

## 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 of bid submission by the certifying agency) will be entitled to receive payments upon provisioning of acceptable and verifiable receipt of goods/general services by the District.

Although a Payment Term of Net 45-days is applicable for this solicitation, the "now due and payable" term extended to those vendors who have received award(s) on the basis of being the lowest responsive and responsible bidder, and who are certified as an SBE(s) is one such effort the District is implementing to become the public agency of choice.

### **Los Angeles Unified School District "*VOLUME REBATE PROGRAM*"**

The Los Angeles Unified School District (LAUSD) has established a Volume Rebate Program. The Rebate Program was established because the District purchases large volumes of supplies, equipment, furniture or services which are delivered/provided to various locations throughout the District.

**As part of the Rebate Program, the Contractor shall pay the LAUSD a one percent (1%) volume rebate on the total sales price of all purchases invoiced and paid pursuant to the Master Agreement, excluding taxes. Total sales shall include LAUSD and other participating agencies utilizing this contract such as but not limited to school districts, cities, counties, and state agencies.**

## 5. **BASIS OF AWARD - continued**

This volume rebate shall be due and payable to LAUSD within thirty (30) days of the end of each calendar quarter for purchases invoiced and paid during such calendar quarter. **All rebate checks should reference the contract number and be sent to:**

Los Angeles Unified School District  
 Attn: Director of Contract Administration - Ref: Contract #XXXXXXX  
 8525 Rex Road  
 Pico Rivera, CA 90660

**Contractor's Failure to Pay Volume Rebate:** Failure of Contractor to pay the volume rebate within the time and in the manner specified herein shall be regarded as a material breach under this Agreement. All rebate dollar amounts not paid within thirty (30) days of the end of the previous calendar quarter shall bear interest at the rate of one and one-half percent (1.5%) per month until paid in full. In addition, in the event the Contractor does not pay the required fee LAUSD reserves the right to apply (at any time past the required rebate payment due date) the volume rebate amount towards any unpaid invoices in the form of a credit.

\*Note: Contractor solely shall bear the cost of paying the volume rebate. Contractor shall neither increase its prices to cover the volume rebate nor pass through the volume rebate charge to the District.

### **CDW Education Response**

**CDW Government has read acknowledges the Basis of Award, and agrees to Net 45 payment terms and to provide the Volume Rebate on the stated terms. For clarity, we will not be offering a cash discount.**

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## 6. **ADJUSTMENT TO THE RATE SCHEDULE**

The Rate Schedule is firm for the entire contract period including the renewal periods. The "Percentage Rate of Discount" as originally bid shall not change during the contract period. The District shall pay using the manufacturer's published price list, less the "Percentage Rate of Discount" off the column offered by the Contractor. In the event that price lists are revised, the District is to be notified immediately. (See Section 11.C, Technical specification, item #18, "Manufacturer's Catalog/Price Listing"). The price may be modified only once during each annual contract period.

It is expressly understood that contract rate increases are not automatic or guaranteed. Contractor's request to increase the current rate schedule will be evaluated and considered when such adjustments are requested. The District reserves the right to reject any such request and re-bid and/or terminate said contract within the provisions of the existing agreement. The District may offer a lower, higher or no increase in percentage. All increases are subject to negotiation between the Contractor and the District.

The adjustment to the contract's unit price Schedule, if granted by the District, shall be effective September 1 or on the first day of the month following final District approval, whichever is applicable and continue through the remaining contract period. Further

# Tab G: Section III – CDW-G Responses to Rate Schedule Section

Option 1

CATEGORY 1: DOCUMENT CAMERA									
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
1	99	Document Camera #1	\$ 199.99	21.68%	\$ 156.64	\$ 201.04	Elmo	OX-1	\$ 19,902.96
2	300	Document Camera #2	\$ 899.00	40.36%	\$ 536.16	\$ 580.56	Elmo	TT-12W	\$ 174,168.00
Note 1:		Bidder to indicate percentage (%) off catalog for other <span style="float: right;">3.5 % (Percentage discount) *Off CDW Advertised Price</span>  *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							

Option 2

CATEGORY 1: DOCUMENT CAMERA									
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
1	99	Document Camera #1	\$ 189.99	35.26%	\$ 123.00	\$ 167.40	Aver	VISIONU50	\$ 16,572.60
2	300	Document Camera #2	\$ 549.99	33.28%	\$ 366.95	\$ 411.35	Aver	VISIONM15W	\$ 123,405.00
Note 1:		Bidder to indicate percentage (%) off catalog for other <span style="float: right;">3.5 % (Percentage discount) *Off CDW Advertised Price</span>  *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							

