

**4. AWARD OF CONTRACT**

It is the intent of the District to award a contract(s) for each item in the Rate Schedule Section either “per category,” “individually,” “in any combination”, or “as a whole,” to any of the three lowest responsive and responsible bidder(s), pursuant to the authority granted under California Public Contract Code Sections 20111 and 20118.1, to a single or to multiple vendors, whichever is in the best interest of the District. Award is contingent upon timely compliance with all bid conditions and specifications which must be satisfied prior to award of contract.

**5. BASIS OF AWARD**

The award(s) shall be made to the responsive and responsible bidder(s) who submits the Lowest Total Combined costs, either “individually”, “per category”, “as a whole” or “in any combination”, whichever may be in the best interest of the District. All “rate of discount offered” in the bid must be as District requested (i.e. case, each, package, etc.). After contract award and for items under “rate of Discount”, the Contractor shall be held to the “Percentage Rate of Discount” submitted from published price list for each specified manufacturer.

The “percentage rate of discount offered” bid in the Rate Schedule Section (Section iii) shall include any delivery charge to allow for delivery on an FOB Destination basis. The District will verify all conversion and computations, if necessary.

The cash/trade discount shall be included in the determination of low bid. A cash discount for a time period of less than 30 days may be considered. The cash discount offered in excess of 10% will be considered a “trade discount”. A trade discount offered will be deducted from the unit price(s) bid, thus establishing the items normal/actual contract cost with zero percent cash discount for early payment.

**A Cash Discount of     0     % 45 Days is being offered.**

Payment is contingent upon acceptance of the work and approval of invoice(s) by the District Authorized Representative or designee.

The District, in an effort to become the Public agency of choice, has expanded upon its ongoing Small Business Enterprise (SBE) program to further encourage and promote SBE participation in District business opportunities.

In furtherance of the SBE community and program, efforts resulting in contract award(s) stemming from this solicitation, any contract awardee(s) from this solicitation who are certified Small Business Enterprises, will be entitled to a faster payment process. Contract awardee(s) who have been certified by agencies such as the State of California’s Department of General Services, the City of Los Angeles, Metropolitan Water District, or by the Los Angeles Unified School District (must attach proof of certification at the time

Section III  
Rate Schedule Section

Bidder Name: Bluum USA, Inc.

**RATE SHEET 1: Newline/Think Write**

CATEGORY 1: DOCUMENT CAMERA								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
1	99	Document Camera #1	\$899.00	39.92 %	\$540.11	Elmo	1379	\$53,470.89
2	300	Document Camera #2	\$199.99	31 %	\$138.00	Elmo	1433	\$41,400.00
<p><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other</p>								25%
<p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award **Discounted unit cost should include Section II.C. 24. Required Services</p>								

CATEGORY 2: COLLABORATION DEVICE								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
3a	99	Collaboration Endpoint	\$799.00	7.91 %	\$735.79	DTEN	DTEN ME	\$72,843.21
3b	99	Optional 3-year warranty with on-site repair/replacement	\$324.00	11.11 %	\$288.00	DTEN	DOB2Y2DBA0027	\$28,512.00
<p><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*</p>								12%
<p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award **Discounted unit cost should include Section II.C. 24. Required Services</p>								

CATEGORY 3: COLLABORATION CAMERA BAR								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
4a	99	Collaboration Camera Bar	\$949.00	33.48 %	\$631.25	Poly Studio	7200-85830-001	\$62,493.75
4b	99	Optional 3-year service plan	\$199.00	47.29 %	\$104.89	Poly Studio	487P85830312	\$10,384.11
<p><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*</p>								5%
<p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award **Discounted unit cost should include Section II.C. 24. Required Services</p>								

CATEGORY 4: HUB								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost

**Section III  
Rate Schedule Section**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
5a	1000	Pluggable Dual Monitor Docking Station Hub	\$404.99	73.64	\$106.77	Pluggable	UD-3900	\$106,770.00
5b	1000	Optional 2nd year manufacturer warranty	\$0.00	0	\$0.00	Pluggable	Above	\$0.00

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*  
22%

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  
\*\*Discounted unit cost should include Section II.C. 24. Required Services

**CATEGORY 5: STUDENT HEADSETS**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
6	100,000	3.5mm Stereo Headsets with Boom Mic	\$20.99	55.74	\$9.29	Think Write	TW110	\$929,000.00

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*  
30%

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  
\*\*Discounted unit cost should include Section II.C. 24. Required Services

**CATEGORY 6: PROJECTORS**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
7a	900	Projector #1	\$1,144.00	56.71%	\$495.19	Epson	V11H985020	\$445,671.00
7b	900	Optional Peerless ceiling mount suspension plate and extension column and/or other District-approved manufacturer	\$239.00	47.71%	\$124.98	Peerless	PRGS-UNV-W	\$112,482.00
8	800	Projector #2	\$4,521.00	66.68%	\$1,506.32	Epson	V11HA78020	\$1,205,056.00
9	800	Projector #3	\$3,560.00	40.29%	\$2,125.65	Epson	V11H919520	\$1,700,520.00
10	199	Projector #4	\$9,840.00	62.64%	\$3,676.44	Epson	V11HA35920	\$731,611.56
11	10	Projector #5	\$22,844.00	65.08%	\$7,976.96	Epson	V11HAS2920	\$79,769.60
12	10	Projector #6	\$13,819.00	62.12%	\$5,234.55	Epson	V11HA33920	\$52,345.50

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*  
20%

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  
\*\*Discounted unit cost should include Section II.C. 24. Required Services

