

# PURCHASING AGENDA ITEM

Hernando County School District

**School Board Approval Meeting:**

**April 14, 2026**

**Bid No. 26-204-29 PB**

**Bid Title: Audio Visual Solutions and Services**

*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 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 Source                      | <input type="checkbox"/> Re-Award (Partial/Whole) |
| <input type="checkbox"/> Bid Termination                  | <input type="checkbox"/> Revisions/Amendments to Bid | <input type="checkbox"/> Bid Extension                    | <input type="checkbox"/> Emergency                |
| <input checked="" type="checkbox"/> Piggyback Cooperative |  |   |   |

**Bid Contract Period:**

**04/14/2026 through 09/30/2028**

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  
2

Length of  
Each Term (month)

Length of  
Each Term (year)  
1

None

**Rationale/Reason:** Piggyback of OMNIA Partners Public Sector/Region 4 Education Service Center (ESC), RFP #R2504, contract Nos. 250402 & 250403: Audio Visual Solutions and Services. Hernando County School District Bid #26-204-29 PB has been assigned for internal tracking purposes. This contract is utilized district-wide using established approved budgets

**Bidders Electronically  
Downloaded From BidNet  
Direct Website:** n/a

**Bids Received:**

**No Bids:**

**Late Bids:**

**Rejected Bids:**

**N/A – Bids Not  
Required: Piggyback**

**Submitted By:**

Steve Crognale  
Executive Director of Support Operations

**School(s):** District Wide

**Requested By:**

Joseph Amato  
Director of Technology Information Services

**Department:** TIS

**T/C CODE: 2629**

## **Awarded Vendors:**

### **B&H Foto and Electronics Corp. dba B&H**

Avery Nesmith  
(212) 239-7500

[florida@bhphoto.com](mailto:florida@bhphoto.com) (quotes, purchase orders, general support)

[b2bsupport@bhphoto.com](mailto:b2bsupport@bhphoto.com) (account user information)

Customer Service: (800) 947-8003

Pricing Discount: 0.5% – 25% off retail pricing, B&H Full Catalog.

An online account is needed to obtain school district pricing and discounts. Email [b2bsupport@bhphoto.com](mailto:b2bsupport@bhphoto.com) for assistance with user account setup.

### **Best Buy Stores, L.P.**

Dennis Pagan  
612-292-0326

[dennis.pagan@bestbuy.com](mailto:dennis.pagan@bestbuy.com)

Pricing Discount: 0% - 15% off products and accessories by manufacturer.

Best Buy Education – <https://www.bestbuy.com/education>

(800) 304-7955

### **AVI Systems, DBA Forte**

Rebecca Duke

(904) 544-9284 or (352) 278-0153

[rebecca.duke@ourforte.com](mailto:rebecca.duke@ourforte.com)

[www.ourforte.com](http://www.ourforte.com)

Pricing Discount: 5% - 15% off products and accessories by manufacturer.

Labor Rates: Zone 4 (Florida) – See Purchasing Department for complete list of manufactures and Professional Services.

### **Notes:**

- This contract is not to be used for the purchase of computers or technology-related products (laptops, desktops, tablets, iPads, etc.), which are covered under a separate approved contract.
- Best Buy Stores, L.P. - Is not federally compliant and purchases cannot be made utilizing federal funds (contact Purchasing Department).