Option 3

CATEGORY 1: DOCUMENT CAMERA									
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
1	99	Document Camera #1	\$ 519.00	52.02%	\$ 249.00	\$ 291.40	Boxlight	MIMOVIEW 350U	\$ 29,046.60
2	300	Document Camera #2	\$ 299.00	16.00%	\$ 251.16	\$ 295.56	Logitech	960-001667	\$ 88,668.00
Note 1:		Bidder to indicate percentage (%) off catalog for other <span style="float: right;">3.5 % (Percentage discount) *Off CDW Advertised Price</span>  *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							

Option 1

CATEGORY 2: COLLABORATION DEVICE

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
3a	99	Collaboration Endpoint	\$ 999.99	17.23%	\$ 827.68	\$ 872.08	DTEN	DBA0027EAS1	\$ 86,315.92
3b	99	Optional 3-year warranty with on-site repair/replacement	\$ 410.00	9.00%	\$ 373.10	\$ 373.10	DTEN	DOB2Y2DBA0027S1	\$ 36,936.90
<b>Note 1:</b>		Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*			5% (Percentage discount) *Off CDW Advertised Price				
<p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award</p> <p>**Discounted unit cost should include Section II.C. 24 Required Services</p>									

Option 1

CATEGORY 3: COLLABORATION CAMERA BAR									
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
4a	99	Collaboration Camera Bar	\$ 799.95	30.36%	\$ 557.05	\$ 601.45	Poly	7200-85830-001	\$ 59,543.55
4b	99	Optional 3-year service plan	\$ 134.95	22.13%	\$ 105.08	\$ 105.08	Poly	487P-85830-312	\$ 10,402.92
<b>Note 1:</b>		Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*			5 % (Percentage discount) *Off CDW Advertised Price				
*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									

Option 2

CATEGORY 3: COLLABORATION CAMERA BAR									
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
4a	99	Collaboration Camera Bar	\$ 899.99	33.60%	\$ 597.58	\$ 641.98	Aver	COMMMVB130	\$ 63,556.02
4b	99	Optional 3-year service plan	Included		Included			Included	
<b>Note 1:</b>		Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*			5 % (Percentage discount) *Off CDW Advertised Price				
*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									

Option 3

CATEGORY 3: COLLABORATION CAMERA BAR									
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
4a	99	Collaboration Camera Bar	\$ 3,999.00	34.12%	\$ 2,634.46	\$ 2,678.86	Logitech	960-001308	\$ 265,207.14
4b	99	Optional 3-year service plan	\$ 999.00	32.20%	\$ 677.30	\$ 677.30	Logitech	994-000148	\$ 67,052.70
<b>Note 1:</b>		Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*			5 % (Percentage discount) *Off CDW Advertised Price				
*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									

**Option 1**

CATEGORY 4: HUB									
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
5a	1000	Plugable Dual Monitor Docking Station Hub	\$ 169.99	47.80%	\$ 88.74	\$ 110.94	Plugable	UD-3900	\$ 110,940.00
5b	1000	Optional 2nd year manufacturer warranty	Included		Included			Included	
<p><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* 3.25 % (Percentage discount) *Off CDW Advertised Price</p> <p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award</p> <p>**Discounted unit cost should include Section I.I.C. 24. Required Services</p>									

**Option 2**

CATEGORY 4: HUB									
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
5a	1000	Plugable Dual Monitor Docking Station Hub	\$ 199.99	50.49%	\$ 99.02	\$ 121.22	C2G	C2G54488	\$ 121,220.00
5b	1000	Optional 2nd year manufacturer warranty	C2G 5 Year Warranty Included		C2G 5 Year Warranty Included			C2G 5 Year Warranty Included	
<p><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* 3.25 % (Percentage discount) *Off CDW Advertised Price</p> <p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award</p> <p>**Discounted unit cost should include Section I.I.C. 24. Required Services</p>									

