



Audio Visual Equipment, Accessories and Services  
Executive Summary

**Lead Agency:** Region 4 Education Service Center

**Solicitation:** RFP# 16-09

**RFP Issued:** June 8, 2016

**Pre-Proposal Date:** June 16, 2016

**Response Due Date:** July 7, 2016

**Proposals Received:** 16

**Awarded to: Troxell Communications, Inc. # R160903**

The Board of Directors of Region 4 Education Service Center (ESC), with the assistance of The Cooperative Purchasing Network (TCPN), issued RFP 16-09 for Audio Visual Equipment, Accessories and Services on June 8, 2016, to establish a national cooperative contract for audio visual equipment, accessories and services.

National Cooperative language was included in the RFP, A. Introduction, I. Background and Region 4 Education Service Center. It states:

*Region 4 Education Service Center ("Region 4 ESC" herein "Lead Public Agency") on behalf of itself and all state, local governments, school districts, and higher education institutions in the United States of America, and other governmental agencies and non-profit organizations (herein "Participating Agencies") solicits proposal from qualified Offerors to enter into a Vendor Contract ("Contract") for the goods or services solicited in this proposal.*

*Contracts are approved and awarded by a single governmental entity, Region 4 ESC, and are only available for use and benefit of all entities complying with state procurement laws and regulations (public and private schools, colleges and universities, cities, counties, non-profits, and all governmental entities). These types of contracts are commonly referred to as being "piggybackable."*

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

- Region 4 Education Service Center website
- National IPA~TCPN website
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star - Advertiser, HI
- The Herald News – Will County, IL
- The Advocate - New Orleans, LA
- USA Today
- The New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Deseret News, UT
- Richmond Times, VA
- The Olympian, WA
- Houston Community Newspapers (Cy Creek Mirror), TX

On July 7, 2016 proposals were received from the following offerors:

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

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to recommend awards to B&H foto Electronics Corp., Clearwing Productions Incorporated and Troxell Communications. Each vendor submitted comparable proposals with comparably competitive pricing and product ranges.

On Tuesday, August 23, 2016 the Board of Directors of Region 4 Education Service Center (ESC) approved the awards for audio visual equipment, accessories and services.

The Board of Directors of Region 4 Education Service Center and The Cooperative Purchasing Network (TCPN) executed the agreement with a contract effective date of October 1, 2016.

Term: Initial three (3) year agreement effective October 1, 2016 through September 30, 2019 with the option to renew for two (2) additional one-year periods through September 30, 2021.