**Section III  
Rate Schedule Section**

CATEGORY 7: INTERACTIVE COMPATIBLE DRY ERASER BOARDS AND PROJECTION SCREENS									
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost	
13	1000	INTERACTIVE COMPATIBLE DRY ERASER BOARD #1	\$1,034.61	59.4 %	\$420.00	Mooreco	2G5KJH-26	\$420,000.00	
14	800	PROJECTION SCREEN #1	\$810.00	41.05 %	\$477.47	Da-Lite	70301	\$381,976.00	
15	800	PROJECTION SCREEN #2	\$1,409.00	41.05 %	\$830.57	Da-Lite	70218	\$664,456.00	
16	200	PROJECTION SCREEN #3	\$1,917.00	54.07 %	\$880.48	Da-Lite	76738	\$176,096.00	
16	200	PROJECTION SCREEN #3	\$2,148.00	41.05 %	\$1,266.19	Da-Lite	76740L	\$253,238.00	
16	200	PROJECTION SCREEN #3	\$4,179.00	33.44 %	\$2,781.73	Da-Lite	70281LC	\$556,346.00	
16	200	PROJECTION SCREEN #3	\$4,754.00	46.32 %	\$2,552.15	Da-Lite	96389	\$510,430.00	

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*  
 \*Please include a copy of the catalog with your bid. This will not be included in the basis or Award  
 \*\*Discounted unit cost should include Section II.C. 24. Required Services  
 20%

CATEGORY 8: INTERACTIVE FLAT PANEL TOUCH DISPLAY BOARDS									
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost	
17		INTERACTIVE FLAT PANEL DISPLAY -INTERACTIVE TOUCH BOARD #1							
a	600	65"	\$7,429.00	82.13 %	\$1,327.66	Newline	TT-6521Q	\$796,596.00	
b	600	70"	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
c	600	75"	\$7,729.00	77.68 %	\$1,725.49	Newline	TT-7521Q	\$1,035,294.00	
d	600	80"	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
e	600	86"	\$9,299.00	76.05 %	\$2,227.00	Newline	TT-8621Q	\$1,336,200.00	Included with Purchase of IFP
f	1000	wall mount	\$0.00	0 %	\$0.00	Newline	Included with Purchase of IFP	Included with Purchase of IFP	
g	1000	cart/stand	\$2,050.00	83.86 %	\$330.81	Newline	EPR8A50500-SQR	\$330,810.00	
g	1000	cart/stand	\$590.00	41.85 %	\$290.75	Clever Touch	I599999CLEVERC	\$290,750.00	
g	1000	cart/stand	\$1,819.00	47.1 %	\$962.27	Boxlight	IFPD-MOB V3.0	\$962,270.00	

**Section III  
Rate Schedule Section**

g.	1000	cart/stand	\$629.00	8.71	\$574.19	Balance Box	48 IA71001	\$574,190.00
g.	1000	cart/stand	\$1,329.00	46.74	\$707.89	Peetless	SRS598	\$707,890.00

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

5%

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

\*\*Discounted unit cost should include Section I.I.C. 24. Required Services

**CATEGORY 9: AUDIO VIDEO MEDIA ACCESSORIES**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
18	2000	ATSC TV Converter Switch	\$299.99	35.77 %	\$192.67	Aver Media	A200P	\$385,340.00
19	2000	4x2 HDMI Matrix Switch	\$1,045.00	39.79 %	\$629.20	Kramer	VS42UHD	\$1,258,400.00
20	1500	Portable Mobile PA System	\$840.00	19.55 %	\$675.79	JBL	EON208P	\$1,013,685.00
21	1500	UHF Cardioid Dynamic Wireless Microphone System	\$149.99	24.1 %	\$113.84	Nady	DW-22	\$170,760.00
22	100	FM Plus-Large-area Dual FM and Wi-Fi base transmitter	\$1,280.00	34.95 %	\$832.67	Williams AV	FM T55	\$83,267.00
23	500	FM Receiver with seek-button channel selection	\$130.00	45.79 %	\$70.47	Williams AV	PPA R37N	\$35,235.00
24	500	Folding Headphones	\$24.00	45.79 %	\$13.01	Williams AV	HED 021	\$6,505.00
25	100	Large water-resistant Carry Case	\$330.00	45.79 %	\$178.89	Williams AV	CCS 056 026	\$17,889.00
26	200	Neckloop	\$68.00	45.79 %	\$36.86	Williams AV	NKL 001	\$7,372.00
27	1500	Mobile Storage Cart	\$155.88	43.59 %	\$87.93	Luxor	EC11-B	\$131,895.00

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

5%

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

\*\*Discounted unit cost should include Section I.I.C. 24. Required Services

**Section III  
Rate Schedule Section**

**BIDDER MUST PROVIDE PRICING ON A MINIMUM OF ONE INTEGRATION SERVICES CATEGORY (10A OR 10B) AND MAY PROVIDE PRICING ON BOTH**

**CATEGORY 10A: INTEGRATION SERVICES WITH WAREHOUSING AND DELIVERY FOR HYBRID COMPONENTS (HUB, CAMERA BAR, EARSPEAKERS, ETC.)**

Item No.	Estimated Annual Quantity	Item Description	Cost Per Unit
28	99	SECTION 1- INTEGRATION SERVICES	\$200.00

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

**CATEGORY 10B: INTEGRATION SERVICES FOR NON-HYBRID COMPONENTS (INCLUDING PROJECTORS, DOCUMENT CAMERAS, INTERACTIVE TOUCH FLAT PANEL DISPLAYS, ETC.)**

Item No.	Estimated Annual Quantity	Item Description	Cost
29A	1000	SECTION 1- INTEGRATION SERVICES (per unit charge)	\$200.00
29B	2000	SECTION 1- INTEGRATION SERVICES (per hour charge)	\$200.00
29C	1500	TRAINING SERVICES (per hour)	\$0.00

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

**Section III  
Rate Schedule Section**

Bidder Name: Bluum USA, Inc.