**Option 3**

CATEGORY 4: HUB									
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
5a	1000	Plugable Dual Monitor Docking Station Hub	\$ 229.99	37.07%	\$ 144.73	\$ 166.93	Belkin	INC002ttBK	\$ 166,930.00
5b	1000	Optional 2nd year manufacturer warranty	Included		Included			Included	
<p><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* 3.25 % (Percentage discount) *Off CDW Advertised Price</p> <p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award</p> <p>**Discounted unit cost should include Section I.I.C. 24. Required Services</p>									

**Option 4**

CATEGORY 4: HUB									
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
5a	1000	Plugable Dual Monitor Docking Station Hub	\$ 119.95	38.05%	\$ 74.31	\$ 96.51	Anywhere Cart	AC-USBHUB-4	\$ 96,510.00
5b	1000	Optional 2nd year manufacturer warranty	Included		Included			Included	
<p><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* 3.25 % (Percentage discount) *Off CDW Advertised Price</p> <p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award</p> <p>**Discounted unit cost should include Section I.I.C. 24. Required Services</p>									

**Bidder Name: CDW Education**

**Option 1**

CATEGORY 5: STUDENT HEADSETS									
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
6	100,000	3.5mm Stereo Headsets with Boom Mic	\$ 20.99	55.31%	\$ 9.38	\$ 9.38	ThinkWrite	TW110	\$ 938,000.00
<p><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* <span style="float: right;">6.75 % (Percentage discount) *Off CDW Advertised Price</span></p> <p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award</p> <p>**Discounted unit cost should include Section II.C. 24. Required Services</p>									

**Option 2**

CATEGORY 5: STUDENT HEADSETS									
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
6	100,000	3.5mm Stereo Headsets with Boom Mic	\$ 59.99	71.38%	\$ 17.17	\$ 17.17	Poly	211058-01	\$ 1,717,000.00
<p><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* <span style="float: right;">6.75 % (Percentage discount) *Off CDW Advertised Price</span></p> <p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award</p> <p>**Discounted unit cost should include Section II.C. 24. Required Services</p>									

**Option 3**

CATEGORY 5: STUDENT HEADSETS									
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
6	100,000	3.5mm Stereo Headsets with Boom Mic	\$ 24.99	38.42%	\$ 15.39	\$ 15.39	Belkin	AUD004btBK	\$ 1,539,000.00
<p><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* <span style="float: right;">6.75 % (Percentage discount) *Off CDW Advertised Price</span></p> <p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award</p> <p>**Discounted unit cost should include Section II.C. 24. Required Services</p>									

**Option 4**

CATEGORY 5: STUDENT HEADSETS									
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
6	100,000	3.5mm Stereo Headsets with Boom Mic	\$ 21.99	59.66%	\$ 8.87	\$ 8.87	Anywhere Cart	AC-CDW-HPM	\$ 887,000.00
<p><b>Note 1:</b> Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* <span style="float: right;">6.75 % (Percentage discount) *Off CDW Advertised Price</span></p> <p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award</p> <p>**Discounted unit cost should include Section II.C. 24. Required Services</p>									



**Option 1**

**CATEGORY 6: PROJECTORS**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
7a	900	Projector #1	\$ 1,144.00	56.61%	\$ 496.33	\$ 990.28	Epson	V11H985020	\$ 891,252.00
7b	900	Optional Peerless ceiling mount suspension plate and extension column and/or other District-approved manufacturer	\$ 249.00	49.46%	\$ 125.84	\$ 125.84	Peerless	PRGS-455	\$ 113,256.00
8	800	Projector #2	\$ 4,521.00	67.56%	\$ 1,466.78	\$ 1,960.73	Epson	V11HA78020	\$1,568,584.00
9	800	Projector #3	\$ 6,249.00	66.70%	\$ 2,080.75	\$ 2,574.70	Epson	V11H919520	\$2,059,760.00
10	199	Projector #4	\$ 9,840.00	63.43%	\$ 3,598.78	\$ 4,092.73	Epson	V11HA35920	\$ 814,453.27
11	10	Projector #5	\$ 22,844.00	65.82%	\$ 7,808.45	\$ 8,302.40	Epson	V11HA52920	\$ 83,024.00
12	10	Projector #6	\$ 13,819.00	62.92%	\$ 5,123.98	\$ 5,617.93	Epson	V11HA33920	\$ 56,179.30

**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  
 \*\*\*5 year warranties on the hardware products. 119W, 770FI, 1485FI, PU1006W, PU1008W, PU2010W. The warranty is 3 years advanced overnight replacement and 2 years return for repair.

