

PURCHASING AGENDA ITEM

Hernando County School District

APPROVED

AGENDA #: 24-1964

School Board Approval Meeting:

February 6, 2024

Bid No. 24-204-16

**Bid Title: Computers & Technology:
Equipment, Software, Peripheral Devices
and Related Products**

Recommend approval of this agenda item under the specific category below:

- | | | | |
|---|--|--|---|
| <input type="checkbox"/> Lowest Bid(s) | <input type="checkbox"/> Request for Proposal(s) | <input checked="" type="checkbox"/> Low Bid(s) Meeting Specification | <input type="checkbox"/> Rejection/Cancellation |
| <input type="checkbox"/> Revised Award | <input type="checkbox"/> Renewal of Contract | <input type="checkbox"/> Sole/Single Source | <input type="checkbox"/> Re-Award (Partial/Whole) |
| <input type="checkbox"/> Contract Termination | <input type="checkbox"/> Amendments to Contract | <input type="checkbox"/> Extension of Contract | <input type="checkbox"/> Emergency |
| <input type="checkbox"/> Reversed Auction | <input type="checkbox"/> Piggyback Cooperative | <input type="checkbox"/> Responsive/Responsible Bidders | |

Bid Contract Period:

02/22/2024 through 02/21/2027

☐ N/A – One Time Purchase

Contract Type:

☐ Estimated
Dollar Amount

☐ Firm, Fixed
Dollar Amount

☐ Firm, Fixed
Unit Prices

☒ Firm, Fixed Unit Prices,
Hourly Rates, Fees and/or
Percentages

Renewal Options:

No. of Terms
Remaining
1

☐ Length of
Each Term (month)

☒ Length of
Each Term (year)
3

☐ None

Rationale/Reason: This contract awards a pool of vendors to provide new computer and technology equipment, software, peripheral devices, and related products. Sites will have the flexibility to obtain quotes from multiple awarded vendors allowing for the greatest value when making purchases.

**Bidders Electronically
Downloaded From**

Bids Received:
- 19 -

No Bids:
- 0 -

Late Bids:
- 0 -

Rejected Bids:
- 0 -

☐ N/A – Bids Not
Required:

Bidnet Direct Website: 177

Submitted By:

Christopher Reckner
Director of Purchasing & Warehousing

School(s): District Wide

Requested By:

Joseph Amato
Director of Technology & Information Services

Department(s): TIS

Recommended award, description of items and prices: (See attached)

T/C CODE: 2416

Bid #24-204-16: Computers/Technology: Equipment, Software, Peripheral Devices and Related Products

Vendor	Vendor Quote	Catalog Name & Pricelist	Percentage Discount	General Freight	Quantity Discounts	Leasing Options	Contact Info
Advanced Document Solutions, Inc	n/a	https://www.myonyxtech.com/copy-of-hernando-gsa Contact Purchasing for Password	5-20% Call for pricing	n/a	Orders exceeding \$25K qualify for additional discounts. Additional discounts can range between 5% -20% depending on items being ordered.	Yes	For Quotes and Purchase Orders: Sheryl Sowdon (407) 377-0579 ssowdon@myadsusa.com For Warranty Repairs and Replacements: Page Hair (407) 412-6929 Dispatch@myadsusa.com
Advanced Network Management, Inc. dba ANM, Inc	HCSB	See website for Price Lists: 4-ANM-Hernando School District 24-204-16 Price Lists www.anm.com	Discounts vary - call for pricing	Standard shipping only. Larger quantities may incur additional charges.	Additional discounts may be available for larger quantities on a case-by-case basis.	Yes	For Quotes and Purchase Orders: Colleen Causey (813) 480-0802 Colleen.causey@anm.com For Warranty Repairs and Replacements: Thien Cheng (866) 527-8822 bids@anm.com
AnuVision Technologies Inc	ITB 24-204-16	https://anuvisiontech.com/msrp	Discounts vary - call for pricing	Shipping is not included on products including large projector screens, furniture, and non-interactive displays.	We will provide additional discounts for volume purchases. Please contact us for specific pricing based on volume.	Yes	For Quotes and Purchase Orders: Summer Vyne (904) 772-4610 svyne@anuvisiontech.com For Warranty Repairs and Replacements: Summer Vyne (904) 772-4610 svyne@anuvisiontech.com