**RATE SHEET 2: Boxlight/ Avid Products**

<b>CATEGORY 1: DOCUMENT CAMERA</b>								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
1	99	Document Camera #1						
2	300	Document Camera #2						
<p><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other</p> <p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award                      **Discounted unit cost should include Section II.C. 24. Required Services</p>								

<b>CATEGORY 2: COLLABORATION DEVICE</b>								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
3a	99	Collaboration Endpoint						
3b	99	Optional 3-year warranty with on-site repair/replacement						
<p><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*</p> <p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award                      **Discounted unit cost should include Section II.C. 24. Required Services</p>								

<b>CATEGORY 3: COLLABORATION CAMERA BAR</b>								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
4a	99	Collaboration Camera Bar						
4b	99	Optional 3-year service plan						
<p><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*</p> <p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award                      **Discounted unit cost should include Section II.C. 24. Required Services</p>								

<b>CATEGORY 4: HUB</b>								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost

**Section III  
Rate Schedule Section**

<b>5a</b>	<b>1000</b>	Pingable Dual Monitor Docking Station Hub						
<b>5b</b>	<b>1000</b>	Optional 2nd year manufacturer warranty						

**Note 1:**  
Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  
\*\*Discounted unit cost should include Section II.C. 24. Required Services

**CATEGORY 5: STUDENT HEADSETS**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
6	100,000	3.5mm Stereo Headsets with Boom Mic	\$13.95	41.08 %	\$8.22	Avid Products	AE-36	\$822,000.00

**Note 1:**  
Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*  
30%

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  
\*\*Discounted unit cost should include Section II.C. 24. Required Services

**CATEGORY 6: PROJECTORS**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
7a	900	Projector #1						
7b	900	Optional Peerless ceiling mount suspension plate and extension column and/or other District-approved manufacturer						
8	800	Projector #2						
9	800	Projector #3						
10	199	Projector #4						
11	10	Projector #5						
12	10	Projector #6						

**Note 1:**  
Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*  
\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  
\*\*Discounted unit cost should include Section II.C. 24. Required Services



**Section III  
Rate Schedule Section**

<b>CATEGORY 7: INTERACTIVE COMPATIBLE DRY ERASER BOARDS AND PROJECTION SCREENS</b>								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
13	1000	INTERACTIVE COMPATIBLE DRY ERASER BOARD #1						
14	800	PROJECTION SCREEN #1						
15	800	PROJECTION SCREEN #2						
16	200	PROJECTION SCREEN #3						
16	200	PROJECTION SCREEN #3						
16	200	PROJECTION SCREEN #3						
16	200	PROJECTION SCREEN #3						

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*  
 \*Please include a copy of the catalog with your bid. This will not be included in the basis of award  
 \*\*Discounted unit cost should include Section II.C. 24. Required Services

<b>CATEGORY 8: INTERACTIVE FLAT PANEL TOUCH DISPLAY BOARDS</b>								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
17		INTERACTIVE FLAT PANEL DISPLAY -INTERACTIVE TOUCH BOARD #1						
a	600	65"	\$2,740.00	48.06	% \$ 1,423.16	Boxlight	MIMIOPRO654	\$853,896.00
b	600	70"	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
c	600	75"	\$3,481.00	54.4	% \$ 1,587.37	Boxlight	MIMIOPRO754	\$952,422.00
d	600	80"	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
e	600	86"	\$4,202.00	49.2	% \$ 2,134.74	Boxlight	MIMIOPRO864	\$1,280,844.00
f	1000	wall mount						
g	1000	cart/stand	\$1,819.00	47.1	% \$962.27	Boxlight	IFPD-MOB V3.0	\$962,270.00

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*  
 5%

**Section III  
Rate Schedule Section**

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

\*\*Discounted unit cost should include Section II.C. 24. Required Services

**CATEGORY 9: AUDIO VIDEO MEDIA ACCESSORIES**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
18	2000	ATSC TV Converter Switch						
19	2000	4x2 HDMI Matrix Switch						
20	1500	Portable Mobile PA System						
21	1500	UHF Cardioid Dynamic Wireless Microphone System						
22	100	FM Plus-Large-area Dual FM and Wi-Fi base transmitter						
23	500	FM Receiver with seek-button channel selection						
24	500	Folding Headphones						
25	100	Large water-resistant Carry Case						
26	200	Neckloop						
27	1500	Mobile Storage Cart						

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

\*\*Discounted unit cost should include Section II.C. 24. Required Services

Section III  
Rate Schedule Section

**BIDDER MUST PROVIDE PRICING ON A MINIMUM OF ONE INTEGRATION SERVICES CATEGORY (10A OR 10B) AND MAY PROVIDE PRICING ON BOTH**

**CATEGORY 10A: INTEGRATION SERVICES WITH WAREHOUSING AND DELIVERY FOR HYBRID COMPONENTS (HUB, CAMERA BAR, EARSPEAKERS, ETC.)**

Item No.	Estimated Annual Quantity	Item Description	Cost Per Unit
28	99	SECTION 1 - INTEGRATION SERVICES	

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

**CATEGORY 10B: INTEGRATION SERVICES FOR NON-HYBRID COMPONENTS (INCLUDING PROJECTORS, DOCUMENT CAMERAS, INTERACTIVE TOUCH FLAT PANEL DISPLAYS, ETC.)**

Item No.	Estimated Annual Quantity	Item Description	Cost
29A	1000	SECTION 1- INTEGRATION SERVICES (per unit charge)	
29B	2000	SECTION 1- INTEGRATION SERVICES (per hour charge)	
29C	1500	TRAINING SERVICES (per hour)	

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

Section III  
Rate Schedule Section

Bidder Name: Blauum USA, Inc.