3.5 % (Percentage discount) \*Off CDW Advertised Price  
 \*\*If electrical work is required, it will cost an extra \$385 per unit to install

**Option 2**

**CATEGORY 6: PROJECTORS**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
7a	900	Projector #1	\$ 2,500.00	50.80%	\$ 1,230.00	\$ 1,723.95	LG Electronics	BF40QS	\$1,551,555.00
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	\$ 3,900.00	38.89%	\$ 2,383.13	\$ 2,877.08	LG Electronics	BF60PST	\$ 572,538.92
11	10	Projector #5							
12	10	Projector #6	\$ 6,000.00	29.72%	\$ 4,216.85	\$ 4,710.80	LG Electronics	BU70QGA	\$ 47,108.00

**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 of Award  
 \*\*Discounted unit cost should include Section II.C. 24. Required Services  
 \*\*\*5 year warranties on the hardware products. 119W, 770FI, 1485FI, PU1006W, PU1008W, PU2010W. The warranty is 3 years advanced overnight replacement and 2 years return for repair.

3.5 % (Percentage discount) \*Off CDW Advertised Price  
 \*\*If electrical work is required, it will cost an extra \$385 per unit to install

**Option 1**

CATEGORY 7: INTERACTIVE COMPATIBLE DRY ERASER BOARDS AND PROJECTION SCREENS									
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
13	1000	INTERACTIVE COMPATIBLE DRY ERASER BOARD #1	\$ 1,034.51	56.80%	\$ 446.91	\$ 829.86	Mooreco	2G5KH-26	\$ 829,860.00
14	800	PROJECTION SCREEN #1	\$ 771.00	43.25%	\$ 437.56	\$ 820.51	DA-Lite	70300	\$ 656,408.00
15	800	PROJECTION SCREEN #2	\$ 1,409.00	43.25%	\$ 799.65	\$ 1,571.10	DA-Lite	70218	\$ 1,256,880.00
16	200	PROJECTION SCREEN #3	\$ 1,549.00	43.25%	\$ 879.10	\$ 1,761.55	DA-Lite	76738	\$ 352,310.00
16	200	PROJECTION SCREEN #3	\$ 1,780.00	43.49%	\$ 1,005.92	\$ 1,888.37	DA-Lite	76740	\$ 377,674.00
16	200	PROJECTION SCREEN #3	\$ 4,754.00	43.25%	\$ 2,698.03	\$ 3,580.48	DA-Lite	96389	\$ 716,096.00

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*  
 3.5 % (Percentage discount) \*Off CDW Advertised Price  
 \*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

**Option 2**

CATEGORY 7: INTERACTIVE COMPATIBLE DRY ERASER BOARDS AND PROJECTION SCREENS									
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
13	1000	INTERACTIVE COMPATIBLE DRY ERASER BOARD #1	\$ 1,729.00	38.18%	\$ 1,068.94	\$ 1,451.89	Da-Lite	29992	\$ 1,451,890.00
14	800	PROJECTION SCREEN #1							
15	800	PROJECTION SCREEN #2							
16	200	PROJECTION SCREEN #3							

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\*  
 3.5 % (Percentage discount) \*Off CDW Advertised Price  
 \*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

**Option 1**

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

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
17		INTERACTIVE FLAT PANEL DISPLAY - INTERACTIVE TOUCH BOARD #1							
a	600	65"	\$ 2,740.00	49.71%	\$ 1,378.00	\$1871.95 (wall install)			
b	600	70"	No Bid			\$1760.95 (cart install)	Boxlight	MimioPro 654	\$ 826,800.00
c	600	75"	\$ 3,481.00	57.10%	\$ 1,493.50	\$1987.45 (wall install)			No Bid
d	600	80"	No Bid			\$1876.45 (cart install)	Boxlight	MimioPro 754	\$ 896,100.00
e	600	85"	\$ 4,202.00	52.20%	\$ 2,008.50	\$2502.45 (wall install)			No Bid
f	1000	wall mount	Included		Included	\$2391.45 (cart install)	Boxlight	MimioPro 864	\$ 1,205,100.00
g	1000	cart/stand	\$ 649.00	47.79%	\$ 338.87	\$ 338.87	Boxlight	Procolor Mobile300-STD	\$ 338,870.00
<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</p> <p>**Discounted unit cost should include Section I.I.C. 24. Required Services</p> <p>3.5 % (Percentage discount) *Off CDW Advertised Price</p> <p>*Each Boxlight panel includes free digital signage with CleverLive</p> <p>*Each Boxlight panel is Google and ELDA Certified</p> <p>**If electrical work is required, it will cost an extra \$385 per unit to install</p>									