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Arey Jones Educational Solutions	n/a	www.areyjones.com	Discounts vary - call for pricing	n/a	n/a	Yes	<p>For Quotes and Purchase Orders: Jose Diaz (800) 998-9199 Jose.Diaz@areyjones.com</p> <p>For Warranty Repairs and Replacements: Margaret Scarpella (800) 998-9199 mattie@areyjones.com</p>
AVI-SPL LLC	n/a	https://catalog.avispl.com/	5-8%	*Free shipping excludes expedited shipping services and motor freight items such as furniture, oversize displays, motorized stands, heavy/oversize items. Please contact vendor for rates. Inside delivery and lift-gate service additional; please contact vendor for shipping rates.	Contact vendor for volume discounts. Discounts vary by manufacturer, contact vendor for assistance. special order items may not qualify for discounts. Volume licensing may not be subject to discounts. Special orders are not returnable. Website is not specific to HCSB discounts, contact vendor.	No	<p>For Quotes and Purchase Orders: Samantha Somers (813) 884-7168 Samantha.somers@avispl.com</p> <p>For Warranty Repairs and Replacements: Samantha Somers (813) 884-7168 Samantha.somers@avispl.com</p>

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Azteck Computers	n/a	Catalog Price List - n/a Website: https://www.aztekcomputers.com/	13.6-15.4%	n/a	Additional 2% if you order more than 20 products	No	For Quotes and Purchase Orders: Bharadwaj (800) 511-7525 bharadwaj@aztekcomputers.com For Warranty Repairs and Replacements: Bharadwaj (800) 511-7525 bharadwaj@aztekcomputers.com
CDW GOVERNMENT LLC	TBD	www.cdwg.com 3% minimum off CDWG Advertised price on all supplies, equipment, peripherals, and software that CDW has to offer.	3% **Fixed percentage is off current nationally advertised price listed on www.cdwg.com .	If set up needed, then HCSB must request (and define) set-up upfront so the proper resources can be priced and engaged.	Yes, depending on the item and qty, larger volume discounts are available. Please contact CDW Rep for any and all quotes needed.	Yes	For Quotes and Purchase Orders: Stephen Nakonechny (813) 462-4003 stevnak@cdwg.com For Warranty Repairs and Replacements: Stephen Nakonechny (813) 462-4003 stevnak@cdwg.com
CNB Computers USA inc https://www.cnbcomputers.com/	n/a	Pricing on our System Liquidation Site for Education https://systemliquidation.com	5-7% 5% of the MSRP on New Equipment	Inside Delivery would have to be indicated.	Yes	Yes	For Quotes and Purchase Orders: Margaret Honey Office 833-547-4693 x363 Cell: 647-787-2031 margaret@systemliquidation.com For Warranty Repairs and Replacements: Jasleen Dhillon (888) 451-5262 Ext 114 warranty@cnbcomputers.com

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Coast to Coast Computer Products Inc.	n/a	www.coastcoast.com	10% Rush orders are not included in discount. Lift gate not included	Rush order freight will not be covered by supplier. Lift gate not included in discount.	When bulk discounts are available from the manufacturer then those will be passed along to the buyer.	Yes	For Quotes and Purchase Orders: Melissa Servatdjoo (800) 223-8890 melissa@coastcoast.com For Warranty Repairs and Replacements: Melissa Servatdjoo (800) 223-8890 melissa@coastcoast.com
Diskovery Educational Systems	HCSB2024	Diskovery Educational Price List - October 2023 www.diskovery.com	3% Special Order Items may not qualify for discounts.	Shipping requests beyond standard ground service (ie: priority overnight, 2-day) will be charged shipping costs as based on the carrier, weight and service requested. Freight deliveries without a loading dock where freight liftgate is required will be charged as per the freight carrier cost.	Yes Software Volume Licensing may not be subject to discounts as pending upon vendor the discounts are configured within the volume pricing - as well there may be certain term and/or agreements that are inclusive of discounts	No	For Quotes and Purchase Orders: Daniel Wechsler (800) 331-5489 or (561) 683-8410 dan@diskovery.com For Warranty Repairs and Replacements: Daniel Wechsler (800) 331-5489 or (561) 683-8410 dan@diskovery.com