**RATE SHEET 3: C2**

CATEGORY 1: DOCUMENT CAMERA						
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Extended Cost
1	99	Document Camera #1				
2	300	Document Camera #2				

**Note 1:** Bidder to indicate percentage (%) off catalog for other

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  
 \*\*Discounted unit cost should include Section II.C. 24. Required Services

CATEGORY 2: COLLABORATION DEVICE						
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Extended Cost
3a	99	Collaboration Endpoint				
3b	99	Optional 3-year warranty with on-site repair/replacement				

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  
 \*\*Discounted unit cost should include Section II.C. 24. Required Services

CATEGORY 3: COLLABORATION CAMERA BAR						
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Extended Cost
4a	99	Collaboration Camera Bar				
4b	99	Optional 3-year service plan				

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  
 \*\*Discounted unit cost should include Section II.C. 24. Required Services

CATEGORY 4: HUB						
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Extended Cost

**Section III  
Rate Schedule Section**

<b>5a</b>	<b>1000</b>	Plingable Dual Monitor Docking Station Hub							
<b>5b</b>	<b>1000</b>	Optional 2nd year manufacturer warranty							

**Note 1:**  
Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  
\*\*Discounted unit cost should include Section II.C. 24. Required Services

**CATEGORY 5: STUDENT HEADSETS**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
<b>6</b>	<b>100,000</b>	3.5mm Stereo Headsets with Boom Mic						

**Note 1:**  
Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  
\*\*Discounted unit cost should include Section II.C. 24. Required Services

**CATEGORY 6: PROJECTORS**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
<b>7a</b>	<b>900</b>	Projector #1						
<b>7b</b>	<b>900</b>	Optional Peerless ceiling mount suspension plate and extension column and/or other District-approved manufacturer						
<b>8</b>	<b>800</b>	Projector #2						
<b>9</b>	<b>800</b>	Projector #3						
<b>10</b>	<b>199</b>	Projector #4						
<b>11</b>	<b>10</b>	Projector #5						
<b>12</b>	<b>10</b>	Projector #6						

**Note 1:**  
Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  
\*\*Discounted unit cost should include Section II.C. 24. Required Services

**Section III  
Rate Schedule Section**

CATEGORY 7: INTERACTIVE COMPATIBLE DRY ERASER BOARDS AND PROJECTION SCREENS									
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost	
13	1000	INTERACTIVE COMPATIBLE DRY ERASER BOARD #1							
14	800	PROJECTION SCREEN #1							
15	800	PROJECTION SCREEN #2							
16	200	PROJECTION SCREEN #3							
16	200	PROJECTION SCREEN #3							
16	200	PROJECTION SCREEN #3							
16	200	PROJECTION SCREEN #3							

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*  
 \*Please include a copy of the catalog with your bid. This will not be included in the basis of Award  
 \*\*Discounted unit cost should include Section II.C. 24. Required Services

CATEGORY 8: INTERACTIVE FLAT PANEL TOUCH DISPLAY BOARDS									
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost	
17		INTERACTIVE FLAT PANEL DISPLAY -INTERACTIVE TOUCH BOARD #1							
a	600	65"	\$3,999.00	61.13	% \$ \$1,554.44	G2	I-ST74	\$932,664.00	
b	600	70"	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
c	600	75"	\$4,999.00	63.35	% \$ \$1,832.22	G2	I-ST75	\$1,099,332.00	
d	600	80"	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
e	600	86"	\$6,999.00	64.85	% \$ \$2,460.00	G2	I-ST86	\$1,476,000.00	
f	1000	wall mount							
g	1000	cart/stand							

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*  
 5%

**Section III  
Rate Schedule Section**

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

\*\*Discounted unit cost should include Section II.C. 24. Required Services

**CATEGORY 9: AUDIO VIDEO MEDIA ACCESSORIES**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
18	2000	ATSC TV Converter Switch						
19	2000	4x2 HDMI Matrix Switch						
20	1500	Portable Mobile PA System						
21	1500	UHF Cardioid Dynamic Wireless Microphone System						
22	100	FM Plus-Large-area Dual FM and Wi-Fi base transmitter						
23	500	FM Receiver with seek-button channel selection						
24	500	Folding Headphones						
25	100	Large water-resistant Carry Case						
26	200	Neckloop						
27	1500	Mobile Storage Cart						

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

\*\*Discounted unit cost should include Section II.C. 24. Required Services

**Section III  
Rate Schedule Section**

**BIDDER MUST PROVIDE PRICING ON A MINIMUM OF ONE INTEGRATION SERVICES CATEGORY (10A OR 10B) AND MAY PROVIDE PRICING ON BOTH**

**CATEGORY 10A: INTEGRATION SERVICES WITH WAREHOUSING AND DELIVERY FOR HYBRID COMPONENTS (HUB, CAMERA BAR, EARSPEAKERS, ETC.)**

Item No.	Estimated Annual Quantity	Item Description	Cost Per Unit
28	99	SECTION 1- INTEGRATION SERVICES	

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

**CATEGORY 10B: INTEGRATION SERVICES FOR NON-HYBRID COMPONENTS (INCLUDING PROJECTORS, DOCUMENT CAMERAS, INTERACTIVE TOUCH FLAT PANEL DISPLAYS, ETC.)**

Item No.	Estimated Annual Quantity	Item Description	Cost
29A	1000	SECTION 1- INTEGRATION SERVICES (per unit charge)	
29B	2000	SECTION 1- INTEGRATION SERVICES (per hour charge)	
29C	1500	TRAINING SERVICES (per hour)	

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award



**Section III  
Rate Schedule Section**

Bidder Name: Bhuum USA, Inc.