**Option 2**

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

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
17		INTERACTIVE FLAT PANEL DISPLAY - INTERACTIVE TOUCH BOARD #1							
a	600	65"	\$ 3,333.00	63.11%	\$ 1,229.60	\$1723.55 (wall install)			
b	600	70"	No Bid			\$1612.55 (cart install)	LG Electronics	65TR3DK-B	\$ 737,760.00
c	600	75"	\$ 4,166.00	64.77%	\$ 1,467.75	\$1961.70 (wall install)			No Bid
d	600	80"	No Bid			\$1850.70 (cart install)	LG Electronics	75TR3DK-B	\$ 880,650.00
e	600	85"	\$ 5,666.00	65.46%	\$ 1,957.00	\$2450.95 (wall install)			No Bid
f	1000	wall mount	\$ 50.00	48.74%	\$ 25.63	\$2339.95 (cart install)	LG Electronics	86TR3DK-B	\$ 1,174,200.00
g	1000	cart/stand	\$ 583.00	56.05%	\$ 256.25	\$ 256.25	LG Electronics	SWM-L000S	\$ 25,630.00
<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</p> <p>**Discounted unit cost should include Section I.I.C. 24. Required Services</p> <p>3.5 % (Percentage discount) *Off CDW Advertised Price</p> <p>**If electrical work is required, it will cost an extra \$385 per unit to install</p>									

**Option 3**

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

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
17		INTERACTIVE FLAT PANEL DISPLAY - INTERACTIVE TOUCH BOARD #1							0
a	600	65"	\$ 3,580.00	61.03%	\$ 1,394.96	\$1888.91 (wall install)			
b	600	70"	No Bid			\$1777.91 (cart install)	Samsung	WA65C	\$ 836,976.00
c	600	75"	\$ 4,980.00	70.09%	\$ 1,489.38	\$1983.33 (wall install)			No Bid
d	600	80"	No Bid			\$1872.33 (cart install)	Samsung	WA75C	\$ 893,628.00
e	600	85"	\$ 6,790.00	71.01%	\$ 1,968.33	\$2462.28 (wall install)			No Bid
f	1000	wall mount	\$ 149.00	63.64%	\$ 54.17	\$2351.28 (cart install)	Samsung	WA86C	\$ 1,180,998.00
g	1000	cart/stand	\$ 583.00	56.05%	\$ 256.25	\$ 256.25	Peerless	SF650	\$ 8,071.33
<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</p> <p>**Discounted unit cost should include Section I.I.C. 24. Required Services</p> <p>3.5 % (Percentage discount) *Off CDW Advertised Price</p> <p>**If electrical work is required, it will cost an extra \$385 per unit to install</p>									

**Option 4**

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

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
17		INTERACTIVE FLAT PANEL DISPLAY - INTERACTIVE TOUCH BOARD #1							
a	600	65"	\$ 2,999.00	40.33%	\$ 1,789.43	\$2283.38 (wall install)			
b	600	70"	No Bid			\$2172.38 (cart install)	Smart	SBID-GX165-V2	\$ 1,073,658.00
c	600	75"	\$ 4,335.00	46.21%	\$ 2,332.01	\$2825.96 (wall install)			No Bid
d	600	80"	No Bid			\$2714.96 (cart install)	Smart	SBID-GX175-V2	\$ 1,399,206.00
e	600	85"	\$ 6,335.00	47.36%	\$ 3,334.78	\$3828.73 (wall install)			No Bid
f	1000	wall mount	Included		Included	\$3717.73 (cart install)	Smart	SBID-GX185-V2	\$ 2,000,868.00
g	1000	cart/stand	\$ 583.00	56.05%	\$ 256.25	\$ 256.25	LG Electronics	ST-000F	\$ 256,250.00
<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</p> <p>**Discounted unit cost should include Section I.I.C. 24. Required Services</p> <p>3.5 % (Percentage discount) *Off CDW Advertised Price</p> <p>**If electrical work is required, it will cost an extra \$385 per unit to install</p>									