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Encore Broadcast	n/a	BTX & TecNec BTX.com & TecNec.com	5-12% Contact vendor for pricing	Contact vendor	Yes Contact vendor for pricing	Yes	For Quotes and Purchase Orders: Martin O. Febres Jr (813) 335-2815 mfebres@encorebroadcast.com For Warranty Repairs and Replacements: Martin O. Febres Jr (813) 335-2815 mfebres@encorebroadcast.com
eTech Parts (Vican Inc)	n/a	www.etechparts.com	5-10% Special order quotes are available.	n/a	Yes	Yes	For Quotes and Purchase Orders: Brett Lauglinais (817) 749-3600 brett@etechparts.com For Warranty Repairs and Replacements: Customer Support (817) 749-3600 support@etechparts.com
Howard Technology Solutions	n/a	www.howardcomputers.com Contact vendor	0-21% Excluding Freight Contact vendor	Covers ground freight depending on location, weight, and quantity. Special delivery such as lift-gate and/or inside delivery may have additional fees that apply.	No	Yes	For Quotes and Purchase Orders: Brandey Boyd (601) 425-3181 bids@howardcomputers.com For Warranty Repairs and Replacements: HTS Tech Support (888) 323-3151

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Hypertec USA, Inc	HCSB001	See Website www.ciaratech.com	0-40% Call for quote		Yes Call for quote	No	For Quotes and Purchase Orders: Louis-Vincent Morin (418) 654-8643 lvmorin@hypertec.com For Warranty Repairs and Replacements: Louis-Vincent Morin (418) 654-8643 lvmorin@hypertec.com
Malor & Company Inc	n/a	n/a	25-30%	n/a	No	No	For Quotes and Purchase Orders: Garly Benoit (212) 498 9732 Garly.b@malorcompany.com For Warranty Repairs and Replacements: Garly Benoit (212) 498 9732 Garly.b@malorcompany.com
PC Solutions & Integration, Inc	n/a	www.pcsusa.net	2-4% Any manufacturer not listed will have a 2% minimum discount off list price	n/a	No	Yes	For Quotes and Purchase Orders: Natasha Rolle (305) 667-0633 sales@pcsusa.net For Warranty Repairs and Replacements: Edith Almanza (305) 667-0633 sales@pcsusa.net

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RGB Systems, Inc dba Extron Electronics	24-204-16	Contact vendor www.extron.com	42%	n/a	Yes Case by case basis	No	For Quotes and Purchase Orders: Kellie Herrera (800) 633-9873 Gov-orders@extron.com For Warranty Repairs and Replacements: Kellie Herrera (800) 633-9876 salescontracts@extron.com
Tequipment, Inc	n/a	Contact vendor https://www.teq.com/	5-35%	n/a	Yes Contact vendor	No	For Quotes and Purchase Orders: Jesse Governale (877) 455-9369 JesseGovernale@teq.com For Warranty Repairs and Replacements: Matthew Reichart (877) 455-9369 MatthewReichart@teq.com
United Data Technologies, Inc	n/a	Electronic Price Catalog can be found https://hub.udtonline.com	0-5%	Free Shipping for Standard Freight Only. Freight charges only for product over 125lb or expedited freight. Additional charges for Installation/Setup and Freight/Shipping & Handling.	Yes UDT will provide additional discounts for large projects and services.	Yes	For Quotes and Purchase Orders: Kimberly Lee (727)487-4521 klee@udtonline.com Jason jmottter@udtonline.com For Warranty Repairs and Replacements: Farah Mohsin (800) 882-9919 Ext 1 rma@udtonline.com