**RATE SHEET 4: Smart Option #1**

<b>CATEGORY 1: DOCUMENT CAMERA</b>								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
1	99	Document Camera #1						
2	300	Document Camera #2						
<p><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other</p> <p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award                      **Discounted unit cost should include Section II.C. 24. Required Services</p>								

<b>CATEGORY 2: COLLABORATION DEVICE</b>								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
3a	99	Collaboration Endpoint						
3b	99	Optional 3-year warranty with on-site repair/replacement						
<p><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*</p> <p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award                      **Discounted unit cost should include Section II.C. 24. Required Services</p>								

<b>CATEGORY 3: COLLABORATION CAMERA BAR</b>								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
4a	99	Collaboration Camera Bar						
4b	99	Optional 3-year service plan						
<p><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*</p> <p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award                      **Discounted unit cost should include Section II.C. 24. Required Services</p>								

<b>CATEGORY 4: HUB</b>								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost

**Section III  
Rate Schedule Section**

5a	1000	Pluggable Dual Monitor Docking Station Hub							
5b	1000	Optional 2nd year manufacturer warranty							
<p align="center"><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*</p>									

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  
 \*\*Discounted unit cost should include Section II.C. 24. Required Services

**CATEGORY 5: STUDENT HEADSETS**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
6	100,000	3.5mm Stereo Headsets with Boom Mic						

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  
 \*\*Discounted unit cost should include Section II.C. 24. Required Services

**CATEGORY 6: PROJECTORS**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
7a	900	Projector #1						
7b	900	Optional Peerless ceiling mount suspension plate and extension column and/or other District-approved manufacturer						
8	800	Projector #2						
9	800	Projector #3						
10	199	Projector #4						
11	10	Projector #5						
12	10	Projector #6						

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  
 \*\*Discounted unit cost should include Section II.C. 24. Required Services

Section III  
Rate Schedule Section

**CATEGORY 7: INTERACTIVE COMPATIBLE DRY ERASER BOARDS AND PROJECTION SCREENS**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
13	1000	INTERACTIVE COMPATIBLE DRY ERASER BOARD #1						
14	800	PROJECTION SCREEN #1						
15	800	PROJECTION SCREEN #2						
16	200	PROJECTION SCREEN #3						
16	200	PROJECTION SCREEN #3						
16	200	PROJECTION SCREEN #3						
16	200	PROJECTION SCREEN #3						

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*  
 \*Please include a copy of the catalog with your bid. Items will not be included in the Basis of Award  
 \*\*Discounted unit cost should include Section II.C. 24. Required Services

**CATEGORY 8: INTERACTIVE FLAT PANEL TOUCH DISPLAY BOARDS**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
17		INTERACTIVE FLAT PANEL DISPLAY -INTERACTIVE TOUCH BOARD #1						
a	600	65"	\$5,999.00	57.7	\$2,537.53	Smart	MX265-V4	\$1,522,518.00
b	600	70"	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
c	600	75"	\$8,665.00	61.17	\$3,364.76	Smart	MX275-V4	\$2,018,856.00
d	600	80"	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
e	600	86"	\$9,335.00	49.2	\$4,346.55	Smart	MX286-V4	\$2,607,930.00
f	1000	wall mount						
g	1000	cart/stand						

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

5%

**Section III  
Rate Schedule Section**

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

\*\*Discounted unit cost should include Section II.C. 24. Required Services

**CATEGORY 9: AUDIO VIDEO MEDIA ACCESSORIES**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
18	2000	ATSC TV Converter Switch						
19	2000	4x2 HDMI Matrix Switch						
20	1500	Portable Mobile PA System						
21	1500	UHF Cardioid Dynamic Wireless Microphone System						
22	100	FM Plus-Large-area Dual FM and Wi-Fi base transmitter						
23	500	FM Receiver with seek-button channel selection						
24	500	Folding Headphones						
25	100	Large water-resistant Carry Case						
26	200	Neckloop						
27	1500	Mobile Storage Cart						

**Note 1:**

Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

\*\*Discounted unit cost should include Section II.C. 24. Required Services

**Section III  
Rate Schedule Section**

**BIDDER MUST PROVIDE PRICING ON A MINIMUM OF ONE INTEGRATION SERVICES CATEGORY (10A OR 10B) AND MAY PROVIDE PRICING ON BOTH**

**CATEGORY 10A: INTEGRATION SERVICES WITH WAREHOUSING AND DELIVERY FOR HYBRID COMPONENTS (HUB, CAMERA BAR, EARSPEAKERS, ETC.)**

Item No.	Estimated Annual Quantity	Item Description	Cost Per Unit
28	99	SECTION 1- INTEGRATION SERVICES	

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

**CATEGORY 10B: INTEGRATION SERVICES FOR NON-HYBRID COMPONENTS (INCLUDING PROJECTORS, DOCUMENT CAMERAS, INTERACTIVE TOUCH FLAT PANEL DISPLAYS, ETC.)**

Item No.	Estimated Annual Quantity	Item Description	Cost
29A	1000	SECTION 1- INTEGRATION SERVICES (per unit charge)	
29B	2000	SECTION 1- INTEGRATION SERVICES (per hour charge)	
29C	1500	TRAINING SERVICES (per hour)	

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

**Section III  
Rate Schedule Section**

Bidder Name: Bluum USA, Inc.

