17	16
Qualification & Experience	25	18	23	20	24
Value Add	10	5	6	2	4
Total	100	75	82	61	72

It is recommended that the following contract award be made:

Contract

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Award

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

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Description	Total Weighted Value	<i>Designs That Compute dba Visionality</i>	<i>ISI Automation Intl Inc</i>	<i>Newline Interactive Inc</i>	<i>ProComputing Corporation</i>
Products/Pricing	40	30	15	18	34
Performance Capability	25	10	10	20	17
Qualification & Experience	25	18	5	16	22
Value Add	10	2	2	2	3
Total	100	60	32	56	76

It is recommended that the following contract award be made:

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Description	Total Weighted Value	<i>Promethean, Inc.</i>	<i>School Specialty, Inc.</i>	<i>Troxell Communications, Inc.</i>	<i>Whitlock</i>
Products/Pricing	40	18	28	38	30
Performance Capability	25	20	20	23	18
Qualification & Experience	25	20	24	24	24
Value Add	10	2	3	4	4
Total	100	60	75	89	76

It is recommended that the following contract award be made:

Contract

Audio Visual Equipment, Accessories and Services

Award

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