**Option 5**

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

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Cost w/ Services	Brand	Product No.	Extended Cost
17		INTERACTIVE FLAT PANEL DISPLAY - INTERACTIVE TOUCH BOARD #1							

a	600		65"	\$ 1,978.00	37.43%	\$ 1,237.70	\$1731.65 (wall install) \$1620.65 (cart install)	Viewsonic	IFP6550	\$ 742,620.00
b	600		70"	No Bid		No Bid				No Bid
c	600		75"	\$ 3,050.00	47.69%	\$ 1,595.43	\$2089.38 (wall install) \$1978.38 (cart install)	Viewsonic	IFP7550	\$ 957,258.00
d	600		80"	No Bid		No Bid				No Bid
e	600		85"	\$ 4,534.00	52.06%	\$ 2,173.53	\$2667.48 (wall install) \$2556.48 (cart install)	Viewsonic	IFP8650	\$ 1,304,118.00
f	1000		wall mount	\$ 74.00	25.20%	\$ 55.35	\$ 55.35	Viewsonic	WMK-047-2	\$ 55,350.00
g	1000		cart/stand	\$ 557.00	47.00%	\$ 295.20	\$ 295.20	Viewsonic	VB-STND-001	\$ 295,200.00

Note 1: Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\* 3.5 % (Percentage discount) \*Off CDW Advertised Price

\*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 \*\*If electrical work is required, it will cost an extra \$385 per unit to install

### Option 6

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

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost	
17		INTERACTIVE FLAT PANEL DISPLAY - INTERACTIVE TOUCH BOARD #1								
a	600		65"	\$ 4,599.00	70.09%	\$ 1,375.55	\$1869.50 (wall install) \$1758.50 (cart install)	Newline	TT-6521Q	\$ 825,330.00
b	600		70"	No Bid		No Bid			No Bid	
c	600		75"	\$ 6,299.00	71.51%	\$ 1,794.78	\$2288.73 (wall install) \$2177.73 (cart install)	Newline	TT-7521Q	\$ 1,076,868.00
d	600		80"	No Bid		No Bid			No Bid	
e	600		85"	\$ 8,199.00	71.66%	\$ 2,323.68	\$2817.63 (wall install) \$2706.63 (cart install)	Newline	TT-8621Q	\$ 1,394,208.00
f	1000		wall mount	Included		Included		Included		
g	1000		cart/stand	\$ 999.00	66.96%	\$ 330.05		Newline	EPR8A50600-000	\$ 330,050.00

Note 1: Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\* 3.5 % (Percentage discount) \*Off CDW Advertised Price

\*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 \*\*If electrical work is required, it will cost an extra \$385 per unit to install

### Option 7

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

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost	
17		INTERACTIVE FLAT PANEL DISPLAY - INTERACTIVE TOUCH BOARD #1								
a	600		65"	\$ 3,562.00	47.95%	\$ 1,853.94	\$2347.89 (wall install) \$2236.86 (cart install)	Boxlight	Mimio-Google 65	\$ 1,112,364.00
b	600		70"	No Bid		No Bid			No Bid	
c	600		75"	\$ 4,525.00	53.59%	\$ 2,100.17	\$2594.12 (wall install) \$2483.12 (cart install)	Boxlight	Mimio-Google 75	\$ 1,260,102.00
d	600		80"	No Bid		No Bid			No Bid	
e	600		85"	\$ 5,462.00	54.76%	\$ 2,470.97	\$2964.92 (wall install) \$2853.92 (cart install)	Boxlight	Mimio-Google 86	\$ 1,482,582.00
f	1000		wall mount	Included		Included		Included		
g	1000		cart/stand	\$ 999.00	66.96%	\$ 330.05		Boxlight	EPR8A50600-000	\$ 330,050.00

Note 1: Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\* 3.5 % (Percentage discount) \*Off CDW Advertised Price

\*Each Boxlight panel includes free digital signage with CleverLive  
\*Each Boxlight panel is Google and ELDA Certified and includes a 9 hour certification training  
\*\*Discounted unit cost should include Section I.I.C. 24. Required Services \*\*If electrical work is required, it will cost an extra \$385 per unit to install