RATE SHEET 5: Smart Option #2

CATEGORY 1: DOCUMENT CAMERA								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
1	99	Document Camera #1						
2	300	Document Camera #2						

**Note 1:** Bidder to indicate percentage (%) off catalog for other

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  
\*\*Discounted unit cost should include Section II.C. 24. Required Services

CATEGORY 2: COLLABORATION DEVICE								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
3a	99	Collaboration Endpoint						
3b	99	Optional 3-year warranty with on-site repair/replacement						

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  
\*\*Discounted unit cost should include Section II.C. 24. Required Services

CATEGORY 3: COLLABORATION CAMERA BAR								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
4a	99	Collaboration Camera Bar						
4b	99	Optional 3-year service plan						

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  
\*\*Discounted unit cost should include Section II.C. 24. Required Services

CATEGORY 4: HUB								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost

**Section III  
Rate Schedule Section**

<b>5a</b>	<b>1000</b>	Pluggable Dual Monitor Docking Station Hub							
<b>5b</b>	<b>1000</b>	Optional 2nd year manufacturer warranty							
<p><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*</p> <p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award                  **Discounted unit cost should include Section I.I.C. 24. Required Services</p>									

<b>CATEGORY 5: STUDENT HEADSETS</b>									
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost	
6	100,000	3.5mm Stereo Headsets with Boom Mic							
<p><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*</p> <p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award                  **Discounted unit cost should include Section I.I.C. 24. Required Services</p>									

<b>CATEGORY 6: PROJECTORS</b>									
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost	
7a	900	Projector #1							
7b	900	Optional Peerless ceiling mount suspension plate and extension column and/or other District-approved manufacturer							
8	800	Projector #2							
9	800	Projector #3							
10	199	Projector #4							
11	10	Projector #5							
12	10	Projector #6							
<p><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*</p> <p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award                  **Discounted unit cost should include Section I.I.C. 24. Required Services</p>									

**Section III  
Rate Schedule Section**

**CATEGORY 7: INTERACTIVE COMPATIBLE DRY ERASER BOARDS AND PROJECTION SCREENS**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
13	1000	INTERACTIVE COMPATIBLE DRY ERASER BOARD #1						
14	800	PROJECTION SCREEN #1						
15	800	PROJECTION SCREEN #2						
16	200	PROJECTION SCREEN #3						
16	200	PROJECTION SCREEN #3						
16	200	PROJECTION SCREEN #3						
16	200	PROJECTION SCREEN #3						

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*  
 \*Please include a copy of the catalog with your bid. Items will not be included in the basis of Award  
 \*\*Discounted unit cost should include Section II.C. 24. Required Services

**CATEGORY 8: INTERACTIVE FLAT PANEL TOUCH DISPLAY BOARDS**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
17		INTERACTIVE FLAT PANEL DISPLAY -INTERACTIVE TOUCH BOARD #1						
a	600	65"	\$4,665.00	63.96	\$1,681.45	SMART	GX165-V2	\$1,008,870.00
b	600	70"	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
c	600	75"	\$7,335.00	70.21	\$2,185.30	SMART	GX175-V2	\$1,311,180.00
d	600	80"	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
e	600	86"	\$8,665.00	66.96	\$2,862.50	SMART	GX186-V2	\$1,717,500.00
f	1000	wall mount						
g	1000	cart/stand						

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*  
 5%



**Section III  
Rate Schedule Section**

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

\*\*Discounted unit cost should include Section II.C.24. Required Services

**CATEGORY 9: AUDIO VIDEO MEDIA ACCESSORIES**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
18	2000	ATSC TV Converter Switch						
19	2000	4x2 HDMI Matrix Switch						
20	1500	Portable Mobile PA System						
21	1500	UHF Cardoid Dynamic Wireless Microphone System						
22	100	FM Plus-Large-area Dual FM and Wi-Fi base transmitter						
23	500	FM Receiver with seek-button channel selection						
24	500	Folding Headphones						
25	100	Large water-resistant Carry Case						
26	200	Neckloop						
27	1500	Mobile Storage Cart						

**Note 1:**

Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

\*\*Discounted unit cost should include Section II.C.24. Required Services

**Section III  
Rate Schedule Section**

**BIDDER MUST PROVIDE PRICING ON A MINIMUM OF ONE INTEGRATION SERVICES CATEGORY (10A OR 10B) AND MAY PROVIDE PRICING ON BOTH**

**CATEGORY 10A: INTEGRATION SERVICES WITH WAREHOUSING AND DELIVERY FOR HYBRID COMPONENTS (HUB, CAMERA BAR, EARSPEAKERS, ETC.)**

Item No.	Estimated Annual Quantity	Item Description	Cost Per Unit
28	99	SECTION 1 - INTEGRATION SERVICES	

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

**CATEGORY 10B: INTEGRATION SERVICES FOR NON-HYBRID COMPONENTS (INCLUDING PROJECTORS, DOCUMENT CAMERAS, INTERACTIVE TOUCH FLAT PANEL DISPLAYS, ETC.)**

Item No.	Estimated Annual Quantity	Item Description	Cost
29A	1000	SECTION 1- INTEGRATION SERVICES (per unit charge)	
29B	2000	SECTION 1- INTEGRATION SERVICES (per hour charge)	
29C	1500	TRAINING SERVICES (per hour)	

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

**Section III  
Rate Schedule Section**

Bidder Name: Bloum USA, Inc.

RATE SHEET 6: Samsung

**CATEGORY 1: DOCUMENT CAMERA**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
1	99	Document Camera #1						
2	300	Document Camera #2						

**Note 1:** Bidder to indicate percentage (%) off catalog for other

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  
 \*\*Discounted unit cost should include Section II.C. 24. Required Services

**CATEGORY 2: COLLABORATION DEVICE**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
3a	99	Collaboration Endpoint						
3b	99	Optional 3-year warranty with on-site repair/replacement						

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  
 \*\*Discounted unit cost should include Section II.C. 24. Required Services

**CATEGORY 3: COLLABORATION CAMERA BAR**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
4a	99	Collaboration Camera Bar						
4b	99	Optional 3-year service plan						

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  
 \*\*Discounted unit cost should include Section II.C. 24. Required Services

**CATEGORY 4: HUB**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
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**Section III  
Rate Schedule Section**

<b>5a</b>	<b>1000</b>	Pluggable Dual Monitor Docking Station Htub							
<b>5b</b>	<b>1000</b>	Optional 2nd year manufacturer warranty							
<p align="center"><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*</p> <p align="center">*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award **Discounted unit cost should include Section I.I.C. 24. Required Services</p>									

<b>CATEGORY 5: STUDENT HEADSETS</b>									
<b>Item No.</b>	<b>Estimated Annual Quantity</b>	<b>Item Description</b>	<b>List Price</b>	<b>Percentage Discount</b>	<b>Discounted Price</b>	<b>Brand</b>	<b>Product No.</b>	<b>Extended Cost</b>	
<b>6</b>	<b>100,000</b>	3.5mm Stereo Headsets with Boom Mic							
<p align="center"><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*</p> <p align="center">*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award **Discounted unit cost should include Section I.I.C. 24. Required Services</p>									

<b>CATEGORY 6: PROJECTORS</b>									
<b>Item No.</b>	<b>Estimated Annual Quantity</b>	<b>Item Description</b>	<b>List Price</b>	<b>Percentage Discount</b>	<b>Discounted Price</b>	<b>Brand</b>	<b>Product No.</b>	<b>Extended Cost</b>	
<b>7a</b>	<b>900</b>	Projector #1							
<b>7b</b>	<b>900</b>	Optional Pedestal ceiling mount suspension plate and extension column and/or other District-approved manufacturer							
<b>8</b>	<b>800</b>	Projector #2							
<b>9</b>	<b>800</b>	Projector #3							
<b>10</b>	<b>199</b>	Projector #4							
<b>11</b>	<b>10</b>	Projector #5							
<b>12</b>	<b>10</b>	Projector #6							
<p align="center"><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*</p> <p align="center">*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award **Discounted unit cost should include Section I.I.C. 24. Required Services</p>									

**Section III  
Rate Schedule Section**

**CATEGORY 7: INTERACTIVE COMPATIBLE DRY ERASER BOARDS AND PROJECTION SCREENS**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
13	1000	INTERACTIVE COMPATIBLE DRY ERASER BOARD #1						
14	800	PROJECTION SCREEN #1						
15	800	PROJECTION SCREEN #2						
16	200	PROJECTION SCREEN #3						
16	200	PROJECTION SCREEN #3						
16	200	PROJECTION SCREEN #3						
16	200	PROJECTION SCREEN #3						

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*  
 \*Please include a copy of the catalog with your bid. Items will not be included in the basis of Award  
 \*\*Discounted unit cost should include Section H.C. 24, Required Services

**CATEGORY 8: INTERACTIVE FLAT PANEL TOUCH DISPLAY BOARDS**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
17		INTERACTIVE FLAT PANEL DISPLAY -INTERACTIVE TOUCH BOARD #1						
a	600	65"	\$3,580.00	59.24	% \$ \$1,459.14	Samsung	WA65C	\$875,484.00
b	600	70"	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
c	600	75"	\$4,980.00	67.81	% \$ \$1,603.23	Samsung	WA75C	\$961,938.00
d	600	80"	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
e	600	86"	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
f	1000	wall mount		0	% \$ \$			
g	1000	cart/stand			%			

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*  
 5%

**Section III  
Rate Schedule Section**

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

\*\*Discounted unit cost should include Section II.C. 24. Required Services

**CATEGORY 9: AUDIO VIDEO MEDIA ACCESSORIES**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
18	2000	ATSC TV Converter Switch						
19	2000	4x2 HDMI Matrix Switch						
20	1500	Portable Mobile PA System						
21	1500	UHF Cardiod Dynamic Wireless Microphone System						
22	100	FM Plus-Large-area Dual FM and Wi-Fi base transmitter						
23	500	FM Receiver with seek-button channel selection						
24	500	Folding Headphones						
25	100	Large water-resistant Carry Case						
26	200	Neckloop						
27	1500	Mobile Storage Cart						

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

\*\*Discounted unit cost should include Section II.C. 24. Required Services

**Section III**  
**Rate Schedule Section**

**BIDDER MUST PROVIDE PRICING ON A MINIMUM OF ONE INTEGRATION SERVICES CATEGORY (10A OR 10B) AND MAY PROVIDE PRICING ON BOTH**

**CATEGORY 10A: INTEGRATION SERVICES WITH WAREHOUSING AND DELIVERY FOR HYBRID COMPONENTS (HUB, CAMERA BAR, EARSPEAKERS, ETC.)**

Item No.	Estimated Annual Quantity	Item Description	Cost Per Unit
28	99	SECTION 1 - INTEGRATION SERVICES	

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

**CATEGORY 10B: INTEGRATION SERVICES FOR NON-HYBRID COMPONENTS (INCLUDING PROJECTORS, DOCUMENT CAMERAS, INTERACTIVE TOUCH FLAT PANEL DISPLAYS, ETC.)**

Item No.	Estimated Annual Quantity	Item Description	Cost
29A	1000	SECTION 1- INTEGRATION SERVICES (per unit charge)	
29B	2000	SECTION 1- INTEGRATION SERVICES (per hour charge)	
29C	1500	TRAINING SERVICES (per hour)	

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

**Section III  
Rate Schedule Section**

Bidder Name: Blupm USA, Inc.