**Option 1**

**CATEGORY 9: AUDIO VIDEO MEDIA ACCESSORIES**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
18	2000	ATSC TV Converter Switch	\$ 249.95	29.87%	\$ 175.28	\$ 208.58	Avermedia	A200P	\$ 417,160.00
19	2000	4x2 HDMI Matrix Switch	\$ 1,045.00	43.62%	\$ 589.12	\$ 622.42	Kramer	VS-42UHD	\$ 1,244,840.00
20	1500	Portable Mobile PA System	\$ 1,825.21	47.32%	\$ 961.45	\$ 994.75	JBL	JBL-EONONEMK2-NA	\$ 1,492,125.00
21	1500	UHF Cardioid Dynamic Wireless Microphone System	\$ 829.00	36.14%	\$ 529.37	\$ 562.67	Sennheiser	508270	\$ 844,005.00
22	100	FM Plus-Large-area Dual FM and Wi-Fi base transmitter	\$ 1,280.00	21.60%	\$ 1,003.48	\$ 1,036.78	Williams AV	FM T55	\$ 103,678.00
23	500	FM Receiver with seek-button channel selection	\$ 130.00	32.98%	\$ 87.13	\$ 87.13	Williams AV	PPA R37N	\$ 43,565.00
23*		*Additional SKU required to complete #23 (Drop-in Charger)	\$ 670.00	33.60%	\$ 444.85	\$ 478.15	Williams AV	CHG 3512	\$ 239,075.00
24	500	Folding Headphones	\$ 28.00	30.43%	\$ 19.48	\$ 19.48	Williams AV	HEG 027	\$ 9,740.00
25	100	Large water-resistant Carry Case	\$ 285.00	33.46%	\$ 189.63	\$ 189.63	Williams AV	CCS 056	\$ 18,963.00
26	200	Neckloop	\$ 68.00	33.68%	\$ 45.10	\$ 45.10	Williams AV	NKL 001	\$ 9,020.00
27	1500	Mobile Storage Cart	\$ 126.00	50.81%	\$ 61.98	\$ 61.98	Luxor	ECT1-B	\$ 92,970.00

**Note 1:** Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\* 3.5 % (Percentage discount) \*Off CDW Advertised Price

\*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

**Option 2**

**CATEGORY 9: AUDIO VIDEO MEDIA ACCESSORIES**

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Discounted Unit Price w/ Services	Brand	Product No.	Extended Cost
18	2000	ATSC TV Converter Switch							
19	2000	4x2 HDMI Matrix Switch							
20	1500	Portable Mobile PA System	\$ 1,079.21	40.73%	\$ 639.60	\$ 672.90	Williams AV	EON208P	\$ 690,262.72
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	\$ 1,479.00	28.27%	\$ 1,060.88	\$ 1,094.18	Frontrow	1000-00216	\$ 1,569,041.52
24	500	Folding Headphones	\$ 9.99	70.37%	\$ 2.96	\$ 2.96	Anywhere Cart	AC-Basic-HPH	\$ 29.57
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\* 3.5 % (Percentage discount) \*Off CDW Advertised Price

\*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

Option 1

BIDDER MUST PROVIDE PRICING ON A MINIMUM OF ONE INTEGRATION SERVICES CATEGORY (10A OR 10B) AND MAY PROVIDE PRICING ON BOTH			
<b>CATEGORY 10A: INTEGRATION SERVICES WITH WAREHOUSING AND DELIVERY FOR HYBRID COMPONENTS (HUB, CAMERA BAR, EARSPEAKERS, ETC.)</b>			
Item No.	Estimated Annual Quantity	Item Description	Cost Per Unit
28	99	SECTION 1- INTEGRATION SERVICES	\$ 28.00
<p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award</p> <p>**Category 10A rates apply in the case that services are required beyond what is included in Section II.C. 24. Required Services</p>			
<b>CATEGORY 10B: INTEGRATION SERVICES FOR NON-HYBRID COMPONENTS (INCLUDING PROJECTORS, DOCUMENT CAMERAS, INTERACTIVE TOUCH FLAT PANEL DISPLAYS, ETC.)</b>			
Item No.	Estimated Annual Quantity	Item Description	Cost
29A	1000	SECTION 1- INTEGRATION SERVICES (per unit charge)	500
29B	2000	SECTION 1- INTEGRATION SERVICES (per hour charge)	150
29C	1500	TRAINING SERVICES (per hour)	95
<p>*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award</p> <p>**Category 10B rates apply in the case that services are required beyond what is included in Section II.C. 24. Required Services</p>			