RATE SHEET 7: Clever Touch

CATEGORY 1: DOCUMENT CAMERA								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
1	99	Document Camera #1						
2	300	Document Camera #2						
<p><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other</p> <p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  **Discounted unit cost should include Section II.C. 24. Required Services</p>								

CATEGORY 2: COLLABORATION DEVICE								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
3a	99	Collaboration Endpoint						
3b	99	Optional 3-year warranty with on-site repair/replacement						
<p><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*</p> <p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  **Discounted unit cost should include Section II.C. 24. Required Services</p>								

CATEGORY 3: COLLABORATION CAMERA BAR								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
4a	99	Collaboration Camera Bar						
4b	99	Optional 3-year service plan						
<p><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*</p> <p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  **Discounted unit cost should include Section II.C. 24. Required Services</p>								

CATEGORY 4: HUB								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost



**Section III  
Rate Schedule Section**

<b>5a</b>	<b>1000</b>	Pluggable Dual Monitor Docking Station Hub						
<b>5b</b>	<b>1000</b>	Optional 2nd year manufacturer warranty						

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  
\*\*Discounted unit cost should include Section II.C. 24. Required Services

**CATEGORY 5: STUDENT HEADSETS**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
6	100,000	3.5mm Stereo Headsets with Boom Mic						

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  
\*\*Discounted unit cost should include Section II.C. 24. Required Services

**CATEGORY 6: PROJECTORS**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
<b>7a</b>	900	Projector #1						
<b>7b</b>	900	Optional Peerless ceiling mount suspension plate and extension column and/or other District-approved manufacturer						
<b>8</b>	800	Projector #2						
<b>9</b>	800	Projector #3						
<b>10</b>	199	Projector #4						
<b>11</b>	10	Projector #5						
<b>12</b>	10	Projector #6						

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award  
\*\*Discounted unit cost should include Section II.C. 24. Required Services

Section III  
Rate Schedule Section

**CATEGORY 7: INTERACTIVE COMPATIBLE DRY ERASER BOARDS AND PROJECTION SCREENS**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
13	1000	INTERACTIVE COMPATIBLE DRY ERASER BOARD #1						
14	800	PROJECTION SCREEN #1						
15	800	PROJECTION SCREEN #2						
16	200	PROJECTION SCREEN #3						
16	200	PROJECTION SCREEN #3						
16	200	PROJECTION SCREEN #3						
16	200	PROJECTION SCREEN #3						

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*  
 \*Please include a copy of the catalog with your bid. This will not be included in the basis of award  
 \*\*Discounted unit cost should include Section II.C. 24. Required Services

**CATEGORY 8: INTERACTIVE FLAT PANEL TOUCH DISPLAY BOARDS**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
17		INTERACTIVE FLAT PANEL DISPLAY -INTERACTIVE TOUCH BOARD #1						
a	600	65"	\$2,740.00	40.55 %	\$1,628.92	Clever Touch	CTImpact4K-65-Gen2	\$977,352.00
b	600	70"	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
c	600	75"	\$3,481.00	47.81 %	\$1,816.87	Clever Touch	CTImpact4K-75-Gen2	\$1,090,122.00
d	600	80"	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
e	600	86"	\$4,202.00	41.76 %	\$2,447.13	Clever Touch	CTImpact4K-86-Gen2	\$1,468,278.00
f	1000	wall mount		%	\$			
g	1000	cart/stand	\$500.00	41.85 %	\$290.75	Clever Touch	15999999CLEVERC	\$290,750.00

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

5%

**Section III  
Rate Schedule Section**

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

\*\*Discounted unit cost should include Section II.C. 24. Required Services

**CATEGORY 9: AUDIO VIDEO MEDIA ACCESSORIES**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
18	2000	ATSC TV Converter Switch						
19	2000	4x2 HDMI Matrix Switch						
20	1500	Portable Mobile PA System						
21	1500	UHF Cardioid Dynamic Wireless Microphone System						
22	100	FM Plus-Large-area Dual FM and Wi-Fi base transmitter						
23	500	FM Receiver with seek-button channel selection						
24	500	Folding Headphones						
25	100	Large water-resistant Carry Case						
26	200	Neckloop						
27	1500	Mobile Storage Cart						

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

\*\*Discounted unit cost should include Section II.C. 24. Required Services

**Section III  
Rate Schedule Section**

**BIDDER MUST PROVIDE PRICING ON A MINIMUM OF ONE INTEGRATION SERVICES CATEGORY (10A OR 10B) AND MAY PROVIDE PRICING ON BOTH**

**CATEGORY 10A: INTEGRATION SERVICES WITH WAREHOUSING AND DELIVERY FOR HYBRID COMPONENTS (HUB, CAMERA BAR, FARSPEAKERS, ETC.)**

Item No.	Estimated Annual Quantity	Item Description	Cost Per Unit
28	99	SECTION 1- INTEGRATION SERVICES	

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

**CATEGORY 10B: INTEGRATION SERVICES FOR NON-HYBRID COMPONENTS (INCLUDING PROJECTORS, DOCUMENT CAMERAS, INTERACTIVE TOUCH FLAT PANEL DISPLAYS, ETC.)**

Item No.	Estimated Annual Quantity	Item Description	Cost
29A	1000	SECTION 1- INTEGRATION SERVICES (per unit charge)	
29B	2000	SECTION 1- INTEGRATION SERVICES (per hour charge)	
29C	1500	TRAINING SERVICES (per hour)	

\*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award